

cranes & access

A large red and black crane is positioned on a construction site. The crane's boom extends upwards and to the right, reaching towards a tall, dark metal tower. A person is visible on a platform near the top of the tower. The background shows a scenic valley with a town, green fields, and mountains under a blue sky. The crane has 'POTAIN' written on its side.

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August/September 2019 Vol.21 issue 6

**Top 30 rental
companies**

**Spider &
mini cranes**

**Hybrid &
electric
platforms**

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Ben Hirst, Managing Director
Horizon Platforms - Access Hire

On the cover:

A Palfinger PCC 115.002 articulated spider crane was used in place of a helicopter by cable lift contractor Prommegger to remove lift supports of the old Schlossalmbahn lift in the Gastein Valley, Austria. The crane had to climb more than 800 metres with gradients of up to 40%.



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SUBSCRIPTIONS: Cranes & Access is published nine times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertical Press Ltd to: Subscriptions, The Vertical Press, PO Box 6998, Brackley, Northants NN13 5WY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

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Kran & Bühne: The Vertical Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

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This year's survey of the top crane, powered access and telehandler rental companies in the UK and Ireland comes at a time when business confidence is shaky amid the continued uncertainty over Brexit and the battle to prevent the UK from crashing out of the EU without a deal. See how the leading companies have fared in this year's Top 30 rental company guide.



Spider and mini crawler cranes 31

Last year saw the emergence of the articulated crawler crane into the mainstream market. This year is more about 'traditional' spider and mini crawler cranes as manufacturers improve and evolve their products.



We review the latest developments and new product releases.

In the next C&A

The next issue of Cranes & Access scheduled for mid-October will feature All Terrain cranes, Truck mounted lifts, Outrigger mats/pads etc and Rental software. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.

Electric and hybrid work platforms 41

The realisation that the world has to deal quickly with the causes of climate change has taken a while to sink in but has now become the global 'hot' topic which concerns us all. We round-up how different companies are dealing with the situation and profile Haulotte, its corporate strategy and new products.



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Pierino Bravi - Mr. Bravi to many of his customers - was one of the earliest pioneers in the low level access sector. We take a brief look at him and his company.



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It is 100 years since Masuo Tadano went into business as a steel fabricator and welder. We chart its history.

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A common standard

It seems ironic that as the world appears to be polarising and becoming more insular in its politics and beliefs, global trade and communications are pulling us closer together. Key factors in simplifying trade are common standards and regulations. This has been particularly true when it comes to lifting equipment, where the gap between the various national standards has been narrowing since the EU single market came into being in 1992.

While the CE mark has had a revolutionary impact on the manufacture, distribution and rental of cranes, aerial lifts and telehandlers within Europe and its close neighbours, it has been less so between North America and Europe...but that is changing as North America, Australasia, Europe and others move towards global common standards under the ISO banner, making an American market crane or platform very similar to a European or Australian model. Telehandlers are another thing due to local design preferences - although they still have much in common.

If some of the more extreme voices in the UK's Brexit debate have their way, the UK would adopt its own 'softer' standards and regulations. So far the UK government has published details of the UKCA - UK Conformity Assessed - mark that would - at least initially - mirror current CE standards and directives. While the UKCA mark would not be recognised in Europe, manufacturers could simply add an extra sticker alongside the CE one.

All this makes eminent sense. The standards and product related directives have been painstakingly created by committees of industry professionals, including manufacturers, industry associations, safety experts and specialist engineers - rather than the 'faceless unelected bureaucrats' that more extreme politicians and campaigners would have us all believe.

In producing the original EN 280 standard for aerial lifts many hurdles had to be overcome due to historic different regulations or standards, particularly in Germany, the UK, France, Italy and the Netherlands. However since it was adopted the benefits have been enormous, improving manufacturing productivity, simplifying stock holdings for manufacturers, dealers and rental companies alike, while creating a wider market for both new and used equipment as well as simplifying cross border rentals.

The latest standards for cranes and aerial lifts in Europe, North America and Australia are also driving improvements in safety and innovation, with features such as platform overload and outrigger position monitoring with smart overload indicators that calculate - and limit - capacities for a machine's actual configuration for greater safety, while providing benefits for end users.

In a similar vein many have reservations over ECOL - the European Crane Operator Licence - but the potential benefits are substantial. After all, where is the logic that a French operator ought to be more or less qualified than a German, or for that matter an American operator? Enabling operators to move between jurisdictions with the same accreditation benefits everyone and could solve local skills shortages and bring us together as we pool knowledge and ideas.

Only a fool fails to learn from others and the end result of greater harmonisation can go well beyond mere product standards.

Mark Darwin

Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net

Vertikal Press

MEMBERS OF:



ISSN: 1467-0852

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The 16 tonne launch version of the MCT 325 was erected at the plant with full 75 metres of jib

New Potain flat top

Potain unveiled the MCT 325 flat top tower crane at its production facility in Zhangjiagang, China last month. The MCT 325 is available in two basic versions with 12 and 16 tonne maximum capacities and jib lengths from 40 to 75 metres. As with other MCT cranes the 325 has been designed for easy transport and assembly, and more efficient operation. The company says that on a well prepared site, the MCT 325 can be erected within a day and a half.

The MCT 325 will eventually replace the traditional MC 310 hammerhead tower crane. Shipments are due to begin in September and the model will initially be sold across the Asia Pacific region, the Middle East, Africa, South/Central America and Russia.

Mateco expands in Panama

International rental group Mateco has acquired Panama's Pan Rental from owners Meifus Holding and Latam Rental in an all-share purchase. Pan Rental has revenues of around \$5 million and a fleet of 300 units, mostly aerial work platforms and telehandlers. It employs 20 between its Panama City base and a satellite operation in Chiriqui, close to the Costa Rica border. Mateco runs a global fleet of 30,000 machines with more than 2,800 employees at 100 locations across 15 countries in Europe, Mexico, Panama and Chile.



(L-R) Pascal Vanhalst of TVH, Laurent Planche of Mateco Panama, Isaac Alvarez of Meifus, Javier Rodriguez and Juan Carlos Peláez of Latam.

First GTC-600s arrive in Europe

UK sales and rental company Delden Cranes has taken delivery of four 60 tonne Tadano GTC-600 telescopic crawler cranes, the first to be delivered in Europe. The GTC-600 features a 36 metre main boom and a 17.7 metre bi-fold swingaway extension, giving it a maximum tip height of 55.5 metres. All four machines went straight out on contracts across the UK.



Two of the new Tadano GTC-600s

Windhoist acquired

Private equity firm Star Capital Partnership has acquired Irish crane and wind turbine installation group Windhoist from owner and chief executive Hugh McNally for an undisclosed sum. As part of the deal McNally stepped down as chief executive and left the company, he is replaced by Tim Adams a consultant who has been working with the company during the acquisition/due diligence process. He has a background in construction/contracting, the marine construction business and renewable energy.

The company was established by Dan McNally in Ireland in 1958, entering the heavy cranes and lifting sector in 1996. In 1999 it carried out its first wind turbine installation job, using a 400 tonne crane to erect 600kW turbines for Vestas. The company rebranded this part of the business as Windhoist and today the group operates as two principal businesses - McNally's Crane Hire in Monaghan and Dublin in Ireland and Windhoist based in Scotland. Group revenues are said to be in the region of €90 million. The last accounts filed for the UK business show revenues of £47.4 million, with a pre-tax profit of £496,000.

Scottish crane rental company Forsyth of Denny, which Windhoist acquired in late 2016, was separated from the group last year and will continue to be owned by the McNallys.



AFI acquires Facelift and restructures

UK based access sales and rental group AFI has completed the acquisition of aerial lift rental company Facelift. AFI says that it plans to retain and develop the well-known Facelift brand, with managing director Paul Standing remaining with the business and joining the AFI board.

Facelift's latest accounts show revenues of just over £12 million last year, some way below its peak. The company was established by founder and current shareholder Gordon Leicester in 1985.

AFI has also secured £60 million of new long term debt type financing from Pricoa, while the senior management team has bought out its majority investor, private equity firm Rutland Partners, which acquired a 51 percent stake in the AFI business in 2013 at the same time as AFI acquired Hi-Reach and Access Rental Gulf.

As a result of this transaction the ownership of the business reverts to the management team - led by David McNicholas and chairman David Shipman - who are taking a "significant majority stake" in the business. The addition of Facelift to the group takes revenues to more than £100 million with a rental fleet of 7,500 machines.



Sarens 5,000 tonner delivered

Sarens new 5,000 tonne SGC-250 heavy lift crane has been delivered to the Hinkley Point C Nuclear Power Plant site in Somerset, UK and is being prepared for its first lifts. The job of moving the massive crane from its testing site in Belgium was carried out by heavy haulage specialist Collett & Sons.

Unveiled last year, the SGC-250 is one of the world's largest land-based cranes and will play a key role in the power plant's construction - the UK's largest, most complex civil engineering project. The crane will be used to lift the heaviest of 600 major fabrications, including the five largest components that make up each unit's steel containment liner and dome.

The SGC-250 at Hinkley Point C



First Euro Grove GRT655s

The first European-built 55 tonne Grove GRT655L and GRT655 Rough Terrain cranes have shipped from the manufacturing facility in Niella Tanaro, Italy. The only difference between the two models is the length of the full power boom - a four-section 34.8 metre on the GRT655 and five section 43 metre on the GRT655L.

The units are the latest in the company's move to produce more of its Rough Terrain cranes in Europe and follows the introduction of the 80 tonne GRT880 and 100 tonne GRT8100 Rough Terrains last year.



The GRT production team at Niella Tanaro

TVH acquires IPS

Belgian international spare parts and access rental group TVH has acquired IPS, the UK based replacement parts business along with its Outrigger Pads division.

The business was previously part of IAPS which also includes the aerial lift distributor APS which is not included in the deal. Telford based IPS had revenues last year of around £10 million and is the UK's largest independent aerial lift parts supplier. IAPS co-owner Kevin Shadbolt will remain with the IPS business which will, we understand, continue as standalone operation.



Australia's first wind turbines installed by tower crane

ALE has begun installing the first wind turbine generators to be erected in Australia with a tower crane. The company is using two 135 tonne capacity Kroll K1650L luffing jib cranes on the 59 turbine Lincoln Gap Wind Farm site near Port Augusta, South Australia.

They will install 14 of the turbines with commissioning due to begin later this year. The K1650L was chosen for its high wind speed tolerance of 15 metres a second for lifts over 60 tonnes and its small footprint which reduces the hardstanding required by more than 50 percent compared to other cranes of this size. Maximum lift height of the K1650L is 179.5 metres. ALE previously used these cranes in Thailand to install turbines with a hub height of 162 metres, the highest in South East Asia.

A tower crane is being used for the first time in Australia to install wind turbines.



Maxim acquires Solley

US rental company Maxim Crane Works has acquired Alabama-based Solley Equipment & Rigging from owner and chief executive Ronnie Solley. Founded in 1972 it operates from three locations in Decatur and Huntsville, Alabama and Nashville, Tennessee. The fleet includes All Terrains, RTs and boom trucks topped by a 400 tonne Liebherr LTM 1400-7.1.



Steve Filipov moves to Manitex

US based crane and aerial lift manufacturing group Manitex International has appointed Steve Filipov as chief executive. The current chief executive David Langevin becomes the full time executive chairman, with a focus on strategic planning, corporate finance and relationships with key strategic and investment partners.



Steve Filipov

Filipov has spent his entire career in the crane business, joining Terex in 1993 and announcing his departure when Tadano's acquisition of the Demag was completed in August.

Tadano completes Demag deal

Tadano completed the acquisition of Demag Mobile Cranes on 1st August - a month later than planned - paying \$215 million as originally agreed. The transaction brings together two of the top four mobile crane manufacturers, creating a business close in size to market leader Liebherr, in terms of mobile crane revenues.

Demag and affiliates are now a subsidiary of Tadano, with the corporate name Tadano Demag GmbH. Jens Ennen, who joined Tadano from Manitowoc earlier this year becomes chief executive of the new subsidiary.



Jens Ennen

First 55t XCMG tele crawler in Europe

Chinese crane manufacturer XCMG has delivered the first 55 tonne XCG55TE telescopic crawler crane in Europe. The new crane was sold by XCMG's Bulgarian dealer Ingconsult, for work on the TurkStream pipeline project, a natural gas pipeline running from the Russian Federation to Turkey. The 55 tonner is the first XCMG telescopic crawler to be fully CE compliant and includes a five section 41 metre main boom, plus a 9.5 to 16 metres bi-fold swingaway extension with 15 and 30 degree offsets. It is rated at 3.5 metres and can handle 3.5 tonnes at 20 metres radius or 500kg at 42 metres. The crane can also travel with its maximum capacity.

The XCG55TE is one of a six model XCMG telescopic crawler crane line that ranges from 25 to 220 tonnes. The company now plans to obtain CE certification for the 60, 100 and 130 tonne All Terrain cranes along with its 85, 130 and 260 tonne lattice crawlers.



The crane is the first XCMG telescopic crawler to be fully CE certified

100th Liebherr LTM 1450-8.1

French crane rental company Bezombes Niort has taken delivery of the 100th 450 tonne Liebherr LTM 1450-8.1 All Terrain crane to be delivered since shipments began less than three years ago. The eight axle crane was unveiled at Bauma 2016 and can travel complete with its 85 metre main boom, along with outriggers and main winch within 12 tonne axle loads. It is largest crane in Bezombes' fleet and will be used in a variety of applications from wind power work to lifting large boats in and out of the water at the Atlantic ports close to its base in Niort, western France.

Managing director Benoît Bezombes said: "We had to replace our LTM 1250-6.1 after 13 years of good, reliable service because our customers are demanding more reach and capacity. The 85 metre boom enables us to erect tower cranes in record time, while the luffing jib delivers extraordinary performance for its size. The VarioBase and VarioBallast systems allow us to be extremely flexible on sites with limited space. The LTM 1250-6.1 was a very good crane, but the new 450 tonner is an enormous improvement on it."



(L-R) Guy Bellec and Francis Ebert of Liebherr, Benoît Bezombes of Bezombes Niort, Christoph Kleiner and Georg Reinhold of Liebherr

ALE acquisition to proceed

Mammoet and ALE are moving ahead with the deal which will see the Dutch heavy lift company acquire UK based heavy lift and transport specialist ALE. The deal still depends on the approval of the relevant competition authorities and may take a while. Until then the two companies will continue to trade independently as competitors.

Mark Harries, group managing director of ALE said: "Both companies have a strong track record and are renowned for their craftsmanship, innovations and fleet of equipment. We both have shaped the profession of heavy lifting and transport through numerous innovations in the past decades. The prospect of the two companies joining forces is very exciting."



ALE AL.SK cranes have capacities up to 8,000t

New features for GMG

US based aerial lift sales company GMG has made a number of additions to its I-Power 2.0 operating system for its slab electric scissor lifts.

The new features include: 'Ramp Control', which automatically puts the machine into a controlled low speed mode when travelling downhill - it remains in low speed until the machine is level again and the operator has turned it off. 'Elevated Creep Mode' allows operators to reduce the drive and steering speeds even further from 0.5 to 0.1 mile an hour, in order to provide a more precise movement when working close to fragile objects, such as glass or ducting. Finally, the manufacturer has perfected its 'Variable Steering Speed' feature which changes the steer speed in relation to the travel speed.

The company said: "When driving down a steep ramp, slab machines can experience speeds up to two to three times the normal high speed seen on flat ground. The excessive speed can place the operator in an uncomfortable and unsafe situation. This also places a lot of stress on the drive system when the machine tries to stop at these excessive speeds."



€9.8 million expansion for Special

Special Equipment - the Netherlands based wholesale rental division of Mateco - is to spend €9.8 million on new equipment. The new order includes more than 70 large machines - including boom lifts from 135 to 185ft, high capacity telehandlers, scissor lifts above 66ft and spider cranes - all for delivery between now and the fourth quarter of next year. Special's fleet is already approaching 250 units, all of them larger or specialist/niche machines.



The fleet includes heavy duty scissor lifts over 66ft

The company is also adding sales, service and logistical resources to keep pace with demand and a larger fleet. The company's primary objective was to support Mateco companies across 15 European countries, along with outlets in Malaysia, Mexico, Panama and Chili. However, an increasing percentage of its business now comes from independent rental companies.

Ruthmann adds platform option for new models

Ruthmann has introduced a 1.6 metre, 300kg capacity platform option for its new 3.5 tonne TB/TBR truck mounted platforms. The standard basket is 1.4 metres wide, with 250kg platform capacity.



The optional platform for Ruthmann's TB/TBR range.

First MK 88 in NZ

New Zealand's Hi Lift Cranes took delivery of the first Liebherr mobile self erecting tower crane in the country, an MK 88 Plus. The new crane was handed over at a customer event in Auckland.

Maximum capacity is eight tonnes at 12 metres radius and a 30 metre hook height, while it can handle 2.2 tonnes at its maximum radius of 45 metres, or 1.85 tonnes at a 32 metre radius and 59 metre hook height. Hi Lift Cranes was established in 1982 making it one of the oldest crane rental companies in New Zealand.



The handover (L-R) Bill Houlker of Liebherr, Tom Curran of Hi Lift, Thomas Schröder and Aleksandra Meissner of Liebherr and Barrie Mabbott of Hi Lift

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Mediaco acquires Altéad Lifting



France's leading crane and aerial

lift rental group Mediaco has acquired the crane division of lifting and heavy transport group Altéad, which has been in administration since the end of May. Altéad runs the third largest fleet in France with 190 cranes, 530 employees and 15 locations.

Mediaco made a joint offer with transport company Capelle which will take the rest of Altéad. The deal takes Mediaco's fleet to 800 cranes operating from 75 branches, with 2,000 employees and revenues of €340 million.

Onsite Rental acquires Prime Rentals

Australia's Onsite Rental Group has acquired Queensland's Prime Rentals which offers a range of equipment including telehandlers, booms and scissor lifts from 10 locations. Onsite is in expansion mode and operates a fleet of 70,000 units, including aerial work platforms, telehandlers and general construction equipment. It employs more than 450 across 30 branches.

MBO for 2 Cousins

Two directors of UK rental company 2 Cousins Powered Access have completed a Management Buy Out of the business with the support of PMD Business Finance.

Jason Prisley, who took over as managing director in 2016, continues to lead the Oxford based business, alongside fellow director Claudio Checchia, while founder/owner David Exley leaves the company to focus on other business interests. No financial details have been disclosed.



(L-R) Jason Prisley, Nathan Curbishley of PMD and Claudio Checchia

3M Stop Use & Recall Notice



3M Fall Protection has issued an immediate stop use and product recall for its DBI-SALA Nano-Lok edge and Wrap Back twin leg self retracting lifelines. The company says that in the event of a fall the energy absorber may not properly deploy which could expose the user to serious injury or death, although there have been no reports of accidents or injuries associated with the issue.



Bobcat 'Waste Expert' telehandlers

Bobcat has launched the 'Waste Expert' range of telehandlers for the refuse and recycling markets starting with four models - the 6.4 metre/3,400kg TL34.65HF, two seven metre models - the 3,500kg TL35.70 and 3,800kg TL38.70HF - plus the 7.5 metre/4,300kg TL43.80HF. All are powered by Stage IV diesels, hooked up to variable transmissions with automatic parking brake and an ECO mode, which adjusts the High Flow hydraulic system to produce the best balance between performance and fuel consumption.

The new machines feature an extra-large boom nose, standard boom cushioning and equipment for working in harsh conditions, with extra protection for hydraulic cylinders, windscreen, roof, lights and the fuel and oil tanks.



Bobcat TL43.80HF

Verton takes R-Series to UK

Australian technical lifting and load rotation specialist Verton has launched the R-Series 20 tonne remote controlled spreader beam in the UK.

Rather than using tag lines, the unit uses gyroscopic modules to rotate and control a suspended load via a remote controller. UK contractor Sir Robert McAlpine is trialling the new product. Earlier this summer Mammoet and van Oord teamed up with Verton to develop the R-Series for wind turbine blade installation.



Verton R-Series

First Platform Basket Spider 43Ts in Europe

Italian aerial lift manufacturer has delivered its first two 43 metre Platform Basket Spider 43T spider lifts in Europe - one to French rental company ATM Levage and the other to Italian rental company MP Magione Piattaforme.

The Spider 43T provides an outreach of 17.3 metres with an unrestricted platform capacity of 136kg, while 13.2 metres outreach is possible with the maximum capacity of 330kg. MP Magione's unit has been supplied in hybrid version with lithium ion batteries.



ATM Levage takes delivery of its new Spider 43T.



MP Magione Piattaforme's new Spider 43T.



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UK rental group **HSS** has posted first half revenues of £161.4 million, up 3.9 percent on last year in a 'like for like' comparison with a pre-tax loss of £7.4 million compared to a loss of £10.2 million last year. The actual revenues last year - with **UK Platforms** included - were £169.8 million with a pre-tax loss of £7.1 million, reflecting UK Platforms' positive contribution. Its sale generated £47.5 million with a net profit of £12.8 million, pushing this year's bottom line into the black, with a profit of £7.55 million.



Tadano has posted first quarter revenues of ¥40.4 billion (\$377.7 million), but pre-tax profits fell more than 38 percent to ¥1.4 billion (\$12.7 million) due to higher production costs, product and market mix and higher SG&A costs. Mobile crane sales were 23.6 percent higher at ¥23.4 billion (\$218.9 million). Loader crane sales were up 28.7 percent to ¥5.6 billion (\$52.2 million) while and aerial work platform sales declined 7.7 percent to ¥4 billion (\$37.4 million). Sales of parts, services and used equipment etc improved 1.4 percent to ¥7.4 billion (\$69.2 million).



JLG achieved nine month revenues of \$3.06 billion - up 13 percent thanks to a 42 percent jump in telehandler sales. Operating profit for the period improved more than 45 percent to \$376.1 million, but the backlog/order book at the end of June was 30 percent lower on the year at \$854.8 million.



United Rentals posted record first half revenues, almost 22 percent higher at \$4.4 billion, thanks to acquisitions and organic growth. However pre-tax profits declined more than three percent to \$571 million, due mostly to the early redemption of debt.



Genie's first half revenues increased marginally to \$1.6 billion, held back by the weak Euro translating into fewer dollars and slower overall growth. The backlog at the end of June remained at last year's levels of \$746 million, while operating profits slipped 20 percent to \$145.9 million, thanks to the exchange rate issues along with a weaker product mix.



Palfinger has reported record first half revenues more than 11 percent higher at €893.4 million, due to higher loader crane sales. Pre-tax profits were more than 20 percent higher at €74.9 million. Sales at the 'Land' division - which includes cranes and aerial lifts - increased 15.5 percent to €733.6 million, with an operating profit five percent higher at €82.6 million. The 'Sea' division saw sales drop 17 percent to €95.3 million, while the operating loss was cut from €9.9 million last year to €7.9 million this year.



H&E Equipment Services has reported first half revenues of \$647.2 million, up 13.5 percent on the same period last year. Pre-tax profits came in 23 percent higher at \$50.2 million.



Hiab saw first half revenues increase 18 percent to €674 million, while operating profits were seven percent higher at €80.7 million. Order intake was 12 percent higher at €681 million leaving an order book of €453 million - exactly the same as this time last year.



Manitowoc has reported first half revenues almost five percent higher at \$922.7 million, driven by higher sales in the Americas offsetting lower sales in the Middle East. Pre-tax profits jumped 10 fold to \$26.5 million in spite of a \$25 million charge for the early retirement of debt.



Snorkel achieved first half revenues of \$112.4 million, up almost 17 percent, while last year's pre-tax loss of \$704,000 was reduced to \$525,000.



First half revenues at **Cramo** were flat at €301.5 million, with last year's acquisition of Germany's KBS Infra helping offset declines in Scandinavia. Pre-tax profits declined 34.5 percent to €18.9 million.



Wacker Neuson has reported first half sales of €950.7 million, up 15 percent on last year, while pre-tax profits were 38 percent lower at €79.8 million although last year's numbers included a one off gain of €54.8 million on a real estate sale. On a like for like basis pre-tax profits increased 8.5 percent.



Alimak has reported first half revenues of SK2.36 billion, (€220.2 million) an increase of 14 percent. Pre-tax profits jumped 50 percent to SK274.9 million (€25.6 million).



Herc (formerly Hertz Equipment) has reported first half revenues of \$950.8 million, up 3.7 percent, while pre-tax profits were \$5.2 million, compared to a loss of \$14.7 million last year.

Ashtead has posted first quarter revenues of £1.28 billion, up 17 percent on last year. Pre-tax profits were eight percent higher at £304.7 million.

Sunbelt revenues were 18.5 percent higher at \$1.38 billion, and operating profits 15.5 percent higher at \$446.6 million.

Revenues at **Sunbelt Canada** were 26 percent higher at \$94.8 million, with operating profits up 12.5 percent to \$16 million. In the UK **A-Plant** revenues were five percent higher at £131.4 million, due entirely to higher sales of used equipment. Operating profits fell 31 percent to \$15.4 million.



Ramirent - now part of Loxam - posted first half revenues of €333.6 million, down 3.1 percent on last year. Pre-tax profits plummeted more than 33 percent to €28.1 million.



JCB has reported record revenues for 2018 of £4.1 billion, up 22 percent on 2017, while EBITDA increased 31 percent to £447 million.



For the full reports on all these stories check out Vertikal.net

Tadano's 100th birthday

Tadano has celebrated the 100th anniversary of its foundation on August 29th, 1919, when Masuo Tadano left Takamatsu for Asahikawa, Hokkaido, to start a welding business - Tadano Iron Works Co - that has evolved into one of the world's leading mobile crane manufacturers. The company built its first crane - the two tonne OC-2 truck crane - in 1955, followed by the all-hydraulic OC 5 two years later. In 1960 it exported its first crane to Indonesia and in 1966 launched the TL truck crane line mounted on specially designed carriers. Its first Rough Terrain crane - the 15 tonne TR150 - was produced in 1970.



Tadano opened its first overseas subsidiary - Tadano International (Europe) - in 1973 in the Netherlands - and 10 years later launched its first aerial work platforms. In 1990 it acquired German manufacturer Faun unveiling its first All Terrain cranes the AR range, two years later. In 2008 it acquired American telescopic crawler crane manufacturer SpanDeck/Mantis - now Tadano Mantis - and last year it took a 14.9 percent stake in US boom truck manufacturer Manitex. Earlier this year it made its largest acquisition to date purchasing Demag mobile cranes from Terex. (See page 65)



Tadano's first crane the OC-2

Bravi Sprint TL in production

Italian low level platform specialist Bravi has started shipping the Sprint TL - a tyre handling version of its 11ft Sprint self-propelled lift - shown as a prototype at Bauma.

With a working height of 5.35 metres it is designed to take the effort out of placing and retrieving tyres and wheels from storage racks in a warehouse, workshop or retail environment. The lift rack/table tilts forward when the lift is stowed and can be loaded with up to four tyres and a combined weight of 100kg. The platform has an overall width of 808mm and can travel at speeds of up to 5kph with sufficient battery power to travel 18 kilometres on a single charge.



The lift rack moves to horizontal so that tyres can be rolled off or onto shelving



The lift rack tilts forward for loading



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- **Custom Equipment** has appointed **Derek Koontz** as mid-Atlantic territory manager.
- Sweden's **Swelift** has taken two 57m **Ruthmann T 570 HF** truck mounts.
- New Zealand's **Tower Cranes NZ** has gone into administration.
- **Microcranes** has added a wireless remote for its M1 crane.
- **Trackunit** has appointed **Franck Cohen** as chairman.
- **Finn Schlitterlau** of Denmark's **Falcon Lift** has left to manage a Polish company.
- **Palfinger** has appointed **Hemmo Luijjerink** a head of crawler crane sales.
- Morocco's **Marsa Maroc** has taken the first **Genie SX-180** boom lift in north Africa.
- French trainer **Afrtal** has taken 42, **Haulotte HA12 IP** boom lifts.
- Czech company **Radek Malina** has taken a **Demag AC 100-4L**.
- Spain's **Elebia** has launched an automatic rail clamp.
- Australia's **Townsville Marine Logistics** has taken a **Konecranes Gottwald G HMK 6507** mobile harbour crane.
- **Wolffkran** has appointed **Duncan Salt** as chief executive.
- **Franco Fassi**, founder of the loader crane company that bears his name, has died.
- Germany's **Wendel Arbeitsbühnen** has taken an electric **Böcker AK 46/6000** truck crane.
- Germany's **Roggermaier** has taken a 90m **Ruthmann T900 HF** truck mount.
- **Snorkel** has appointed **Latteps** as distributor for Latvia.
- **Cargotec** has appointed **Päivi Koivisto** as VP sustainability.
- **DP World** has ordered 15 **Kalmar** cranes for **Nhava Sheva International Container Terminal** in India.
- UK based **MAS** has ordered 75 platforms worth £2.5 million and opened a depot in Rotherham.
- Canada's **Coopers Equipment Rental** has opened a branch in Barrie.
- UK's **Bandshire Crane Hire** has taken a **Klaas K950 RSX** truck crane.
- Germany's **Schuch** has taken a 45t **Demag AC 45 City**.
- **Liebherr** has commissioned a TCC 78000 gantry crane in Rostock.
- **Manitex International** has appointed **Steve Filipov** as chief executive.
- Italy's **Barni Romano** has taken a 25m **Palazzani TZX 250/C** spider lift.
- India's **Steel Carriers Infrastructure** has taken a 1,200t **Demag AC 1000-9**.
- The **Port of Esbjerg**, Denmark has taken a **Liebherr LHM 800** mobile harbour crane.
- A new rental company - **Skylift Platforms** - has opened in the UK.
- Switzerland's **Matthey Petit** has taken a 45t **Demag AC 45 City**.
- US-based **Duffy Crane and Hauling** has taken a 220t **Demag AC 220-5**.
- US-based **Shawmut Equipment** has opened a facility in Elmsdale, Nova Scotia.
- **Bravi** has launched the **Sprint TL**, tyre handling lift.
- Germany's **Gushurst** has taken 50 **Magni** telehandlers and aerial lifts.
- **Hiab** has merged its German dealer network with **Effer**.
- **Ahern International** has opened a facility in Tigre, Argentina.
- UK's **Anglia Access Platforms** purchased **Genie** boom and scissors.
- **Cramo's** VP HR development **Petra Schedin Stergel** has left the company.



Derek Koontz



Franck Cohen



Duncan Salt



Päivi Koivisto



Steve Filipov



Petra Schedin Stergel

- **Terex Utilities** has updated its Load Alert system for hi-Ranger aerial devices.
- UK rental group **AFI** has appointed **Nick Higgins** as COO.
- Germany's **Engel-Krane** has taken a **Spierings SK597-AT4**.
- Scotland's **Stoddard Crane Hire** has taken a 60t **Grove GMK3060L**.
- **Nationwide Platforms** has opened a depot in Didcot, Oxfordshire.
- New York City's **DoB** barred **United Crane and Rigging** from its jurisdiction following two incidents.
- **Unic Europe** has appointed **Podniose** as a dealer in Poland.
- **Point of Rental** has appointed **Ben Sinclair** as customer success manager Asia/Pacific.
- Germany's **Udert Mietgeräte** has taken a **Haulotte HA20 LE Pro** boom lift.
- US crane dealer **Runnion Equipment** has moved to new facilities.
- **Hiab** has extended the warranty on **Loglift** and **Jonsered** cranes.
- **Genie** has appointed **Bahrah Trading Company** as distributor for Kuwait.
- **Ruthmann** has appointed **Markus Knuchel** as workshop manager in Switzerland and **Richard Carr** to its North American sales team.
- Italian manufacturer **Safi** has appointed **SkyAccess** as its Swiss dealer.
- **Ramirent** CEO **Tapio Kolunsarka** is leaving the company.
- Loader crane manufacturer **Hyva** has extended the warranty on its **Edge** cranes.
- Australia's **Kenrads Hire** has moved to larger premises in Port Hedland.
- Germany's **Riga Mainz** has added a **Liebherr MK 88 Plus** mobile self-erecting tower crane.
- Germany's **Besl** has added **Ruthmann** truck mounts including a 51m T510 HF.
- UK rental company **GT Access** has acquired **Extreme Hire**.
- **A-Plant** has appointed **Phil Leahy** as MD South.
- UK's **Abba Plant Hire** has taken a 50t **Liebherr LTC 1050-3.1 City AT**.
- Switzerland's **HMT** has moved to new facilities and taken 10 **Haulotte** platforms.
- Germany's **Henneberger Schwerlast** has taken a 250t **Liebherr LTM 1250-5.1 AT**.
- Germany's **Braun Transporte** has taken a **Genie SX-105 XC** boom lift.
- **ATLAS** has published new guidance for Working at Height in wind.
- Germany's **Dieter Vogel** has taken a 90t **Liebherr LTM 1090-4.2**.
- UK contractor **Entire Services** has taken a 13m **Imer IMR 13T** spider lift.
- **Point of Rental** has updated its **Rental Expert** and **Elite** software.
- **XCMG** has appointed **Harald Riedinger** and **Chengyu Zhang** to head its European Research and Development Centre.
- Australia's **Kenrads Hire** has opened two new branches in Victoria.
- **CMC** has appointed **Tracked Spider Sales** as dealer for UK and Ireland.
- **Craig Millis** and **Hefin Evans** have joined **Verton** in Europe.



Nick Higgins



Ben Sinclair



Markus Knuchel



Richard Carr



Phil Leahy



Craig Millis



Hefin Evans

- **A-Plant** chief executive **Richard Thomas** has left the company.
- Germany's **Spielhoff** has taken a 22m **Ruthmann TB 220**.
- **Palazzani** has appointed **Nolves** as an Italian dealer.
- UK-based **NMT** has taken a 300t **Demag AC 300-6 AT**.
- Bahraini contractor **MMETC** has taken four **Demag** cranes.
- Italy's **Faraone** has confirmed **Comet UK** as its distributor.
- Colombia's **Invertrac** has taken two **Grove ATs**.
- **Holland Lift** founder **Martin Haak** has died.
- Germany's **Helmut Kirsch** has taken a 21.5m **GSR B220PXE**.
- Indonesia's **Cikarang Dry Port** has purchased a **Kalmar Eco** reachstacker.
- Germany's **Gräser-Eschbach** has taken a **Liebherr LTM 1450-8.1**.
- **Haulotte** has appointed new dealers - **Sterling Access** in South Africa, **Promatex OI** in Réunion and **Pie Tnufa** in Israel.
- US-based **Sims Crane** has appointed **Jared Lester** as business development manager.
- Germany's **Bleser Mietservice** has taken a 12m **Hematec/Helix 1205** mast boom.
- **Ahern International** has moved to new facilities in Osaka, Japan.
- US **R&J Lifting Solutions** has taken a **Terex CBR 40H** self-erecting tower crane.
- New York crane man **James 'Jimmy' Lomma** has died - he was 73.
- **Riwal** has opened new branches in France, the Netherlands and Croatia.
- UK's **Wilson Access** has opened a depot in Birmingham.
- **Ron Eickhoff** of **Rouse Asset Services** has died - he was 61.
- **Custom Equipment** has appointed **Nik Fleischfresser** as national account manager.
- **Christophe Burel** is joining **ATN**.
- Egypt's **New El Alamein City** has taken 35 **Potain** tower cranes.
- **Trimble Lifting Solutions** has appointed **Empire Crane Company** as a distributor.
- **Paul Hunwick** of **RKP Access Platforms** has died - he was 56.
- UK-based **Lifting Gear Hire** has rebranded as **LGH**.
- France's **Adekma** has taken a 300t **Demag AC 300-6 AT**.
- UK's **Davies Crane Hire** has taken a 60t **Liebherr LTM 1060-3.1 AT**.
- **Falcon Lifts** is offering guaranteed residuals on its spider lifts.
- **Snorkel** has appointed **Konstantin Kuvaldin** as territory manager, Eastern Europe.
- Germany's **Ley-Krane** has taken a 19.9m **Oil&Steel Scorpion 2013** truck mount.
- **Mateco** has acquired Panamanian rental company **Pan Rental**.
- Germany's **Induma Rent** has appointed **Markus Altenhoevel** as international rentals manager and taken its first **Haulotte HA20 LEs**.
- **Versalift UK** is working with the **University of Northampton** on stability loadings.



Richard Thomas



Martin Haak



James Lomma



Ron Eickhoff



Konstantin Kuvaldin



Markus Altenhoevel

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Model	Max. Lifting Capacity	Boom	Boom Extension	Max. Sheave Height	Max. Radius	Engine (carrier, superstructure)	Gear
ATF-100-4.1	100 t	11.4m – 60m	3.5m – 31.7m	91.8m	68m	340 kW (462 HP), 129 kW (175 HP)	8x6x8 (optional 8x8x8)
ATF-120-5.1	120 t	11.4m – 60m	3.5m – 31.7m	91.8m	72m	390 kW (530 HP), 129 kW (175 HP)	10x6x10 (optional 10x8x10)

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UK & Ireland Top 30 rental companies

C&A

top 30

The past year has been 'unusual' for the leading crane, access and telehandler rental companies in the UK and to a lesser extent Ireland with many experiencing highs and lows from being very busy to unusually quiet. In the UK the ongoing uncertainty over Brexit which has split the country has spilt over into everyday business with the resulting lack of confidence and fears for its effects affecting investment and delaying projects.

Delays and uncertainty in starting major infrastructure projects such as the HS2 high speed railway is also having more of an effect with some crane companies hesitating to invest in new equipment - possibly exacerbated by the poor performance of Sterling affecting prices. That said at least a dozen UK crane rental companies have placed orders for Liebherr's new 650 tonner which was unveiled at Bauma. It will be interesting to see how many, if any, decide that such an investment is a crane too far when deliveries start next year. Brexit woes mean that Sterling continues to be volatile with the pound ranging from €1.06 to €1.18 during the year.

The access and telehandler rental companies have been more willing

to spend on fleet expansion, however a good many have also taken a more cautious approach and cut their fleets as they reduce underperforming products and look to lessen their debt levels in order to weather a possible recession. Others have decided that it is better to take the money and run, resulting in a fair number of acquisitions - primarily in the access market. These have included Loxam/ Nationwide Platforms completing its takeover of UK Platforms, AFI taking Facelift, Speedy taking Lifterz, GT Access acquiring Extreme Hire and in Northern Ireland Briggs Equipment taking Balloo Hire and Highway Plant. In the telehandler market Cornwall-based WH Bond has decided to call it a day because of 'market conditions and Brexit



uncertainty' and put all of 1,200 items of equipment - including 260 telehandlers - to auction. This at a time when leading telehandler rental company Ardent placed an order for a further 1,100 JCB machines over the next two years while Nixon Hire ordered 235 units, with a £10 million investment. As always risk goes hand in hand with opportunity.

Methodology

As in previous years, questionnaires were sent to each and every company that might qualify for any of the various categories or charts. The survey was also promoted online at www.vertikal.net and via social media. With the survey now in its 20th year we had a very rapid initial response, while we have had to chase others for information with reminders and follow up telephone calls and emails. As a last resort, we always have to estimate a few of the company fleets, carrying out a reality check with those who might know. As always, the aim is to keep the number of fleets we have to estimate to a minimum, mostly a

couple of companies per chart. The response by telehandler companies is improving but still has some way to go to be complete.

While most companies treat the exercise seriously, there are some that refuse to 'take part' while others cannot help but exaggerate or understate their fleets, depending on their mentality or strategy. Should we spot figures that clearly do not make sense we look to check them with third parties or challenge the company and may tweak them with our own estimates where necessary but only as a very last resort.

Of course, with the sheer volume of information involved it is almost certain that the odd error will creep in. So please inform us of any inaccuracies or discrepancies.

Finally, and most importantly, a very big thank you to all the companies that participated, especially those that supported the survey as sponsors of what we hope proves to be another very useful and insightful report.



TOP 30

Cranes

Delays and uncertainty in the start of a number of larger infrastructure and other projects such as the HS2 high speed rail link has caused a mixed year for UK crane hirers, with an almost even split between companies that have increased, remained constant or reduced the size of their fleets.

New crane purchases might well have been curbed by the weakness of Sterling, which has inflated the cost of new cranes, although the value of older cranes has also increased providing some balance. However it looks as though more cranes in the 40 to 60 tonne range have been added over the year, which suggests that rates for this sector has improved. Crane companies love big cranes and around a dozen companies have placed orders for Liebherr's new 650 tonner for delivery next year. A number of companies seem to have taken a precautionary stance reducing their fleets slightly, possibly benefiting from good prices for used cranes in other parts of Europe.



TOP 30 MOBILE CRANE HIRERS

Company	Total	ATs/RTs Trucks	Crawlers Over 12t	Crawlers Under 12t	Mobile Tower Cranes	Industrial Pick & Carry	Spider Cranes	Trailer Cranes
Ainscough	443	—	425	4	0	8	6	0
King Lifting	115	▲	103	2	2	2	4	2
Emerson Crane Hire	81	▼	68	1	8	1	0	3
Baldwins	79	▼	79	0	0	0	0	0
City Lifting	67	▼	37	1	4	20	0	5
Sarens UK	67	▼	39	26	0	2	0	0
Bryn Thomas Cranes	65	—	60	0	0	3	2	0
Emsley	65	—	64	0	0	1	0	0
Sparrow Crane	65	—	49	0	10	1	0	5
Marsh Plant	61	▼	61	0	0	0	0	0
Bronzeshield	59	—	54	0	0	3	0	2
Southern Cranes & Access	50	▲	46	0	0	3	1	0
Davies Crane Hire	48	—	45	1	0	2	0	0
Mammoet	47	▼	44	2	0	1	0	0
Kavanagh Crane Hire	45	—	44	0	0	1	0	0
Dewsbury & Proud	43	▲	39	0	1	0	2	1
ABA Cranes	40	▲	37	0	0	1	2	0
J. Hewitt Crane Hire	40	—	38	0	0	0	2	0
John Sutch Cranes	40	—	36	0	0	4	0	0
NMT Crane Hire	40	▼	36	0	0	4	0	0
Crowland Cranes	39	▲	34	0	2	0	2	1
Windhoist	39	—	34	5	0	0	0	0
Quinto Crane & Plant	37	▼	36	0	0	1	0	0
Forsyth of Denny	36	▲	34	1	0	0	0	1
Crane Hire	34	—	28	0	0	3	0	3
MacSalvors	27	—	27	0	0	0	0	0
Whyte Crane Hire	27	—	27	0	0	0	0	0
Bernard Hunter	26	▲	19	0	1	4	0	2
WM O'Brien	25	▲	23	2	0	0	0	0
PP Engineering	23	—	21	0	0	0	2	0
Cadman Cranes	22	▼	18	0	4	0	0	0
Steve Foster Cranes	21	▼	19	0	0	1	1	0
Bob Francis Crane Hire	20	—	20	0	0	0	0	0
Cork Crane Hire	20	▲	16	0	0	4	0	0
Horizon Crane Hire	18	▲	14	0	0	3	0	1
Millennium	18	—	18	0	0	0	0	0
County Lifting	16	▼	12	1	0	0	3	0
AB2000	14	—	14	0	0	0	0	0
Berry Cranes	14	—	14	0	0	0	0	0
APH Crane Hire	13	NEW ENTRY	13	0	0	0	0	0
Cranscene	12	▲	12	0	0	0	0	0
Ellis Crane Hire	12	▲	12	0	0	0	0	0
Stoddart Crane Hire	12	NEW ENTRY	9	1	2	0	0	0

LARGEST MOBILE CRANES

Company	Capacity	Make & model	Units in fleet
Sarens UK	1,200t	Gottwald AK680/3	1
WM O'Brien	1,200t	Liebherr LTM 11200-9.1	1
Baldwins	1,000t	Liebherr LTM 11000D	1
Ainscough	800t	Liebherr LTM 1800	1
Windhoist	750t	Liebherr LTM 1750-9.1	3
Crane Hire	750t	Liebherr LTM 1750-9.1	1
King Lifting	750t	Liebherr LTM 1750-9.1	1
Mammoet	750t	Liebherr LTM 1750-9.1	1
Whyte	750t	Liebherr LTM 1750-9.1	1
Osprey Heavy Lift	750t	Liebherr LG1750	1
Bernard Hunter	500t	Liebherr LTM 1500-8.1	1
Bronzeshield	500t	Liebherr LTM 1500-8.1	1
Bryn Thomas Cranes	500t	Liebherr LTM 1500-8.1	1
Kavanagh Crane Hire	500t	Liebherr LTM 1500-8.1	1
NMT Crane Hire	500t	Liebherr LTM 1500-8.1	2
PSG Marine & Logistics	500t	Demag TC3200	1
City Lifting	450t	Liebherr LTM 1450-8.1	N/D
Cork Crane Hire	450t	Liebherr LTM 1450-8.1	1
Emerson Crane Hire	450t	Liebherr LTM 1450-8.1	1
Cranscene	450t	Grove GMK7450	1
Davies Crane Hire	400t	Tadano ATF 400G-6	1
John Sutch Cranes	350t	Liebherr LTM 1350-6.1	1
Horizon Crane Hire	300t	Grove GMK6300L	1
HTC Wolffkran	300t	Grove GMK6300L	1
Quinto Crane & Plant	300t	Grove GMK6300L	2
Steve Foster Cranes	300t	Grove GMK6300L	1
Southern Cranes & Access	300t	Liebherr LTM 1300	1
Walsh Crane Hire	250t	Liebherr LTM 1250-5.1	1
Sparrow Crane	250t	Grove GMK6250L	1
J. Hewitt Crane Hire	250t	Grove GMK5250L	1
Stoddart Crane Hire	250t	Grove GMK5250L	1
Bob Francis Crane Hire	220t	Tadano ATF 220G-5	1
Crowland Cranes	220t	Tadano ATF 220G-5	2
Dewsbury & Proud	220t	Terex Explorer 5800	1
Emsley	220t	Liebherr LTM 1220	1
PP Engineering	220t	Tadano ATF 220G-5	1
AB2000	200t	Liebherr LTM 1200-5.1	1
APH Crane Hire	200t	Liebherr LTM 1200-5.1	1
Forsyth of Denny	200t	Liebherr LTM 1200-5.1	1
Cadman Cranes	180t	Liebherr LTM 1160	1
ABA Cranes	160t	Terex Explorer 5600	1
Marsh Plant	130t	Liebherr LTM 1130-5.1	1
Waterford Crane Hire	130t	Liebherr LTM 1130-5.1	1
Millennium	120t	Terex AC120-1	1
County Lifting	100t	Tadano ATF 100G	1
Dorset Crane Hire	100t	Liebherr LTM 1100-5.2	1
Hird Ltd	100t	Grove GMK4100L	1
Berry Cranes	90t	Liebherr LTM 1090-4.2	1
Ellis Crane Hire	90t	Liebherr LTM 1090-4.2	1

LARGEST TOWER CRANES

Company	Capacity	Model	Units in fleet
Select Plant Hire	66t	Terex CTL 1600-66	2
Falcon Tower Crane Services	64t	Jaso J780PA.64	1
HTC Wolffkran	50t	Wolff WK 700B	6
City Lifting	50t	Comansa 21 LC 750	1
Bennetts Cranes	32t	Comedil CTL 630	1
Radius NFT	32t	Potain MR608	2
London Tower Crane	24t	Jost JL416	10
Trident Lifting Solutions	24t	Comansa LCL500	1
Heathrow Cranes	20t	Recom RTL 315	1
Skyline Arcomet	18t	Terex CTL 260	2
Irish Crane & Lifting	16t	Terex CTT 331	4
Lewis Tower Crane Services	16t	Liebherr 280 EC-H-16	4
Mantis Cranes	6t	Saez TLS 65	2
Sparrow Crane	6t	Liebherr 81K	3
Ladybird Crane Hire	5t	Potain MCT 88	16



TOP 10 TOWER CRANE COMPANIES

Company	Total	Hammerhead/ flat tops	Luffers	Normal self erectors
Falcon Tower Crane Services	403	113	221	69
HTC Wolffkran	220	88	132	0
London Tower Crane	205	65	130	10
Select Plant Hire	213	51	162	0
City Lifting	146	56	70	20
Bennetts Cranes	109	22	87	0
Mantis Cranes	92	24	0	68
Skyline Arcomet	87	30	56	1
Ladybird Crane Hire	84	31	0	53
Lewis Tower Crane Services	61	37	14	10
Radius NFT	58	21	37	0
Heathrow Cranes	43	11	32	0
Irish Crane & Lifting	42	39	0	3
Sparrow Crane	42	0	4	38
Trident Lifting Solutions	33	8	25	0

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LARGEST CRAWLER CRANES

Company	Capacity	Make & model	Units in fleet
Weldex	1350t	Liebherr LR 11350	N/D
Sarens UK	750t	Liebherr LR 1750	1
Windhoist	750t	Liebherr LR 1750	1
Ainscough	600t	Terex CC2800	1
WM O'Brien	600t	Terex CC2800	1
Mammoet	600t	Liebherr LR 1600	1
Delden	300t	Liebherr LR 1300 SX	1
Hawks Crane Hire	300t	Liebherr LR 1300.1 SX	1
Select Plant Hire	300t	Liebherr LR 1300	4
NRC Plant	275t	HSC SCX2800A-3	1
BPH Equipment	250t	Kobelco CKE2500	1
G.H. Johnson Crane Hire	250t	Kobelco CKE2500G	2
Q Crane & Plant Hire	135t	Kobelco CKE1350G	3
AGD Equipment	100t	Sennebogen 6100HD	2
Bennetts Cranes	100t	Kobelco CKE900G	2
Emerson Crane Hire	100t	Liebherr LTR 1100	1
Jones Crawler Cranes	100t	Hitachi SCX1000	1
City Lifting	90t	Liebherr LR 853	1
Davies Crane Hire	60t	Terex TCC60	1
Stoddart Crane Hire	40t	NCK C41	1
Forsyth of Denny	30t	Favelle Favco FFC30	1



CRANE COMPANIES & INVESTMENT

Company	Investment	Depots	Employees	Units Bought	Units Sold
Select Plant Hire	£18,500,000	3	667	6	3
Weldex	£17,500,000	2	150	N/D	N/D
Falcon Tower Crane Services	£12,800,000	3	415	N/D	N/D
King Lifting	£10,500,000	8	309	N/D	N/D
HTC Wolffkran	£10,000,000	1	330	1	1
Crane Hire	£6,800,000	2	42	9	9
Bennetts Cranes	£6,550,000	1	N/D	N/D	N/D
ABA Cranes	£5,000,000	1	60	6	2
Bernard Hunter	£5,000,000	2	50	5	2
Cork Crane Hire	£5,000,000	2	32	5	0
Southern Cranes & Access	£4,950,000	4	100	8	6
Marsh Plant	£4,600,000	5	100	9	10
Radius NFT	£4,200,000	1	70	N/D	N/D
Trident Lifting Solutions	£4,200,000	2	17	N/D	N/D
Mammoet	£4,000,000	3	210	9	10
City Lifting	£3,500,000	3	170	6	10
Forsyth Of Denny	£3,300,000	2	74	6	6
AGD Equipment	£3,000,000	1	70	6	2
NMT Crane Hire	£3,000,000	4	80	2	1
Horizon Crane Hire	£2,800,000	2	24	2	1
Crowland Cranes	£2,500,000	3	65	5	2
Davies Crane Hire	£2,500,000	4	66	4	4
Lewis Tower Crane Services	£2,000,000	1	50	N/D	N/D
Skyline Arcomet	£2,000,000	3	30	N/D	N/D
Dewsbury & Proud	£1,800,000	4	70	4	2
Steve Foster Cranes	£1,800,000	1	38	3	1
Kavanagh Crane Hire	£1,780,000	4	90	4	4
Berry Cranes	£1,600,000	1	20	4	4
GGR Group	£1,500,000	3	150	N/D	N/D
G.H. Johnson Crane Hire	£1,500,000	1	22	5	3
Millennium	£1,500,000	1	N/D	3	3
Quinto Crane & Plant	£1,370,000	6	90	2	1
Bryn Thomas Cranes	£1,000,000	6	115	2	2
Cadman Cranes	£1,000,000	2	25	3	1
Ellis Crane Hire	£1,000,000	2	22	2	0
Ladybird Crane Hire	£1,000,000	1	25	N/D	N/D
County Lifting	£700,000	1	32	1	1
Lift Ltd	£700,000	1	30	4	0
Hird Ltd	£600,000	3	108	14	2
Cramscene	£500,000	2	25	1	0
APH Crane Hire	£491,000	1	19	1	1
Emerson Crane Hire	£0	3	100	0	6
Ainscough	N/D	30	950	N/D	N/D
Delden	N/D	1	N/D	8	10
Hawks Crane Hire	N/D	N/D	N/D	2	1
Heathrow Cranes	N/D	2	55	N/D	N/D
Mantis Cranes	N/D	2	19	N/D	N/D
Sarens UK	N/D	N/D	N/D	N/D	N/D
Stoddart Crane Hire	N/D	1	17	2	1
Walsh Crane Hire	N/D	3	12	N/D	N/D
Waterford Crane Hire	N/D	1	5	0	0
WM O'Brien	N/D	N/D	53	N/D	N/D



TOP CRAWLER CRANE HIRERS

Company	Total	Full Size		Under 12t
		Lattice	Tele	
Weldex	139	96	42	1
NRC Plant	70	33	15	22
Select Plant Hire	55	40	11	4
AGD Equipment	55	11	32	12
Delden	53	49	4	0
Q Crane & Plant Hire	47	41	0	6
G.H. Johnson Crane Hire	41	32	9	0
BPH Equipment	32	26	6	0
Sarens UK	26	20	6	0
GGR Group	25	0	0	25
Jones Crawler Cranes	22	10	10	2
Hawks Crane Hire	15	11	4	0
Sparrow Crane	10	0	0	10
Emerson Crane Hire	9	0	1	8
City Lifting	5	1	0	4
Windhoist	5	2	3	0
Ainscough	4	4	0	0
Cadman Cranes	4	0	0	4
King Lifting	4	0	2	2

MINI CRAWLERS / SPIDER CRANES / PICK & CARRY

Company	Total	Under 12t	Pick & Carry	Spider Crane
GGR Group	245	25	63	157
Hird Ltd	132	0	64	68
A Mini Crane Company	74	4	5	65
Coppard Plant Hire	56	1	8	47
Lift Ltd	53	0	7	46
TCA Lifting	36	3	3	30
NRC Plant	22	22	0	0
JT Cranes	19	2	0	17
Sparrow Crane	15	10	0	5
AGD Equipment	12	12	0	0
Emerson Crane Hire	11	8	0	3
City Lifting	9	4	0	5
King Lifting	8	2	4	2
Ainscough	6	0	6	0
Crowland Cranes	5	2	2	1



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TOP 30

Access

Another interesting year for the UK powered access rental industry with most of the largest companies adding to their fleets, while acquisitions resulted in the disappearance of others. HSS posted the largest change in fleet size having completed the sale of its UK Platforms division to Loxam/

Nationwide Platforms although the additional machines appear to have been sold off or spread over Loxam's global fleet, reducing the overall UK fleet. Speedy's acquisition of Lifterz has propelled it into the number two slot behind Nationwide, and ahead of AFI which has added more than 500 units to its fleet with the acquisition of Facelift. A-Plant is now fourth largest but entirely due to last year's estimate missing around 2,000 push around scissor lifts.

What is interesting is the number of new entries this year. Six new companies have been added, including Select Plant Hire and Media Access Solutions with fleets of around 400 machines. Niche sectors such as spider lifts and truck mounts remain steady.



top 30

TOP TRUCK MOUNTED FLEETS

Company	Total	Truck	Van
Nationwide Platforms	613	319	294
Access Hire Nationwide	605	42	563
Height For Hire	290	49	241
AFI-Uplift	189	117	72
Smart Platform	166	145	21
SHB Vehicle Hire & Management	126	0	126
Blade Access	51	51	0
Orion Access	48	48	0
NSS Hire	32	15	17
UK Powered Access	30	13	17
Elev8	24	20	4
PG Platforms	23	11	12
Maps Platforms	22	2	20
GT Access	12	12	0
RKP	12	10	2
KDM Hire	11	4	7
Manlift	11	10	1

TOP 30 POWERED ACCESS COMPANIES

Company	Total	Booms articulated	Booms straight telescopic	Scissors	Spider lifts	Push arrounds	Truck mounts	Van mounts	Trailer lifts	Mast booms
Nationwide Platforms	12,456 ▼	3,707	599	6255	131	1,051	319	294	0	100
Speedy	8,249 ▲	670	36	4,468	24	2,879	10	0	9	153
AFI-Uplift	6,822 ▲	1,660	113	4,475	69	222	117	72	9	85
A-Plant	6,516 ▲	1,350	500	2,450	0	2,216	0	0	0	0
MEP Hire	4,450 ▼	0	0	0	150	4,300	0	0	0	0
Height For Hire	2,839 ▲	1,390 booms in total		968	108	83	49	241	0	0
UK Platforms	2,788 ▲	1,264	46	1,478	0	0	0	0	0	0
JMS Powered Access	2,758 ▲	328	35	1,215	32	1,096	2	0	1	49
GT Access AA	2,006 ▲	502	42	1,270	35	25	12	0	17	103
CW Access Rental	1,808 ▲	520	100	780	4	400	0	0	4	20
Star Platforms AA	1,766 ▲	175	8	1,260	0	293	0	0	0	30
Riwal UK	1,079 ▲	238	60	684	0	90	0	0	0	7
Horizon Platforms AA	1,021 ▲	93	0	717	0	160	0	0	3	48
Advanced Access Platforms AL	996 ▲	189	41	482	19	102	0	0	11	152
Elevation	822 ▼	328	0	388	10	82	0	0	2	12
HSS Hire Group	750 ▼	0	0	0	0	750	0	0	0	0
Mr Plant Hire AA	729 ▲	62	2	187	3	435	0	0	0	40
Neon Hire Services AL	661 ▲	75	0	458	0	104	0	0	0	24
Mainline AL	608 ▲	178	34	254	8	94	0	0	16	24
Access Hire Nationwide	605 ▲	0	0	0	0	0	42	563	0	0
KDM Hire AA	541 ▲	125	47	280	9	62	4	7	7	0
JPS Platforms AL	528 ▲	69	3	299	0	149	0	0	0	8
1 Up Access AA	519 ▲	190	16	280	0	20	0	0	2	11
Smiths Hire	516 ▲	110	2	280	2	106	0	0	3	13
Hird Ltd AL	468 ▲	150	9	276	5	20	0	0	0	8
Premier Platforms AA	463 ▲	136	10	287	0	14	1	0	1	14
Access Plus AA	450 ▲	95	5	350	0	0	0	0	0	N/D
Baloo Hire	450 NEW ENTRY	100	25	280	0	0	0	0	40	5
Powered Access Services	446 ▲	176	26	241	0	0	0	0	0	3
Select Plant Hire	400 NEW ENTRY	37	0	363	0	0	0	0	0	0
Hire Safe Solutions	394 ▲	195	25	156	4	4	0	0	0	10
2 Cousins AL	392 —	110	11	223	8	26	1	0	1	12
Media Access Solutions	382 NEW ENTRY	168	45	167	0	0	0	0	0	2
UK Powered Access AA	379 ▲	78	5	190	58	13	17	3	15	15
One Stop Hire	373 ▲	0	0	52	1	320	0	0	0	0
Manlift	334 ▼	128	6	170	2	1	10	1	1	15
OK Tool Hire AL	332 ▲	59	23	215	4	14	3	0	4	10
Bella Access	310 ▲	56	10	205	1	26	1	1	0	10
LTC Powered Access AL	305 NEW ENTRY	89	35	149	5	12	0	8	2	5
LTS Powered Access AA	305 ▼	80	0	150	1	70	0	0	4	N/D
Aerial Platform Hire	292 —	49	33	198	1	11	0	0	0	0
Ashbrook Plant AL	256 —	109	0	113	0	0	0	0	0	34
GFL Access AA	248 NEW ENTRY	77	6	126	0	9	2	0	0	28
VP Higher Access	194 —	0	0	0	194	0	0	0	0	0
Aspire Platforms	191 NEW ENTRY	8	0	163	0	0	0	0	0	20
United Powered Access	183 —	38	0	140	0	5	0	0	0	N/D
Smart Platform	166 ▲	0	0	0	0	0	145	21	0	0
Orion Access	148 ▼	40	15	30	15	0	48	0	0	2
Sky High	141 —	57	0	81	2	0	0	0	1	N/D
PG Platforms AA	138 ▲	20	0	86	4	0	11	12	0	5
SHB Vehicle Hire & Management	126 ▼	0	0	0	0	0	0	126	0	0
ABBA Plant Hire	101 NEW ENTRY	45	2	54	0	0	0	0	0	0
Cannon Access AL	100 ▲	38	2	41	5	3	1	0	0	10

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same
AL - Access Link AA - Access Alliance

LARGEST SCISSOR LIFTS

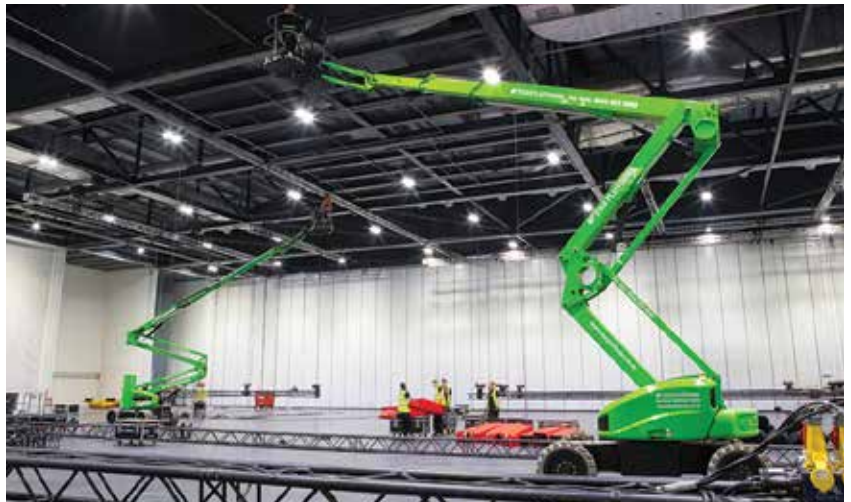
Company	Platform height & Model	Units in fleet
AFI-Uplift	32m Holland Lift G320	5
Mainline	32m Holland Lift 320	2
Riwal UK	32m Holland Lift HOL-HL-340D30	3
Hire Safe Solutions	31.5m Holland Lift HL340	8
JMS Powered Access	31.5m Holland Lift G-300	1
Nationwide Platforms	31.5m Holland Lift HL340	1
Advanced Access Platforms	26m Liftlux LL26X	1
UK Platforms	25m Holland Lift M250	2
Height For Hire	24.5m Liftlux 245-25	11
1 Up Access	20.5m HAB 225-12	3
Speedy	20.5m PB 225-12E	3
KDM Hire	20.5m PB S225-24DS	N/D
Star Platforms	20.5m AB Lift S225-12	2
Elavation	20m Dingli JCPT2223RT	6
Cannon Access	19.5m Holland Lift B195	1
OK Tool Hire	19.5m Holland Lift B195	2
Premier Platforms	19.5m Holland Lift 195/25	1
Aerial Platform Hire	19m JLG SL210-25	2
CW Access Rental	17m Airo X19LE	2
Media Access Solutions	17m Airo XL19	1
Horizon Platforms	16.5m Holland Lift 165-12	3
ABBA Plant Hire	16m Genie GS-5390	2
GFL Access	16m Genie GS-5390	6
Hird Ltd	16m Genie GS-5390	6
Manlift	16m Haulotte H18SDX	1
Mr Plant Hire	16m Genie GS-5390	3
PG Platforms	16m Genie GS-5390	2

LARGEST SPIDER LIFTS

Company	Height & Model	Units in fleet
TCA Lifting	50m Palazzani XTJ52	1
VP Higher Access	41m Teupen Puma 42GTX	2
Clerkin Elevation	40m Ommelift 4200 RBDJ	1
Fletcher Access	40m Ommelift 4200 RBDJ	1
Height For Hire	40m Falcon FS420C	3
Advanced Access Platforms	37.5 Teupen Leo40GTX	1
Blade Access	37.5 Teupen Leo40GTX	N/D
JMS Powered Access	35m Ommelift 3700 RBDJ	1
Lawsons	35m Ommelift 3700 RBDJ	1
MBS Access	34m Teupen Leo36T	1
Speedy	34m Teupen Leo36T	1
Elev8	34m Teupen Leo36GT	1
Hire Safe Solutions	33m Teupen Leo35GT Plus	2
Manlift	32m Palazzani TSJ34	1
Orion Access	32m Palazzani TSJ34	1
AFI-Uplift	29m Teupen Leo31T	1
Nationwide Platforms	29m Teupen Leo31T	8
Acrolift	28m Teupen Leo30T	1
Rapid Platforms	28m Teupen Leo30T	1
Highway Plant	28m Ommelift 3000	1
Cannon Access	24m Hinowa 26.14	1
Elavation	24m Hinowa 26.14	4
GT Access	24m Hinowa 26.14	4
Hird Ltd	24m Hinowa 26.14	1
PG Platforms	24m JLG X26J	1

LARGEST TRUCK MOUNTED LIFTS

Company	Height & Model	Units in fleet
BMS Lifting	100.5m Wumag WT1000	1
Blade Access	100.5m Palfinger P1000	4
Elev8	88m Palfinger P900	1
Clerkin Elevation	88m Bronto S90HLA	2
Height For Hire	88m Bronto S90HLA	11
Nationwide Platforms	88m Bronto S90HLA	1
NSS Hire	68m Bronto S70XDT	3
Orion Access	59m Wumag WT610	1
AFI-Uplift	55m Palfinger P570	2
Berry Cranes	50m Böcker AK 52	2
Smart Platform	49m Ruthmann T510 HF	1
GT Access	46m Ruthmann T480	1
Manlift	43m Wumag WT450	1
PG Platforms	43m Wumag WT450	1
RKP	36m Bronto S38XDT	1
Acrolift	31m Ruthmann T330	1
Speedy	31m Ruthmann T330	1
Warren Access	31m Ruthmann T330	1



TOP SPIDER LIFT FLEETS

Company	Units in fleet
VP Higher Access	194
Nationwide Platforms	131
Height For Hire	108
AFI-Uplift	69
GT Access	35
JMS Powered Access	32
MBS Access	32
TCA Lifting	27
Speedy	24
Advanced Access Platforms	19
Orion Access	15





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LARGEST BOOM LIFTS

Company	Height & Model	Units in fleet	Boom type
AFI-Uplift	56m JLG 1850SJ	2	S
Hire Safe Solutions	56m JLG 1850SJ	4	S
JMS Powered Access	56m JLG 1850SJ	2	S
Riwal UK	56m JLG 1850SJ	5	S
Nationwide Platforms	55m Genie SX180	4	S
Advanced Access Platforms	46m Genie SX150	1	S
Height For Hire	46m JLG 1500SJ	6	S
Aerial Platform Hire	41m JLG 1350SJP	4	S
CW Access Rental	41m JLG 1350SJP	3	S
HSS Hire Group	41m JLG 1350SJP	2	S
UK Platforms	41m JLG 1350SJP	2	S
Manlift	41m JLG 1350AJP	2	A
Speedy	41m JLG 1350AJP	1	A
1 Up Access	41m Genie ZX135/70	8	A
ABBA Plant Hire	41m Genie ZX135/70	2	A
KDM Hire	41m Genie Z135	N/D	A
Mainline	41m Genie Z135	9	A
LTC Powered Access	38m JLG 1250AJP	2	A
Media Access Solutions	38m JLG 1250AJP	1	A
GT Access	38m Genie S125	2	S
Bella Access	28m Genie S85	3	S
Clerkin Elevation	28m Genie S85	1	S
OK Tool Hire	26m Manitou T280	3	S
UK Powered Access	26m Manitou T280	1	S
Elavation	26m Nifty HR28	14	A
Premier Platforms	26m Nifty HR28	1	A
Star Platforms	26m Nifty HR28	7	A
Mr Plant Hire	26m Manitou 280TJ	3	A
United Powered Access	26m Manitou 280TJ	3	A

S - straight A - articulated

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TOP MAST BOOM FLEETS

Company	Units in fleet
Speedy	153
Advanced Access Platforms	152
GT Access	103
Nationwide Platforms	100
AFI-Uplift	85
JMS Powered Access	49
Horizon Platforms	48
Ashbrook Plant	34
Star Platforms	30
GFL Access	28
Mr Plant Hire	26
Mainline	24
Aspire Platforms	20
Manlift	15
UK Powered Access	15
Premier Platforms	14
Smiths Hire	13
2 Cousins	12
Elavation	12
1 Up Access	11
Cannon Access	10
Hire Safe Solutions	10
OK Tool Hire	10

COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Employees	Units bought	Units sold
Nationwide Platforms	£19,620,275	30	935	655	796
CW Access Rental	£9,000,000	18	350	400	200
Access Hire Nationwide	£6,462,606	3	43	118	88
Hire Safe Solutions	£5,240,000	2	20	130	2
GT Access	£5,000,000	8	120	200	100
Star Platforms	£3,760,000	5	80	329	0
Hird Ltd	£3,650,000	3	108	15	8
Advanced Access Platforms	£3,539,000	3	43	172	0
Elev8	£3,500,000	2	35	7	4
Media Access Solutions	£3,100,000	2	13	103	0
Clerkin Elevation	£2,300,000	1	4	3	2
Elavation	£1,760,000	2	36	N/D	N/D
Smart Platform	£1,643,000	6	49	N/D	N/D
Mr Plant Hire	£1,375,752	N/D	N/D	N/D	N/D
Neon Hire Services	£1,235,000	4	38	97	146
Premier Platforms	£1,095,000	2	20	34	28
UK Powered Access	£1,010,000	3	55	44	27
1 Up Access	£1,000,000	2	38	20	0
Berry Cranes	£1,000,000	1	20	2	0
JPS Platforms	£895,000	1	14	N/D	N/D
A-Plant	£885,000	N/D	N/D	N/D	N/D
Horizon Platforms	£881,000	2	85	112	60
OK Tool Hire	£800,000	2	20	N/D	N/D
Select Plant Hire	£750,000	3	667	109	47
Manlift	£672,000	2	10	39	40
GFL Access	£670,000	2	35	29	2
NSS Hire	£500,000	5	30	2	1
LTC Powered Access	£487,000	2	24	19	0
Orion Access	£485,000	2	40	9	3
Maps Platforms	£190,000	N/D	N/D	4	N/D
One Stop Hire	£125,000	14	150	N/D	N/D
ABBA Plant Hire	£29,070	1	19	1	0
Newmarket Plant Hire	£15,500	6	60	1	11
Acrolift	£0	1	2	0	0
Fletcher Access	£0	1	5	0	0
Lawsons	£0	1	4	N/D	N/D
A-Plant	N/D	190	3,571	N/D	N/D
Aerial Platform Hire	N/D	N/D	N/D	N/D	N/D
AFI-Uplift	N/D	30	650	N/D	N/D
Bella Access	N/D	1	20	N/D	N/D
Blade Access	N/D	N/D	N/D	N/D	N/D
BMS Lifting	N/D	1	7	N/D	N/D
Cannon Access	N/D	1	8	N/D	N/D
Height For Hire	N/D	34	198	N/D	N/D
HSS Hire Group	N/D	290	N/D	0	0
JMS Powered Access	N/D	N/D	N/D	N/D	N/D
KDM Hire	N/D	3	145	N/D	N/D
Mainline	N/D	1	38	N/D	N/D
PG Platforms	N/D	1	15	N/D	N/D
Riwal UK	N/D	N/D	N/D	N/D	N/D
Smiths Hire	N/D	12	40	85	64
Speedy	N/D	N/D	N/D	N/D	N/D
United Powered Access	N/D	1	8	N/D	N/D
UK Platforms	N/D	13	97	N/D	N/D
VP Higher Access	N/D	9	39	N/D	N/D





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Telehandlers

There has been reasonable growth in the telehandler market with all the major players - apart from A-Plant - increasing the size of their fleets. The gains are quite small - around 10 percent - and A-Plant's reduction is just five percent, but it allows Morris Leslie to move into second place with 2,151 units in its fleet.

Confidence that the market looks set to continue, thanks to increasing demand for new housing, which has a significant impact on telehandler usage. The failure of Hawk which ran more than 385 telehandlers also opened up room for others to expand. Plantforce acquired Hawks business at Hinkley Point but did

not take any of the telehandlers. Market leader Ardent placed an order for a further 1,100 JCB telehandlers over the next two years, while Nixon placed a £10 million order with the manufacturer for 235 new machines. HE Services has also moved up from 13th position last year to seventh up by more than 580 machines, half due to last year's numbers being estimated on the low side, and half due to its substantial investment in new machines this year.

There are small gains in the number of 360 degree and heavy duty machines within company fleets but not in any significant numbers.



TOP 30 TELESCOPIC HANDLER COMPANIES

Company	Total	Fixed	Largest fixed	360°	Largest 360°	Compact	Heavy duty	Main brand	Depots	Employees	Investment	Units bought	Units sold
Ardent Hire Solutions	3,661 ▲	2,918	20m	40	32m	693	10	JCB/Manitou	11	275	N/D	N/D	N/D
Morris Leslie	2,151 ▲	1,907	20m	0	N/A	244	0	JCB/Manitou	13	214	£34,000,000	750	N/D
A-Plant	1,895 ▼	1,614	17	0	N/A	281	0	JCB	N/D	N/D	£1,050,000	25	113
UK Forks	1,836 ▲	1,564	20m	74	35m	191	7	N/D	9	169	N/D	N/D	N/D
CW Plant Hire	1,130 ▲	850	20m	0	N/A	280	0	JCB	18	350	£13,000,000	300	140
Plant Hire UK	925 —	900	20m	0	N/A	25	0	JCB	1	N/D	N/D	350	N/D
HE Services	900 ▲	800	20m	0	N/A	100	0	JCB/Manitou	11	250	£6,500,000	N/D	N/D
Hessle	665 ▲	518	18m	51	32m	61	35	Manitou	4	60	£8,500,000	N/D	N/D
GAP Group	450 —	380	18m	0	N/A	70	0	JCB/Manitou	160	1,800	N/D	N/D	N/D
Nixon Hire	450 ▲	373	17m	0	N/A	77	0	JCB	13	475	£10,000,000	163	N/D
B&T Plant Hire	390 —	338	20m	0	N/A	52	0	JCB/Manitou	2	32	N/D	48	18
Jarvie Plant	377 ▲	270	20m	27	30m	80	0	JCB/Manitou	7	145	N/D	N/D	N/D
Boles Hire	366 ▲	258	20m	42	25m	65	1	JCB/Manitou	1	12	N/D	N/D	N/D
Ashbrook Plant	307 —	265	17.5m	0	N/A	42	0	JCB	4	135	N/D	N/D	N/D
Chippindale Plant	269 —	269	18m	0	N/A	0	0	JCB	9	115	£0	0	0
Selwood	235 —	185	17m	0	N/A	50	0	Merlo	29	420	N/D	N/D	N/D
M & J Engineers	232 ▲	190	18m	0	N/A	42	0	JCB/Manitou	12	151	£4,350,000	89	33
Greenwood	210 —	125	17m	75	30m	10	0	Merlo	4	N/D	N/D	N/D	N/D
GPT	195 —	170	17m	25	21m	0	0	Manitou	10	100	N/D	N/D	N/D
Huntley Plant	176 —	142	18m	15	35m	8	11	Manitou	2	22	£523,000	5	0
GT Lifting	140 ▲	10	N/A	100	46m	0	30	Merlo/Magni	2	N/D	N/D	N/D	N/D
Lynch Plant	135 —	85	20m	1	26m	49	0	JCB	5	500	N/D	N/D	N/D
Mervyn Lambert Plant Hire	100 —	80	17m	0	N/A	20	0	JCB	4	250	N/D	N/D	N/D
Emmitt Plant	99 —	80	17m	9	16m	10	0	JCB	9	25	N/D	N/D	N/D
Fairfax Plant Hire	92 NEW ENTRY	70	20m	0	N/A	22	0	JCB	4	79	£1,281,225	28	1
Hampshire Plant and Access	87 —	2	N/D	0	N/A	85	0	JCB/Manitou	3	39	N/D	N/D	N/D
AFI-Uplift	80 —		N/D		N/D			N/D	N/D	N/D	N/D	N/D	N/D
Mainline	76 ▲	76	18m	0	N/A	0	0	Bobcat	1	37	N/D	N/D	N/D
Plantforce	75 ▲	75	17m	0	N/A	0	0	JCB	4	260	N/D	N/D	N/D
Newmarket Plant Hire	73 ▲	45	17m	0	N/A	28	0	Manitou	6	60	£398,464	10	0
ABBA Plant Hire	64 NEW ENTRY	51	20m	1	21.8m	12	0	JCB	1	27	£152,246	3	0
Rocket Rentals	63 ▲	50	17m	0	N/A	13	0	JCB	1	24	£1,044,500	15	0
Gwynedd Forklifts	61 NEW ENTRY	40	20m	0	N/A	21	0	JCB	2	35	£400,000	12	8
Aerial Platform Hire	26 —	13	17m	0	N/A	2	11	JLG	2	25	N/D	N/D	N/D
Bella Access	15 NEW ENTRY	15	17m	0	N/A	0	0	JCB	1	20	N/D	N/D	N/D

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same N/A Non applicable N/D Not disclosed



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European ascent

Last year the main talking point in the spider and mini crawler crane market was the emergence of the articulated crawler crane - essentially a mid-range loader crane mounted on a tracked chassis with outriggers. This year is more about 'traditional' spider and mini crawler cranes as manufacturers improve and evolve their products. We take a look at the latest developments and new product releases.

Over the past 20 years or so, two Japanese companies - Maeda and Unic - have dominated the global market for spider cranes as the number of such cranes sold outside of their home market has skyrocketed.

So far most of this increase has taken place in Europe but North America, the Middle East and Australasia have also been discovering the many benefits of this handy lifting tool, as users realise that these seemingly toy like cranes can often do the work previously done by a much larger mobile crane set up some considerable distance away. And despite the rental growth level, the market expansion looks set to continue for some time.

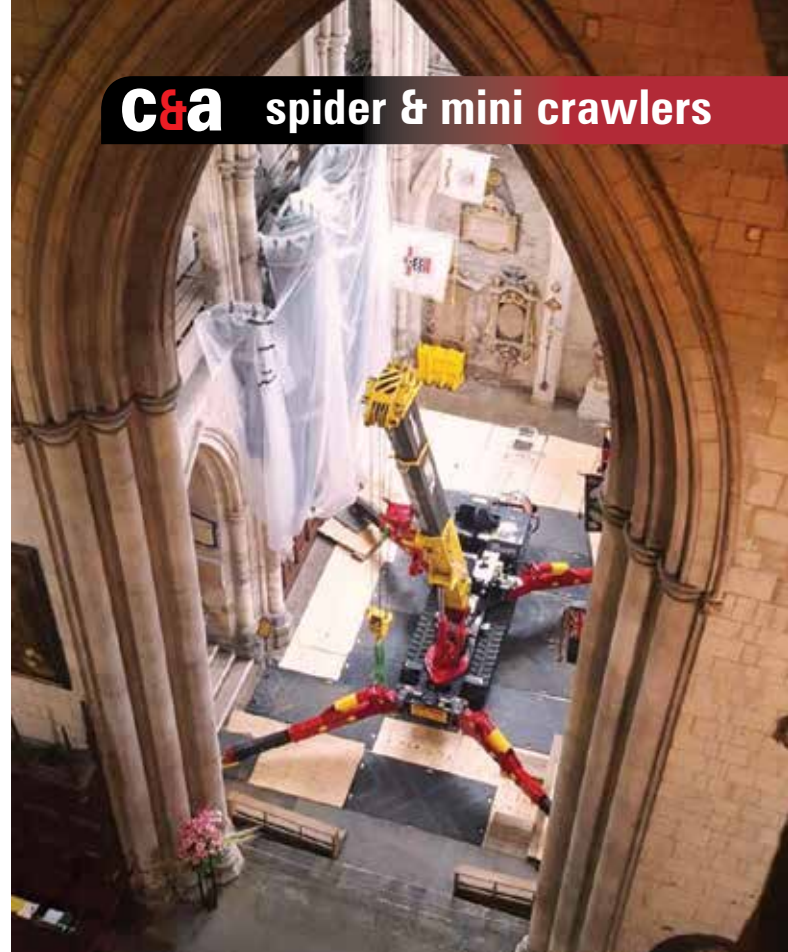
Jekko on the up

After the two major Japanese companies comes Italian manufacturer Jekko based in Treviso to the north of Venice. The company has been progressing well in recent years as new models come online and it continues to burnish its relatively new-found reputation for reliability. The financial performance

of the company was already on the upward path when Fassi purchased a third of the business three years ago from owner Ormet. Up to this point Jekko was little more than a brand of Ormet - a loader crane sales and installation company which was established in 1972. It was another 27 years before it manufactured its first spider type crane - a 'one off' unit for a glass installation company. The first mini crawler crane was produced for the same company in 2001 and as the concept and interest grew it started serial production of the SLM650 mini crawler in 2003.

The Jekko name was adopted in 2006 in order to differentiate from the hideously unreliable Imai products, which were largely made up of customised spider lifts most often used as roof cranes. That same year - 2006 - it launched the SPD500.

However, while the company produced competent machines it failed to make any significant impact on the market for a while, with the two big Japanese producers hardly noticing them and possibly



The battery powered Eco Unic on low marking tyres



not taking them seriously. Since 2013 however Jekko has been growing in leaps and bounds as it invested heavily in the development of new products, which have been increasingly sophisticated and much improved quality. At the same time it has conducted a highly effective marketing and promotional campaign to generate awareness and build brand recognition, resulting in growth of more than 30 percent year on year. To cope with the increased demand the company expanded production at the end of 2016, when it opened a new 4,000 square metre dedicated assembly building.

In January of that year Ormet incorporated its spider and mini

crawler crane operations into a new company - Jekko Srl - and it is this company that Giovanni Fassi bought into along with Pierluigi Tonon and chief executive Diego Tomasella - each owning a one third share.

The Fassi connection - with its extensive range of loader cranes - was a major factor in the introduction of the first Jekko articulated spider crane - the 15.5 tonne JF545 - in mid 2017. Since then it has added to its articulated crane range with several new models, including the 995kg capacity/eight metre lift height JF30, the 2,500kg/eight metre JF40, the 11.5 tonne/30 metre JF365, and most recently the JF990 - the largest Jekko to date - offering a



Palfinger PCC 115.002 has a 30t maximum capacity

spider & mini crawlers **C&a**

21.5 tonne capacity and a maximum lift height of 41 metres. The unit was unveiled at Bauma six months ago and will shortly be ready for market.

Giovanni Fassi, perhaps understandably believes that the articulated crawler crane will take over from the traditional telescopic spider cranes. Only time will tell of course, but in the meantime the table below provides an indication of how the Jekko JF40 stacks up in comparison to traditional telescopic spider cranes.

The recently introduced Maeda MC285CWM-3 as well as the two Unic models have been chosen as the closest competitors to the 2,500kg capacity JF40. Maeda's latest version of the MC285 is very similar in size to the previous model but boasts several new features, however it still appears to be outperformed - at least on paper - by the Unic 295.

Latest Maedas

The latest MC285 obviously includes many features that customers like and wanted as Maeda says that 47 were sold in the first 10 days after its launch.

The 8.1 tonne Maeda MC815C now has a lot more competition



How the Jekko stacks up against traditional telescopic spider cranes

Make Model	Jekko JF40	Maeda MC285CWM-3*	Unic URW-245	Unic URW-295
Capacity	2,500kg	2,820kg	2,400kg	2,900kg
Lift height	8.0m	8.7m	6.3m	8.8m
Max radius	6.8m	8.2m	5.85m	8.41m
O/A Length	2,380mm	2,800mm	2,150mm	2,690mm
O/A Width	780mm	750mm	600mm	600mm
O/A Height	1,820mm	1,470mm	1,320mm	1,375mm
Weight min	1,500kg	1,990kg	1,500kg	1,850kg
Outrigger spread	4.56x4.56m	4.78x4.71m	3.66x3.97m	3.88x3.91m

*New model

The crane features a five section 8.6 metre boom with a maximum tip height of 9.7 metres and there is the option of a high capacity winch allowing the crane to lower loads of up to 900kg on a single line to 100 metres below ground level. It is powered by a Yanmar diesel with the option to add a removable self-contained AC electric power pack - similar to the Maeda MK1033 - allowing it to work indoors or in areas where noise or emissions are restricted. It has a slew limit setting, a seven inch full colour display and HBC radio remote controls. However the most appreciated feature might well be the multi position outriggers that are monitored by the load moment limiter, with capacities automatically calculated to match the actual configuration.

Maeda's new 3.83 tonne MC405CRM-E-3 spider crane is also proving popular, it can lift its maximum capacity at a radius of 2.7 metres, while its maximum radius is 16 metres. The updated model features an EU Stage V compliant diesel to comply with the latest emission standards.

Higher capacity spider cranes

The world's largest telescopic spider crane - the Unic URW-1006 - has a capacity of 10 tonnes and until recently this appeared to be more than high enough to satisfy general demand in the spider crane market. The big Unic was launched in 2012, and has yet to be topped. Maeda's largest spider crane is the eight tonne MC815C, while Jekko has the eight tonne SPX1280 - its largest telescopic. Hoeflon has also entered this sector with its lithium powered eight tonne C30e.

The problem has always been that demand for larger spider cranes is limited as it crosses firmly into the mini crawler crane market,



The new 2.82 tonne MC285 has load monitored multi-position outriggers



which offer a proper slewing cab, a more compact working footprint and decent pick & carry capacities. That said there is clearly some demand for a lighter weight, tracked crane for a range of applications, particularly indoors, on delicate surfaces or on sloping ground etc. In order to satisfy this niche demand a number of companies began teaming up with loader crane manufacturers to mount medium to large articulated/knuckle boom cranes onto tracked chassis. Palfinger was one of the pioneers having provided the support for companies building specials, but it also teamed up with Wemotec in 2010 to create the SMK320.67. While this model offered the reach capacities of larger cranes its nominal capacity was just 6.7 tonnes and was designed more for industrial machinery moving having an AC power pack as well as the regular diesel.

As already mentioned other companies have mounted larger

The PCC 115.002 is Palfingers largest articulated crawler crane



versions on tracked carriers, but they were very much one off specials. However it seems that demand has been on the rise for this type of crane, possibly spurred on in the past year or two by the Fassi involvement with Jekko, which has encouraged the development of production machines, creating a new heavy articulated crawler crane



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The move towards the larger articulated crawler cranes is likely to kill off any prospect of telescopic spiders larger than this 10 tonne Unic URW 1006

sector. Given the relatively low volumes, using an existing knuckle boom loader crane superstructure makes eminent sense.

This development is likely to kill off any prospect of any new telescopic spider cranes above 10 tonnes although there does seem to be demand for the eight tonne capacity crane. Maeda however says that there has been increased interest and sales of its MC815. One of the major benefits of the smaller spider cranes - up to around three tonnes - is that with an overall weight of less than 2,000kg, they can be transported easily on a two axle trailer behind a 4x4. Once you go beyond that other factors come into play, although ease of transport remains an important factor as does the low ground bearing pressures.

As can be seen in the opposite comparison table the big articulated spider cranes have substantially higher maximum capacities.

There are eight models currently available - the BG Lift CWE525 and CWE525RT, the Jekko JF365, JF545 and JF990 and Palfinger's PCC 57, 71 and 115.002.

The largest Palfinger PPC 115 has a 30 tonne maximum capacity but weighs in at a hefty 33 tonnes.

The new Jekko 990 is the closest with a maximum capacity of 21.5



The Jekko JF990 can lift 21.5 tonnes and has a 38 metre maximum radius

tonnes, but offers 5.5 metres more lift height, is 700mm shorter and probably more importantly weighs 13 tonnes less.

Jekko SPX532 in detail

Jekko says that its new 3.2 tonne SPX532, which has just started to ship is a total design departure from its previous models, and includes a new outrigger system, more sophisticated electronics and hydraulics with new remote controls which it says make it easier to use. Jekko claims that the SPX532 is the largest spider crane that can pass through a standard single door, with

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The 14.5 tonne capacity BG Lift CWE525

How the larger spider cranes stack up

Make Model	BG Lift CWE525	Jekko JF545	Palfinger PCC 57.002	Unic URW1006	Jekko JF990	Palfinger PCC 115.002
Capacity	14,515kg	15,500kg	18,200kg	10,000kg	21,500kg	30,000kg
Lift height with jib	32.5m	30m	32m	30.7m	41m	35.5m
Max Radius	29.5m	28m	29.5m	24.3m	38m	23.1m
Radius with jib	29.4m	28m		30.7m	38m	33.3m
Length	5.07m	5.4m	5.9m	606m	6.75m	7.45m
Width	1.85m	1.84m	1.9m	2.0m	2.14m	2.1m
Height	2.77m	2.83m	2.8m	1.45m	3.11m	3.24m
Weight min	15,200kg	13,700kg	20,000kg	14,000kg	20,000kg	33,000kg
Outrigger spread		6.7 x 6.7m	6.9 x 7.3m	6.7 x 7.2m	8.5 x 8.5m	7.6 x 9.0m



Jekko SPX532's new remote control.

It is the best performing crane with an overall width of less than 800mm on the market and is particularly well suited to working in the glass handling, industrial maintenance and building sectors. The SPX532 signals an important change in direction in the design and creation of new products. The new machines are not only innovative and

its overall stowed width of 770mm, and total weight for the standard crane of 2,350kg. Overall length is 3.25 metres and overall height just under two metres.

New features include twin lift cylinders for the main boom and a one tonne capacity hydraulic luffing jib providing a maximum lift height of 17.3 metres and a maximum radius of 14.8 metres - unlike previous units it stows on the machine. The spider type outriggers can now move through 90 degrees - previously 45 degrees - and are adjustable to allow the machine to be set up in more confined areas.

Jekko has introduced a new lithium

battery pack, which it claims is the best in terms of lifespan and charging speed. Alternatively, a diesel engine can be specified with a single (220 volt, 2.2kW) or three phase (400 volt 5.5kW) electric motor. Depending on the workplace and requirements, the operator can switch from one to the other. Finally



The SPX532 remote control showing the outrigger positions.

Jekko's new J-Connect telematics software is said to improve remote service assistance and self diagnostics with the information available to customer, dealer and Jekko's technical department.

Export manager Alberto Franceschini said: "Thanks to its numerous innovations, the SPX532 has already received significant interest. It is a simple and intuitive machine which makes it ideal for both end users and rental fleets."



The new 3.2 tonne Jekko SPX532

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sophisticated but are also easy to use and available to an increasingly wide customer base."

Chief executive Diego Tomasella added: "The SPX532 is the first crane to be updated with the use of sophisticated materials and easily controlled electronics. Our reference markets are primarily Germany, Holland and Belgium, followed by France, Spain, UK, Italy, Asia, the Middle East and America. Expectations are high and the orders already received at Bauma confirm that we are moving in the right direction."

Hoeflon C30e

Dutch manufacturer Hoeflon has launched the all-new, all electric, eight tonne lithium battery powered spider crane, the C30e, its largest and most highly engineered crane to date. It offers a five section main - or lower - boom, topped by a five section telescopic luffing jib.



The Hoeflon C30e has a five section main boom topped by an optional five section telescopic luffing jib.

The new crane offers a maximum lift height on main boom of around 15 metres and up to 22.9 metres with the five section telescopic jib installed. Maximum capacity on the jib - which can be stowed on board - is three tonnes, while capacity when fully extended to its 21.7 metre maximum tip height is 1,480kg. The main boom can be

luffed over the vertical to 95 degrees or so, at which point the jib can be lowered to horizontal, where it offers capacities ranging from 2,140kg at a radius of around three metres to 900kg at full extension and a radius of around 7.5 metres, both at a lift height of 15.4 metres. Maximum radius with the main boom lowered to the horizontal is 12.2 metres or 20 metres with jib installed. The crane also offers below ground level capacity of about five metres and 830kg.

In addition to its highly interesting load chart, the new crane can pick & carry up to two tonnes, while 360 degree continuous slew is standard, as is its stepless or totally variable outrigger set up system which automatically calculates the load chart based on the actual crane set up configuration selected. It is also a compact machine with an overall stowed width of 1.17 metres, although the non marking rubber tracks extend out and down individually to a maximum overall width of 1.87 metres. The crane can also level up on side slopes and travel on slopes of up to 20 degrees. Overall length is 4.12 metres, with



The eight tonne, lithium powered Hoeflon C30e has a maximum lift height of 22.9 metres with the jib installed

an overall height of two metres. The lithium batteries power the 12kW motor which can be charged via 230 or 400 volt systems, and it is compatible with electric car charging stations. Charge time from empty to full is six hours. The overall weight is around 9,000kg and it has 2,350kg of extendable and removable counterweight.

Jekko SPX1280

Jekko has also introduced a new eight tonne capacity crane - the SPX1280 - which is an improved version of the SPX1275. The first units were delivered last month. Maximum capacity has increased by 500kg to eight tonnes, it has a lift height of 27.5 metres, two tonnes pick & carry capacity and reduced footprint of 4.6 metres by 4.6 metres.

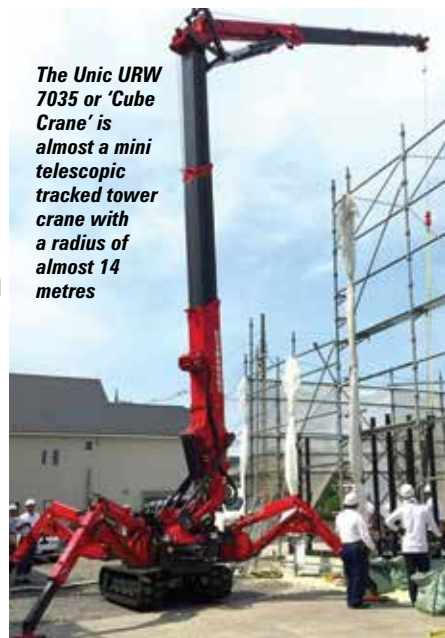
The crane can be used on boom and jib with variable outrigger positions. A new hydraulic system is said to provide more precise function movement and better feel to the operator helped by new radio remote controls and new operating software. Overall width is 1.45 metres, overall length 5.73 metres, and overall height of just over two metres.

The new Maeda CC1908S-1 mini crawler crane has also been included in the above comparison given that it has a similar performance apart from three major areas - it weighs almost twice as much as the others at almost 20 tonnes but has the best pick & carry capacity of 3,500kg and its working footprint is easily the smallest as it does not have outriggers.

Unic Cube Crane

Unic unveiled its new the URW 7035 spider crane at Bauma, which Unic Cranes Europe has dubbed the

The Unic URW 7035 or 'Cube Crane' is almost a mini telescopic tracked tower crane with a radius of almost 14 metres



'Cube Crane'. The crane features a tracked chassis with spider type multiple position outriggers, but has an 8.5 metre, three section telescopic mast or lower boom, which raises to the vertical and telescopes to a height of around 10 metres. It is topped by a five section telescopic top jib/upper boom, which extends to provide a radius of almost 14 metres with the lower boom at 95 degrees.

With the lower boom vertical - 90 degrees - and the jib, or top boom lowered to horizontal the crane offers a radius of almost 13.3 metres with a capacity of up to 320kg, depending on outrigger position. Maximum tip height is 22.6 metres at which it can handle 960kg at a 2.5 metre radius. Maximum radius as already mentioned is 13.9 metres at which the crane can handle 260kg.

The new crane has 360 degree continuous slew, radio remote controls with dual axis joysticks and full overload system and fully flexible outrigger set up. Overall

How the new Jekko and Hoeflon cranes stack up

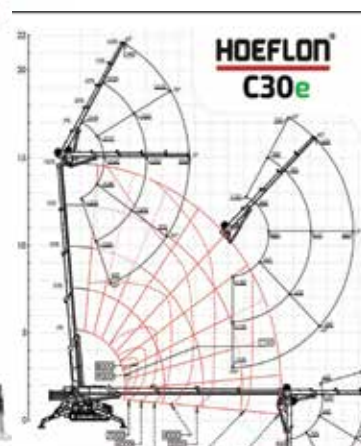
Make Model	Jekko SPX1280	Maeda MC815C	Unic URW-706	Hoeflon* C30e	Maeda** CC1908S-1
Capacity	8 tonnes	8.1 tonnes	6 tonnes	8 tonnes	8.1 tonnes
Main boom lift ht.	19.5m	19.6m	19.5m	15.5m	20.1m
Lift ht - jib	26.6m	25.5m	22.7m	22.9m	26.0m
Max radius	20.2m	18.8m	18.6m	20.0m	19.2m
O/A Length	5.73m	5.9m	5.61m	4.12m	7.37m
Stowed Width	1.45m	1.67m	1.67m	1.17m	2.49m
Extended width	1.45m	1.67m	1.67m	1.87m	2.49m
O/A Height	2.04m	2.49m	2.18m	2.0m	3.02m
Weight min	7,000kg	9,460kg	7,920kg	9,000kg	19,400kg
Outrigger spread	4.60 x 4.60m	6.77 x 6.3m	6.48 x 6.07m	5.08 x 5.08m	3.74 x 2.49m
Pick & carry	2,000kg	1,000kg	N/A	2,000kg	3,500kg

*Lithium powered ** Mini crawler crane



The eight tonne SPX1280 is an improved version of the SPX1275.

The Hoeflon C30e has many similarities to the Unic Cube Crane.



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stowed width is 1.5 metres, overall length when stowed of 3.89 metres and an overall height of 2.39 metres. Overall weight is 8,650kg. Power comes from a Kubota diesel, with a three phase AC electric motor available for indoor applications.

The new crane has many similarities in its range diagram to the new Hoeflon - almost creating a mini telescopic tracked tower crane - but is more specifically tailored to working in tower crane configuration and therefore possibly less versatile. It will be interesting to see the take up of both cranes and how quickly they are adopted.

Two more Gruniverpals

Those that attended Bauma may have spotted a more unusual range of pick & carry cranes from Italian company Gruiverpal Tranchero. It launched two new cranes which may be of interest for those looking for something a bit different.



The GB 300 is a compact crane for picking & carrying loads up to 300kg

The GB 300 is a compact crane for picking & carrying loads up to 300kg. Weighing just 950kg it uses a small electric motor driving a single rear wheel. Measuring just 1.4 metres long by 820mm wide and 1.6 metres high it has a maximum speed of 40 metres per minute and can travel up a three percent slope with its 300kg maximum load. Hook heights range from just 200mm to 3.2 metres with 180kg at full extension. 150 degree boom slew is optional.

Its second new crane is the electric, four wheel drive 12.5 tonne Minidrel 125B 4x4 TR with a newly designed boom, the company claims that it offers 40 percent more capacity than cranes of a similar size. Weighing 12.6 tonnes it has a footprint of 3.61 by 1.85 metres. Maximum lift height is 7.2 metres and maximum working radius is six metres.

Mini crawler cranes

Over recent years the mini crawler crane has taken a lower profile to the more popular spider crane. However for Maeda it has been an area



Maeda's most popular mini crawler crane is the 4.9 tonne CC985



Launched at Bauma the Maeda CC1908S-1 can lift 8.1 tonnes a maximum lift height of 20.1 metres or 26 metres with jib

of growth, it says that users are starting to appreciate its smaller working footprint, a good pick & carry capacity and a comfortable operator's cab.

Maeda's most popular model is the 4.9 tonne CC985, which has a lift height of 16.5 metres, while an extension takes that to 20.2 metres. Pick & carry capacity is two tonnes, while the rest of the chart is in static mode with 360 degrees continuous slew.

Maeda showed its new CC1908S-1 at Bauma and says that shipments should begin in April 2020. The CC1908S-1 uses the same boom as the MC815 spider crane and can lift 8.1 tonnes at a radius of 2.7 metres. It has a maximum lift height of 20.1 metres or 26 metres with the jib installed, a 19.2 metre work radius and 3.5 tonne pick & carry capacity. Options include a blade, 1.5 tonne hydraulic luffing jib and a two tonne capacity searcher hook.

Although not quite zero tailswing the crane features a fully enclosed air conditioned cab with link type sliding door, a 10 inch touchscreen monitor display, boom slew limit setting, a 360 degree view camera system and monitor, extra wide roof window with standard sun shade and visor. Power comes from a Yanmar EU Stage V and EPA Final Tier 4 compliant fuel efficient Diesel driving a hydrostatic transmission. Other details include a two speed winch, 6/4/2 fall hook block, tilt sensor/alarm and anti-slack device. Overall width is 2.49 metres and the crane has an overall weight of 19.9 tonnes.



Another alternative is the Böcker RK36/2400 with a 36 metre lift height and 2,400kg maximum capacity

How the Unic 'Cube' crane and Hoeflon C30e compare

Make Model	Unic URW-7035	Hoeflon C30e
Capacity - max	960kg @ 6.44m	8,000kg @ 3.5m
Capacity @ max lift ht.	960kg @ 21.17m	1,480kg @ 21.3m
Kg @ max radius	260kg @ 13.99m	460kg @ 15.7m
Main boom	3 section 8.43m	5 section 12.8m
Max main boom angle	95 degrees	95 degrees
Hydraulic jib	5 section 12.42m	5 section 7.8m
Up and over height	10m	15m
Length	3.89m	4.12m
Width	1.5m	1.17m
Height	2.39m	2.0m
Weight	8,650kg	9,000kg
Outrigger spread	4.11 x 4.10m	5.8 x 5.8m
Power	Diesel - Kubota 400V AC Electric	Lithium battery power
Extra Counterweight	N/A	2,350kg
Slew	360 degrees continuous	360 degrees continuous
Pick & Carry	No	2,000kg



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Subversive Performance(Compared with the same model in the industry)

The maximum working height heights have been increased by more than 2m to 30m on the telescopic Boom Lifts is 30m and 28m the Articulating Boom Lifts. Both models can be loaded into a standard container.

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Subversive Maintenance(Low maintenance costs)

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With dedicated axles, the failure rate is lower.

Telescopic Boom Lifts

BT24RT(24m) **BT26RT**(26m)

BT28RT(28m) **BT30RT**(30m)

Articulating Boom Lifts

BA24RT(24m) **BA28RT**(28m)



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Time to change?

The realisation that the world has to deal quickly with the causes of climate change has taken a while to sink in but has now become the global 'hot' topic which concerns us all. While many disagree as to the degree that various activities effect the warming of the planet, everyone can plainly see the increase in extreme weather conditions over the past few years. This global problem requires a global solution and whilst some countries are doing more than others there is a growing consensus that we all have to do something to tackle and combat climate change.

We have already seen many changes as a result of tighter engine emissions regulations across most of the developed world, in regard to trucks, buses and cars - with even tighter rules in some major cities - and this increasingly applies to construction equipment.

This change has resulted in the massive interest and growth in cleaner, quieter equipment. Some aerial lift manufacturers, rental companies and end users are far more advanced in their strategies than others, but with governments and major clients demanding further reductions in emissions companies increasingly have little option but to join in.

The current preferred solution is to move towards electric or hybrid power packs. While some companies, such as Niftylift, have satisfied this need for many years, the adoption by the global market leaders - due principally to growing customer demand - is accelerating this trend. While electric power has been the standard on small

platforms, manufacturers are now finding ways to install the technology into the larger models in their range, particularly in hybrid form. Leading the way in this area is Niftylift which launched its first hybrid lift in 2011. Last year it launched its third generation hybrid booms with two and four wheel drive models up to 86ft. It has also produced its first pure battery electric version of its 62ft HR21.

Haulotte surprised many with its new Blue Orientation strategy at unveiled at Intermat last year (see page 45), which includes the aim to eliminate diesel engines from its product range by 2028, kicking off the programme with the HA20 LE, the first machine in its new electric/hybrid Pulseo range. Next year it will convert its big RT scissor range, including a new 62ft model.

Rental companies are also starting to move towards zero emission equipment as demand customer pressure increases. Early last year Netherlands based start-up company Hoogwerkt launched a totally different rental model offering

Niftylift leads the hybrid boom market launching its first platform in 2011



C&A hybrid/electric lifts



Hiab's new e-PTO loader crane

high specification lithium battery powered platforms, light enough for customers to collect on standard two axle trailers, with full telematics systems and on-line booking. The initial €20 million investment enabled it to purchase 420 JCB scissors, 150 Hinowa spider lifts and 230 Nifty HR12s along with a number of trailer mounted lifts. A further investment round has resulted in the purchase of Socage Hybrid truck mounted platforms and Hoefflon all electric mini cranes. Developing all electric truck and van mounted lifts has been made easier by the massive investment from the truck and van manufacturers which have been battling with engine emission legislation for many years.

French van mounted platform manufacturer Klubb claims to offer the widest range of electric lifts mounted on electric vehicles on the market. And has become an official bodybuilder partner for the major vehicle manufacturers including Renault, Mercedes and PSA (Peugeot, Citroën) co-ordinating the design of electric platforms with their upcoming electric vehicles. The range of Klubb electric platforms currently includes the 10 metre K20 on the Nissan eNV200, the 10.1 metre K20 on the compact Goupil G4 and the K26 on Renault Master ZE. Klubb also says that all

One of Hoogwerkt's Socage Hybrid truck mounted platforms.



hybrid/electric lifts C&a

its platforms are now available with a 'green' pack option for installing in diesel chassis allowing the platform to operate on battery power so that the chassis engine can be turned off. Even in the USA - not always noted for its enthusiasm for such 'green' solutions - some market sectors are finding hybrid truck mounts offer a wide range of benefits, and Terex Utilities is benefiting from this growing demand with its Evo range. It makes good sense in that a fairly decent sized battery pack can be installed on a truck, while the batteries can be topped up by the engine as the vehicle travels to the next job. Whilst zero emissions are a principal advantage of such

klubb claims to offer the widest range of electric lifts mounted on electric vehicles on the market



platforms, owners are finding that the silent operation enables better communication between ground crews and those in the platform, while allowing the equipment to be used in urban areas during unsociable hours, or in areas that are particularly noise sensitive, such as hospitals or schools.

Is diesel dead?

Converting aerial work platforms, which are not constantly moving, to hybrid or electric power is relatively easy compared to larger machines, such as cranes, or even telehandlers that are both heavy, travel greater distances and are often used for cycle work. That said manufacturers, such as Spierings with its City Boy, and Manitou or Faresin with their hybrid or all electric telehandlers are working on this matter.

You might easily be forgiven for thinking that the diesel engine has no future at all. However several companies such as JCB do not take that view. It openly admits that larger equipment can only sensibly be powered by diesel engines. A lithium battery pack alone for say a 14 tonne excavator costs upwards



Even the crane manufacturers - such as this Spierings City Boy - are looking at electric power

of £130,000 and then there is the environmental cost in producing it and recycling. It points out that engines complying with the latest standards produce a tiny proportion of the emissions of engines built just 20 years ago. It is firmly of the opinion that there is a place for both electric and cleaner diesel power in the future and claims that its next generation of diesels will be close to zero emissions.

Batteries and drive trains the key

For manufacturers to totally stop using diesel engines battery and drive train development is key. The battery requirement is to

produce more power for longer periods with shorter charging times in a package that is smaller, lighter, safer, less expensive and that can be fully recycled. Currently lithium ion is the buzz word however it has several problems including being expensive, unstable and challenging to recycle. However battery technology is progressing in a similar way to computers 20 years ago with new products such as Lead Crystal



As well as zero emissions owners are finding that the silent operation enables better communication between ground crews and those in the platform



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JLG's electric axle Spicer Electrified e-Axle

batteries beginning to appear. Bauma also showed the increasing investment going into electric and hybrid drive trains for boom lifts and telehandlers. JLG for example is working with Dana to develop the Spicer Electrified e-Axle, which combines a single electric motor drive with a conventional looking off road axle. It also incorporates an Intelligent Load Monitoring System (ILMS) and the intelligent steer system to alert the operator of potential tipping situations and analyse steering angles to improve manoeuvrability, safety and productivity. Italian manufacturer Comer is also looking at this market working with a "major access manufacturer" to develop an axle-based electric and hybrid drive train.

New access developments

We have also seen more new electric and hybrid lifts from Genie, JLG, Airo and Manitou all of which unveiled new electric powered booms at Bauma. Manitou introduced its Oxygen branding on a range of machines, including the all new 60ft 200 ATJ E electric articulated boom. The Oxygen label signifies 'alternative energies and sustainable solutions' as well

as being cost effective. Manitou has taken a different approach to others in that it retains its traditional telehandler type off road axles with drive shafts to a transfer box with one large inboard mounted - and therefore protected - AC electric drive motor rather than four smaller wheel motors. A second electric motor is located in the superstructure driving the hydraulic pump that powers the platform movements.

Genie extended its hybrid range with the 45ft articulated Z-45 electric or FE hybrid drive both with AC direct wheel motor drive, using the same technology as its 60ft Z-60FE. A 51ft Z-51 version should follow shortly.

Chinese manufacturers such as LGMG and Sinoboom and Italian manufacturer Airo are also launching new electric powered articulated booms. LGMG has two articulated booms the 14ft A14J - which feature direct electric drive and traditional eight battery power pack - and the 53ft AR16J. Sinoboom's 52ft GTZZ 16EJ also has direct electric drive and an outreach of 9.37 metres. The new 50ft Airo features direct AC drive, zero tailswing and a new pothole protection system.



Part of the 420 lithium scissor order placed with JCB destined for the Netherlands



The all new 60ft 200 ATJ E electric articulated boom - part of the Oxygen range

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A high risk strategy?

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Haulotte



Last year at Intermat Haulotte announced its 'Blue Orientation' strategy and unveiled its first electric/hybrid Pulseo generation boom lift. A key part of the strategy is that from 2020 all new products introductions will be powered by alternatives to pure diesel, while it will stop producing any diesel powered models by 2028. At the same time it will eliminate paper from its operations and switch from an engineering driven company to a service related business. Does this mean the company is ahead of the 'emissions' game or following a very risky strategy?

Based in France Haulotte is the leading European manufacturer of aerial work platforms with a product range extending from trailer and self-drive lifts to six metre mast type lifts, Rough Terrain scissors up to 18 metres, articulated and straight booms up to 43 metres as well as telehandlers.

The company has a long history dating back to 1881 when Alexandre Pinguely set up a business to work with steel products, moving into locomotive production 16 years later. Separately Arthur Haulotte set up a construction equipment business in 1924 under his own name, launching his first crane - the truck mounted GR20 - in 1930. In the 1930s Pinguely developed a line of steam shovels and excavators and by the 1960s had entered the crane

market, becoming market leader in France. The two companies began cooperating in the 1970s, introducing the jointly developed TTR220 All Terrain crane in 1979, by then part of the steel conglomerate Creusot-Loire, which merged the two companies into Pinguely-Haulotte

The big change came in 1985 when Pierre Saubot - a crane sales manager and importer - took over the ailing Pinguely-Haulotte business and was instrumental in transforming it from a minor crane and aerial lift manufacturer into a focused aerial lift company. His son Alexandre took over in 2004 and still leads the company today. From its latest results Haulotte has revenues of €556 million, operating from 21 international subsidiaries with 2,000 employees.



An artists impression of the new global headquarters in Lorette which includes a new research and development centre.

In recent years the group has been exiting the rental business by selling the rental companies it owns, although the process dates back to 2008 when Loxam purchased Haulotte's French rental operations, Lev and Royan Levage. In mid 2013 it sold UK Platforms - incorporating Access Rentals - to HSS and Italy's No.Ve to Loxam last June, avoiding any claims that it was competing with its major customers.

At the same time it began investing heavily in new facilities, both for manufacturing and more significantly at its distribution subsidiaries. In 2013 it established Haulotte India in Mumbai India, in 2105 it opened a brand new facility in Eschbach, south west Germany and moved its North American

distribution business into a new 7,700 square metre facility in Virginia Beach.

In 2016 its Russian subsidiary Haulotte Vostok moved to new headquarters on the western edge of Moscow and in 2018 acquired Acarlair Makine's sales, service and parts business in Turkey, having taken a 50 percent share in 2014. Already this year it has established Haulotte Japan in March, a wholly owned sales and service subsidiary, laid the foundations for a large new global headquarters in Lorette which will also include a new research and development centre in April, moved Haulotte UK into new purpose built premises in Cannock and in June 'broke ground' on a new headquarters building for Haulotte Australia.



A Pinguely lattice crane



The HA20 LE is the first boom in the new Pulseo range



The Haulotte UK sales team (L-R) Ged Kelly, Richard Wakeley, Keith Davies and Natalie Reynolds at the opening of the new facility.

Haulotte points out that while some in the UK still associate the company with its old rental company UK Platforms, it has not been a part of the group for almost seven years. It adds that the Haulotte brand and Haulotte UK have come a long way since then, culminating with the official opening of its new premises near Cannock in the West Midlands in June. The events began with a worldwide Haulotte management team visit and the official ribbon cutting ceremony by chief executive Alexandre Saubot, followed on the next day with a dedicated Loxam/Nationwide Platforms and a general open day for other UK and Irish customers.

Located less than 45 minutes from Birmingham Airport and just off the M6 motorway, the 3,500 square metre site will hold a larger inventory of new platforms and parts for the UK and Ireland markets, while providing a base for the company's service and training operations. For customers it was also an opportunity to check out the company's latest new products with a full line up of booms, scissors, mast booms and push around lifts on display. Haulotte UK currently employs 20, but says this figure is expected to grow as it expands its sales and service teams.

At the launch Haulotte UK general manager Natalie Reynolds said: "This move will benefit Haulotte UK customers by offering much larger inventory for quick deliveries along with a dedicated training area to enable our customers to

be fully skilled and confident in the technology and innovations of our machines."

"Today we successfully welcomed many of our customers to celebrate with us the grand opening of our brand new facility. This marks a new chapter for Haulotte in the UK and highlights the commitment and confidence that we have in the UK powered access market. The new facility will allow us to better serve our customers with an increased stock holding and a larger capacity workshop for all our customers servicing needs. The day has been very successful, and feedback has been very positive with the new facility very well received."

Diesel-less platforms?

Haulotte says that its customer feedback in the UK generally acknowledges that non diesel aerial work platforms are the future. Since the bold statement of 'no more diesels' made at the launch of the Blue Orientation strategy and the all electric HA20 LE 'many end users and rental companies have assumed that all Haulotte machines will be



Haulotte recently supplied national training company Aftral with 42 units of its 33ft HA12 IP all electric articulated boom lifts

electric from 2020 but this is not the case'. It would appear that current ranges will continue to be produced with diesel engines and only when a new range is launched will pure diesel engine power no longer be available.

All manufacturers are experiencing the customer trend of moving away from diesel powered machines towards alternatives such as full electric or hybrid power. Certain markets have bought into these alternatives more than others. In Europe, Germany, France, the Netherlands, Belgium and the Nordic countries are all quite advanced when it comes to adopting environmentally friendly products. While in the UK some rental companies are fully on board and have been moving towards all hybrid or electric fleets - where possible - for some time, but many are wary because of the higher capital investment and in some cases lack of infrastructure. Many construction sites appear to be happy to use the latest technology and pontificate on the subject in public, but then shy away from paying the high rental rates, or even

investing in the infrastructure to recharge them.

In its home market Haulotte recently supplied national training company Aftral with 42 units of its 33ft HA12 IP all electric articulated boom lifts. The battery electric HA12 IP provides an outreach of 6.5 metres at an up and over height of 5.3 metres, while platform capacity is 230kg. The new lifts will be used for the hands-on practical training element of the company's CACES courses for the safe operation of aerial work platforms.

First Pulseo model

The first model in Haulotte's new electric Pulseo range is the 61ft HA20 LE and LE Pro articulated booms. Two of the first LE Pro units were ordered by Indian rental company Shakti Equipments at the end of 2018. However Germany appears to be one of the best markets for the new boom, as might be expected. It is also Niftylift's largest hybrid market. German rental company Udert Mietgeräte is one of several companies to have already ordered the HA20 LE Pro and the latest to have taken delivery.



Haulotte's new electric HA20 LE

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The HA20 LE has a small Stage V 'range extender' diesel engine that simply tops up the batteries

Udert Mietgeräte managing director Tobias Etscheid said: "The potential of the HA20 LE Pro was immediately clear to us. Fully electric and yet fully suitable for practical outdoor use, that is the future. And of course, we want to have a share of that market, and above all, let our customers benefit from the technology."

Haulotte Germany's Sven Willmann adds: "The development of Pulseo was focused on the elimination of pollution and noise emissions. It is most suitable for use in cities, for example in the vicinity of hospitals and schools, but also in hotels and parks as well as nature conservation and recreational areas."

Another German rental company Induma-Rent has also taken delivery of the HA20 LE. Managing director Dominik Dejon says: "This machine has a characteristic that does not appear in any technical data sheet. It triggers enthusiasm and not only with technology savvy people. The Pulseo is much more than just a workhorse or articulated platform with its skills and ratios - it is an innovation that embodies a vision at the same time. It really impresses, it stays in your memory. This makes it an ideal machine with which a premium supplier like Induma-Rent can differ."

The HA20 LE/LE Pro has a working

height of 20.6 metres, an outreach of 11.9 metres with an unrestricted platform capacity of 250kg while the maximum capacity is 350kg at just over 10 metres - both with an up and over height of 8.52 metres, four wheel drive with a choice of two or four wheel steer. The LE Pro has an upgraded specification with 360 degree continuous slew - compared to 355 degrees on the LE - oscillating axles and secondary guarding all standard equipment.

Electric/hybrid?

Open the covers of the HA20 LE Pro and you find a small Stage V 'range extender' diesel engine. However the diesel simply tops up the batteries, the machine is powered 100 percent of the time by the electric motors. When the charge in the batteries drops below a pre-set level the diesel automatically kicks in to restore the battery charge to a sufficient level. When fully charged the HA20 is said to be able to work continuously for around three hours, which translates roughly to a full nine hour shift under normal working conditions.

Haulotte's policy of phasing out diesel models after 2020 is a bold and brave move and from an environmental point of view certainly puts it ahead of most competitors. It will be interesting to view how well each new 'electric'



Part of the HA20 LE's control panel showing fuel and battery charge remaining.

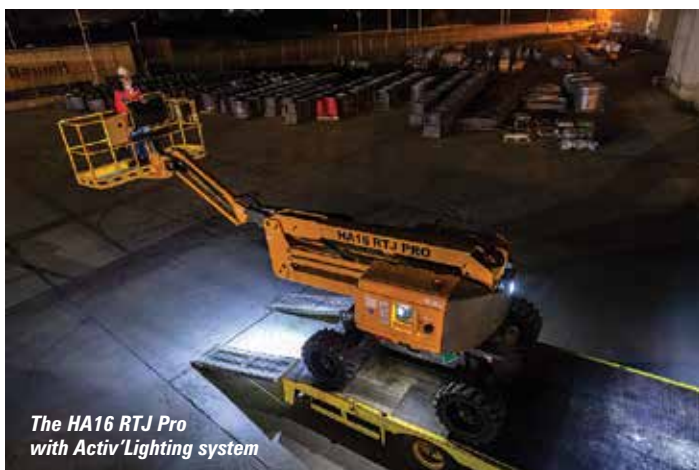
product redesign is adopted and how the sales compare with the diesel versions they replace. However given that most major countries around the world - except America and China - will follow through with their commitment to reduce emissions over the coming years demand for such products can only increase.

In the UK, London is the main focus with regard to emissions, but other large cities such as Birmingham and Manchester are also looking to adopt similar policies. Unless something changes though, the UK contractor's focus on price above all else may well slow the uptake,

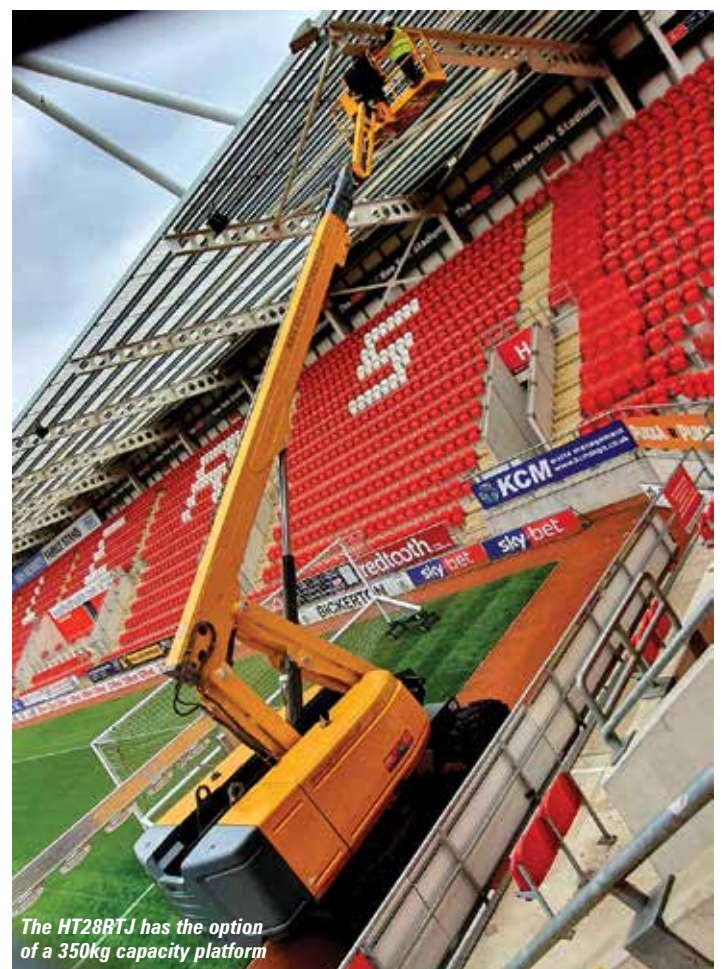
this will change however with the introduction of tighter legislation. Until then many 'hi-spec' electric or hybrid machines are tending to go out at the same rate as lower cost diesel machines. More contractor's and other end users need to 'walk the talk' if the uptake is to gain momentum.

Possibly the biggest adoption hurdle is whether rental companies will buy into the new technology and the totally different way of managing electric/hybrid machines, particularly over the longer term. Many electric machines - including the new Haulotte - require extended charging cycles (about 20 hours solid) every three to four weeks. However, one aspect that will appeal is the savings in the whole life costs (TCO) that could be as much as 20 percent.

When the HA20 LE Pro was launched at InterMat both the machine and the batteries were offered with a five year warranty and all machines are fitted with telematics, allowing the battery charge cycles and daily maintenance to be monitored. Haulotte's Activ'Screen system also has the capability to self-diagnose



The HA16 RTJ Pro with Activ'Lighting system



The HT28RTJ has the option of a 350kg capacity platform

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faults and provide the operator with a visual image of the problem and its location, via the screen on the machine. Remote diagnostics although not currently available will be introduced in shortly given the telematics progress currently available on competitors' machines.

Machine trends

Another area of customer demand is higher platform capacities in boom lifts, as reflected in Genie's Xtra capacity range. Since 2014 a number Haulotte booms have also offered this feature, the HT23 RTJ has a 230kg capacity with a 450kg option, the HT26 RTJ articulated and HT28 RTJ telescopic both have the option of up to 350kg, the new LE and LE Pro have 250kg as standard but an option of 350kg and the 43 metre HT43m telescopic now has 450kg capacity as standard.

Compared to other manufacturers Haulotte has relatively few attachments including a pipe cradle and one for glazing, something that it does not wholly approve of. And as to the next Pulseo model or range? Will it be new 46ft/51ft articulated models to run alongside its popular HA16 models, a new range of big RT scissor lifts to

replace its SX line which are now looking a tad dated? Or perhaps an 86ft telescopic as an alternative to Niftylift's highly popular HR28 4X4 Hybrid articulated boom lift? Haulotte prefers not to be drawn on the subject, so we will have to wait until next year's round of exhibitions.

New low level platforms

At Intermat Haulotte also showed two prototype low level lifts - one push around and one self-propelled - although details were limited. However we understand that both models are scheduled to be available from next year, in order to benefit from the expected uptake in the growing market for smaller, simpler models.

Haulotte telehandlers

Haulotte entered the telehandler market in 2007 and earlier this year introduced its smallest model to date - the 'compact' 3.2 tonne/seven metre HTL3207 - however it has never troubled the market leaders.

With JCB, Manitou and Merlo being so dominant Haulotte - like many other telehandler manufacturers that entered the market late - has



Earlier this year Haulotte introduced its smallest model to date - the 'compact' 3.2 tonne/seven metre HTL3207



had to make do with a very small market share. However even one percent of the estimated 65,000 to 70,000 units sold annually would mean sales in the region of 600 to 700 units a year. Although Haulotte describe the new HTL3207 as its most 'compact' its width and height put it into the next size category up. Shipments of the new machine began at the end of April, after its unveiling as a prototype at Intermat last year. It can take 2.5 tonnes to its maximum lift height of 6.85 metres or handle 1.3 tonnes at its maximum forward reach of 3.8 metres. Power comes from a Kohler Tier IV Final, Stage 3B diesel, driving through a full hydrostatic transmission, offering a maximum road speed of 25kph.

Overall width is 2.26 metres, overall height 2.33 metres, so while not fitting into the less than two metre by two metre 'compact' classification, does still allow it to squeeze into - or load and unload - a standard sea container. Overall length is 4.67 metres. The stabilisers fall within the machine's overall width when fully set, while its overall weight with forks is just over seven tonnes.

The cab is just under a metre wide, with a large glazed area for maximum visibility, a fully adjustable seat with shock absorbers and a 4 in 1 joystick for single handed operation. The load moment indicator includes an automatic cut off when operating in a danger zone with automatic reset in case of a malfunction.

Most popular model

The 10 metre Star 10 mast boom is Haulotte's most popular model and with increased competition a good number of changes have been made to improve manoeuvrability and ease of use, including AC direct drive wheel motors, centralised battery top up and longer service and major overhaul periods. Other

features include the Activ'Screen diagnostics and unrestricted drive at full height.

Got it right?

It does appear that Haulotte's image and reputation has improved significantly in recent years - the result of a concerted effort to improve the machine quality and reliability with features that customers want.

It will be interesting to follow sales figures and take up of its electric work platforms. If slower than anticipated would this mean that older existing models will have their lifespan extended, rather than being replaced with potentially a less popular electric/hybrid versions? The company prefers not to comment. The market however is changing rapidly, so perhaps Haulotte has timed its new strategy perfectly?



The 10 metre Star 10 mast boom is Haulotte's most popular model

Low level pioneer

In July we covered low level access equipment, focusing on the latest new products with a little bit of history of how the market developed thrown in. However sadly we did not have room to mention one of the very earliest pioneers in the sector Pierino Bravi - Mr. Bravi to many of his customers.

Pierino Bravi's story is not an unfamiliar one in the access industry, in that he started out in 1978 at the age of 22, in what seems like an entirely different field. His original business involved the installation of thermal and acoustic panels in commercial buildings such as offices, warehouses and shops. One of the most challenging aspects involved working at height, including the installation of false ceilings and panelling. Finding that there was strong demand he formed a company - Braviisol in 1980 which celebrates its 40th anniversary next year.

As he required more staff, he realised how carrying equipment and materials to the work area - particularly scaffolding or ladders - and setting it up, wasted a great deal of time and effort, often representing half of the allocated time for the job. Concerned with the rate of productivity - especially with Italy's high employment costs - along with the safety of his employees when working at height, he began to design and develop safer more efficient solutions for working at height.

Pierino Bravi with a picture of his first platform the B.P.3 modular tower



When asked why he said: "If the market did not offer suitable equipment, the solution was simple. We needed to invent new ones!". His first platform in 1986 was the B.P.3, a push around modular tower arrangement with a maximum working height of thirteen metres and a small powered end deck. This was followed by a nine metre model the Lui A in 1989. However these early machines were not really commercially attractive, he is quoted as saying "To be honest the Americans made much better lifts than my early models". However he learnt how to build better machines and in 1995 he introduced the Lui Mini - the predecessor to the Leonardo HD - with a five metre working height. This changed everything and sales took off. Since then the basic principals of that idea have not changed.

Bravi Platforms has both its manufacturing plant and offices in Castelfidardo, in the Marche region Italy's east coast. It has a covered space of 7,000 square metres, with a further 2,000 square metres due to be completed by the end of this year. The plant houses an advanced automatic assembly line



Bravi Leonardo HD with plasterboard handling attachment

and workshop, as well as a safety and reliability testing area. All steel components are fabricated and welded inhouse.

Over the past three years Bravi has invested more than €3 million on the development of new products and improving the efficiency of the manufacturing process, with a view to increase production capabilities, while maintaining flexibility. This has also allowed prices of finished products to remain competitive without sacrificing quality or specifications. Bravi is set to invest a further €5 million in expanding production capacity over the next five years.

"The time we have spent on constantly researching and developing our products, selecting high quality components and talking to customers to understand their needs has brought us where we are today," says Bravi. "Our products are designed first and foremost with the end user in mind and hence developed to satisfy the rental market. Rental companies also tell us that they average a 47 percent return on their investment in Bravi platforms, and they have an excellent residual value."

"We have seen a very positive market over the last few years. We feel that the market has peaked and are aware that the next few years will probably see a slowdown, but we are sure that the trend towards increased safety standards will keep our numbers well within our objectives."



Lui 460

Bravi notable dates

- 1978** Bravi Pierino begins his career in the construction sector with a focus on fit outs, renovations and installations.
- 1980** Bravi registers his business as Bravisol.
- 1986** The first self-propelled platform - the Model B.P.3
- 1989** The Lui is unveiled
- 1995** The first hydraulic lift models, the Lui S.I. with a working height of nine metres and the five metre Lui Mini are launched.
- 1998** Lui 400 with six metre working height
- 2009** The Caddy- the first product in the stock picking line
- 2010** Bravi Lite - a 398kg version of the Lui Mini. The Lui 400 becomes the Lui 460
- The 4.9 metre Leonardo HD is launched with an upgraded all-steel chassis and canopy
- 2011** A new version of the Lui Mini - Leonardo is designed which is simpler and less expensive
- The Sol Gyps accessory for the Leonardo for the installation of plasterboard/drywall panels
- The Spin-Go - a push-around stock picker
- 2014** The Sprint order picker is restyled with sleeker design and improved features.
- 2015** The Leonardo HD is upgraded with a new ultra-compact joystick
- 2019** The Sprint TL made to measure tyre picker is unveiled



Leonardo



Lui 900



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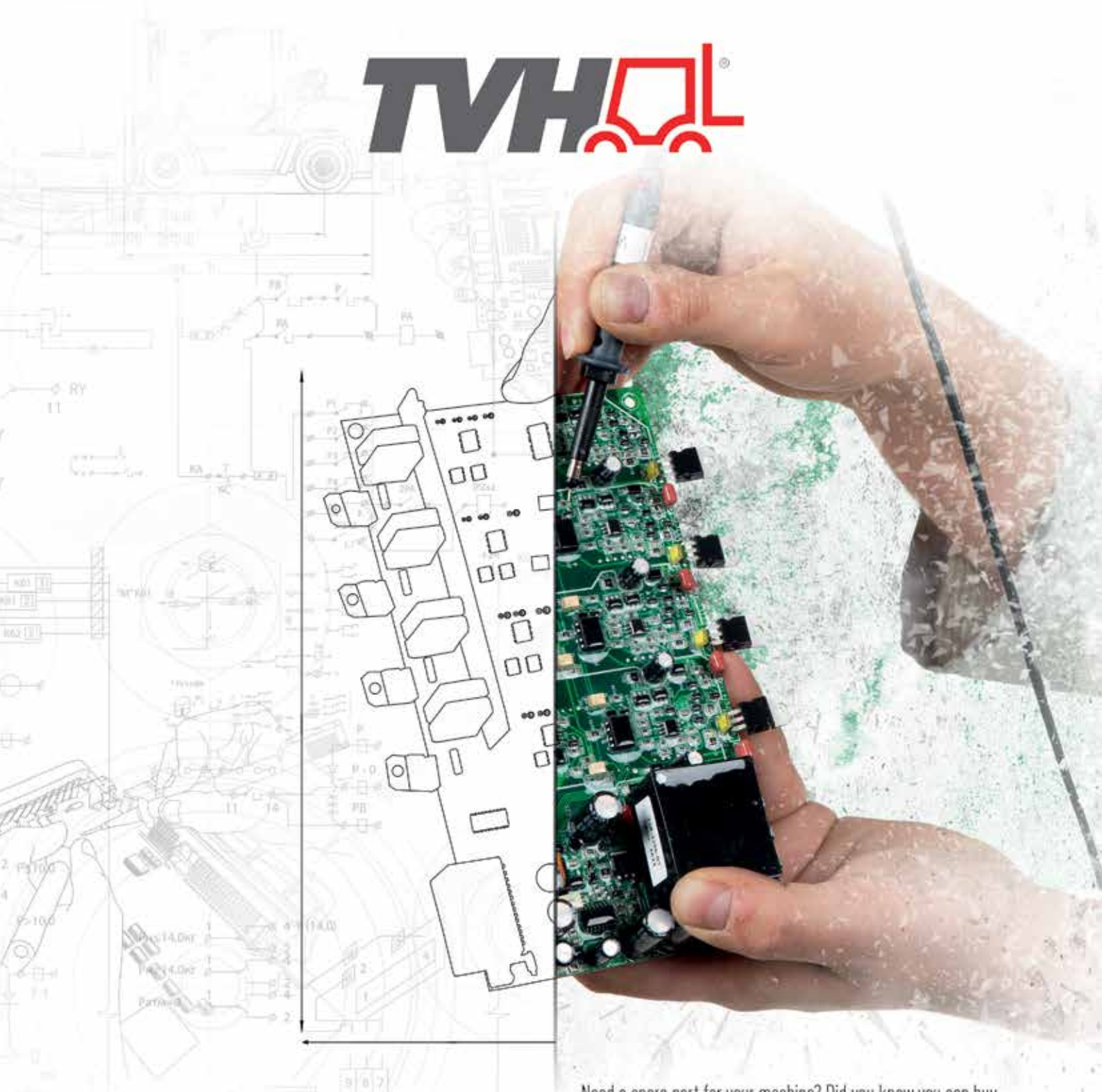
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Stars of the Future awards

The CPA held its seventh annual Stars of the Future awards presentation in Coventry this year, with around 300 people attending. Colleges offering relevant apprentice training nominated students for each award. Apprentices were assessed throughout the year on their work at college and work. There were also three employer nominated awards for apprentice mechanics, plus two national winners and new awards for operators and lifting technicians.

The 2019 CPA Stars of the Future Winners

Level 2 Plant Mechanic College Award Winners - Employer and College

Joe Adcock - Cementation Skanska - Askham Bryan College

Lea Poole - Lifterz - Askham Bryan College

Joseph Vincent - D and D Plant Services - Bridgend College

John Beckett - Finning UK - Finning Academy

Ross McLeod - Marubeni Komatsu - Glasgow Kelvin College

Paul Talent - Riwal - Myerscough College

Tyler Pearson - Wirtgen - National Construction College East

Liam Mullin - AT Best Handlers - National Construction College Scotland

Lewis Scott - Liebherr - NSCG Stafford College

Shane Lynton-Edwards - A-Plant - Reaseheath College

Stuart Arkell - Grant Plant Maidenhead - Wiltshire College

Level 3 Plant Mechanic College Award Winners - Employer and College

Dan Pickles - Charles Wilson Engineers - Askham Bryan College

Sophie King - CRH Plant - Bridgend College

Benjamin Taylor - Finning UK - Finning Academy

Paul Geddes - West Dunbartonshire Council - Glasgow Kelvin College

Michael Barton - Chippindale Plant - Myerscough College

Adam Dalton - Toppesfield - National Construction College East

Sophie Gray - George Leslie -



Lifting Technician Star of the Future Niki Fitzgerald of Select Plant Hire

National Construction College Scotland

Scott Paskin - Dewsbury and Proud - NSCG Stafford College

Ruby Potts - Burnley Plant Engineers - Reaseheath College

Adam Davies - Molson Equipment Services - Wiltshire College

Employer Nominated Mechanic Awards

Keeran Moore - Go Plant (Level 2)

Brad Timmins - Go Plant (Level 3)

Kye Connop - Ainscough Crane Hire (Special Recognition Award)

National Winners - Plant Mechanic Stars of the Future

National Level 2 Winner - Joe Adcock

- Cementation Skanska - Askham Bryan College

National Level 3 Winner - Adam Dalton - Toppesfield - National Construction College East

National Level 3 Highly Commended - Adam Davies - Molson Equipment Services - Wiltshire College

Operator Star of the Future - Jake Howard - P Flannery Plant Hire

Lifting Technician Star of the Future - Niki Fitzgerald - Select Plant Hire

Fitzgerald's prize, sponsored by Liebherr, includes a visit to a Liebherr manufacturing plant in Germany.



Crane Safety 2019

The CPA is supporting the Institution of Mechanical Engineers (IMEchE) Crane Safety Seminar taking place on Tuesday 17th September 2019 at One Birdcage Walk, London.

Now in its fourth year, Crane Safety 2019 provides a forum for all those involved in lifting operations, risk and project planning to address the key challenges involved and to discuss the strategies and technologies available to reduce risk, enable cost savings and ensure compliance with safety legislation.

Key sessions at Crane Safety 2019 include:

- A team from Blyor, the Hinkley Point C JV, will discuss overcoming specific lifting challenges.
- Stuart Smith of Sparrows Group will identify issues with offshore crane integrity.
- Edward Carr of Select Plant talks on

creating workers for tomorrow.

- John Carpenter of VolkerFitzpatrick will discuss the challenges of using cranes in densely populated areas.
- Jennifer Gilmour of Dounreay will outline lessons learned from the failure of a polar crane
- Carl Sarens of Sarens Cranes

Tickets can be booked online, and CPA members can benefit a £60 discount on the non-member rate by clicking on Supporting Organisation. Alternatively, contact the Institution of Mechanical Engineers on +44 (0)207 973 1251 or E-mail: eventenquiries@imeche.org and mention your CPA membership.



CPA Conference 2019

The CPA Conference will be held on Thursday 17th October at the Heart of England Conference and Events Centre in Fillongley near Coventry. The theme of the Conference is 'Planting Resilience: Building for the Future', with speakers set to discuss some of the construction industry's most current and challenging issues. Paul Whitehead from Highways England will give a service user's take on the need to attract new talent into the industry and retain current skills.

Belinda Webster of Webster Technologies will share her experiences and views on how the sector is changing and what opportunities there are to innovate, while a range of other speakers will cover mental health in the industry.

Tickets are £75 + VAT and can be purchased from the CPA website



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Unloading incident costs \$542,000

New Zealand construction company Supermac Group has been fined \$304,750 plus costs of \$138,000 and \$100,000 of reparations, after an employee was seriously injured when he was ejected from a boom lift that he had not been trained to operate.

In May 2016 the man was unloading the boom lift from a trailer at a construction site in Kerikeri, northern New Zealand, when it slipped off the ramps, catapulting him into the air - he was not wearing a harness and lanyard at the time. His injuries have left him permanently paralysed from the neck down. He received the \$100,000 of compensation directly from the company.

New training document from Genie

Genie has launched a new document to train people on the safe operation of aerial work platforms. Entitled 'Updated Training Requirements for Safe Use and Operation of MEWPs in North America', it was unveiled during OSHA's Safe and Sound Week.

Genie senior training manager Scott Owyen said: "The standards have always identified the responsibilities for all entities involved with the operation of aerial lifts - manufacturer, dealer, owner, user and operator. However, the updated standards are placing a huge emphasis on the responsibilities of the user. It is important to understand the implications of that because all of the entities outlined above, with the possible exception of the operator, will fall under the user category at some point in time."



Genie training taking place

Crane employee settles

Robert Keane, 40, an ex employee of UK based Baldwins Crane Hire has been awarded substantial damages following an injury in October 2014. He was helping lower the jib on a 500 tonne crane due to high winds at a Wates Living Space site in Newcastle when a cable failed. He suffered severe bruising and cuts, along with a fractured wrist, but believed that he had escaped serious injury.

However, on returning to work, his pains became worse and he struggled with basic tasks such as walking up stairs. The pain continued to increase and became so intense that a year later he became unable to work and was confined to a wheelchair.

He was diagnosed as suffering from chronic regional pain syndrome. A legal case was scheduled, but damages were agreed between the two parties at a joint settlement meeting. The amount awarded has not been disclosed.



Robert Keane

Work at height planning failures cost £147,000

Two UK companies have been fined after putting employees at risk of falling whilst accessing a roof to repair pipework. Kingswinford Engineering was fined £18,000 plus costs of £9,000, while James Durrans & Sons was fined £100,000 plus costs of £20,000.

In April 2016 Kingswinford was hired to repair a section of pipework on the roof of a warehouse owned by James Durrans & Sons' in Bilston. The contractors had to climb onto the roof from a basket lifted by a forklift which was around a metre short of the roof, there was also a gap between the basket and the wall/roof. The roof was slippery and wet, with no fall protection barriers in place. An investigation identified failings on how access to the roof was planned, managed and monitored, and that neither company had undertaken a suitable and sufficient risk assessment, nor agreed a safe system of work for the job. Instead each had assumed that the other had done it.

Safety inspection leads to £28k of fines

UK based STS Constructions has been fined £26,666 plus costs of £1,255 for failing to comply with work at height regulations.

In May 2018 an inspection at the company's location in Hounslow, West London, uncovered a number of work at height issues, including unprotected edges and a floor that was being removed by a handheld breaker whilst people were standing on it, with no measures in place to prevent them falling if the floor collapsed. The investigation also found risk assessment identified measures that needed to be implemented.



The unprotected edges at the site

Who trained him then?

A member of our team spotted two men working on a shop façade in London, with no care for their safety while working at heights of up to five metres. Falls from these heights can result in some of the worst injuries, and all it required was a ladder suited to the job, and/or a simple scaffold tower, or even a low level powered platform.



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UK ready for IPAF Rental+ minimum standard

The IPAF UK Country Council is on course to achieve its target for all rental company members in the UK to meet the new IPAF Rental+ minimum standards by September.

The Council mandated in 2017 that all rental company members in the UK should be audited to meet the required standard within a two year transition period, while all new IPAF rental members in the UK need to be certificated to the IPAF Rental+ standard.

UK & Ireland market general managers Richard Whiting said: "IPAF has been supporting members through the process to attain IPAF Rental+ minimum standard and we thank members for the engagement and hard

work shown. Those efforts are paying off with all hirer members well on course. IPAF Rental+ is an industry-recognised standard that confers confidence that the company will deliver safe and quality equipment, and excellent customer service."



First advanced operator training using simulators

The first training candidates have successfully passed the IPAF PAL+ advanced operator course in a virtual reality (VR) environment using simulators. In July IPAF launched controlled trials involving some of its training members to deliver PAL+ training that tests candidates using sophisticated platform simulators instead of real machines. The other elements of the PAL+ course, notably the theory module of the course and the pre-use inspection, will be conducted as usual at an approved IPAF training centre, and the first batch of candidates has now successfully completed their PAL+ training at AFI-Uplift's training centre in Rothwell, West Yorkshire.

IPAF training manager Paul Roddis said: "There has been a huge amount of hard work put into making these assessment scenarios as lifelike and challenging in the VR environment as they are when using real machines; the next step was to prove the technology using real training candidates under genuine assessment conditions. We have worked with the developers of the simulator technology over many months perfecting the detail and quality of the VR environment, testing extensively at events including Vertical Days, Bauma and IPAF Innovate in the US, working out the fine details, gathering feedback and calibrating the simulators for use at IPAF training centres. I am pleased to say this hard work has paid off."

Not all IPAF approved training centres offer PAL+ training,

in part owing to the significant investment required to purchase specific equipment types, and the need for a large and secure training area containing structures around and through which the candidates must operate during their assessment. Moving the course into the VR environment is expected to increase the number of training centres offering PAL+ training.



Lifetime achievement award for Woods

IPAF's Middle East & India representative Jason Woods has received a lifetime achievement award for his work promoting safe work at height at India's OHSSAI's Annual HSE Excellence & Sustainability Awards in July.

Jason Woods of IPAF accepts his Lifetime Achievement award from chairman Avdesh Malaiya (L) and general secretary Sunil Bhalerao (R).



Europlatform speakers

The list of speakers has been issued for Europlatform which will be held in Nice, France on October 3rd. They include Angus Kennard of Australia's Kennards Hire, Olivier Colleau of Kiloutou, David McNicholas of AFI, Clotilde Jouette of Avesco Rent, Valeriy Klimenko of Russia's FortRent and Audrey Courant of DuckerFrontier.

Tickets can be purchased on the IPAF website for €250 for members and €295 for non-members, with early bird discounts still available.



West Midlands regional meeting

Booking is open for those wishing to attend the IPAF West Midlands regional meeting at the Bromsgrove Hotel & Spa on Wednesday 18th September, beginning at 6:30pm

The West Midlands Regional Meeting will be hosted by Jonathan Till, of GT Access, with Keith Rudd of Platinum International talking on battery safety, care, maintenance and handling. Other delegates will include speakers from Point of Rental software solutions, and one from Dudley Mind covering ways to improve and promote recovery and wellbeing affected by poor mental health in the workplace.

There is a charge of £10 per head for IPAF members, £15 for non-members.





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Look Out, Look Up!

ALLMI is working with the Energy Networks Association (ENA) to help promote its 'Look Out, Look Up!' campaign.

Seeking to raise awareness of the risks involved with working near overhead power lines and educate on adopting safe practices, 'Look Out, Look Up!' is aimed primarily at truck drivers, including operators of loader cranes, so a partnership with ALLMI was a logical move.

ALLMI chairman, Mark Rigby said: "We are very pleased to partner with the ENA to help raise further awareness of this extremely important subject. ALLMI, of course, educates on the dangers of working near overhead power lines in its training courses and applicable

guidance documents, but the ENA has produced some excellent new material, including a very hard-hitting video, which further conveys the message and which we will be communicating through various channels to our membership and beyond".

The ENA's head of safety, health and environment, David Spillett added: "In the UK, on average, one person dies or is seriously injured each month as a result of contact with overhead power lines and data from the HSE shows that lorry drivers are some of the most at risk,



c&a

ALLMI focus

being involved in over a quarter of all fatalities in the last five years. In spite of this, the ENA's research would suggest that many applicable workers are still unaware of the dangers and so we would encourage all industry stakeholders to review our material, which includes a comprehensive campaign toolkit,

cab sticker, video and safety leaflet." Download the 'Look Out, Look Up!' material at: www.allmi.com/overheadpowerlines



Membership meetings - reminder

ALLMI will hold its annual meetings for all members of the association (manufacturers/importers, service companies, fleet owners, ancillary equipment suppliers and site operators) on 17th October at the Belfry Hotel & Resort in Sutton Coldfield.

The meetings will provide an excellent networking opportunity, as well as facilitating discussion and updates on a wide range of issues affecting the lorry loader sector. In addition, fleet owner members will hear from David Spillett, Head of Safety, Health & Environment at the Energy Networks Association, who will talk about the organisation's Look Out, Look Up! campaign concerning the risks involved with working near overhead power lines.



Latest market statistics released

ALLMI has released its UK loader crane industry sales statistics for the first half of the year. The figures show an impressive industry performance, with strong sales across a range of sectors and overall growth against the same period last year. Demand for remotes continues to be strong with approximately 60 percent of units sold featuring such controls, reflecting the benefits they bring to loader crane operation. However, users should be reminded of the potential hazards if used incorrectly and are encouraged to adopt the association's 'Safe Use of Remote Controls' campaign material, which includes a video, information leaflet for operators and their immediate supervisors and a readymade toolbox-talk template document.

For copies of the material, visit www.allmi.com or download the ALLMI App.



Crane Supervisor & Appointed Person course updates

ALLMI has released comprehensive updates for both its Crane Supervisor and Appointed Person (AP) courses.

ALLMI training & project officer, Jon Kenyon says: "We have an incredibly thorough process for carrying out course updates such as these, with all changes being carefully checked against the applicable legislation, British Standards and NOS, to ensure that mapping requirements are further bolstered in that regard. For the Crane Supervisor training, amendments are wide ranging, from changes made to the candidate entry criteria, assessment procedure and course documentation, through to various content topic updates including site induction and welfare, power lines and weather conditions. The course material has also benefited from a significant aesthetic update throughout.

"For the Appointed Person course, many of the Crane Supervisor content and style changes have been incorporated, but further amendments include a new practical site survey exercise, revisions to lift plan documentation and a range of new handouts concerning topics such as the sail effect of wind, Uniform Load Method, sling angle and mat size calculation, as well as guidance on further reading for those new to the AP role. We have also improved the assessment marking system, which will now give even more valuable feedback to the candidate and their employer, as well as guidance for future development."

"As with all of our courses, we are very keen to receive industry feedback on these developments and would encourage anyone with views or enquiries to contact us."

For information on ALLMI courses, visit www.allmi.com.



For details of ALLMI standards, guidance documents and training, visit: www.allmi.com

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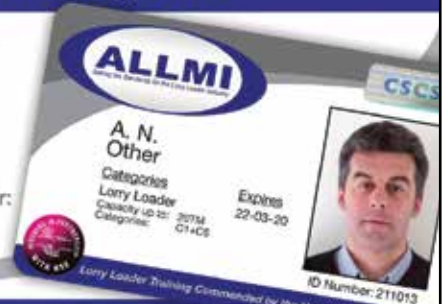
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PASMA Conference 2019

PASMA will hold its annual conference on the 26th September.

The event is a first hand opportunity to see how versatile, cost effective and safe towers are for working at height.

Highlights will include Chris Debrick of Transport for London Major Projects Directorate on how/why TfL is working with PASMA to improve the behaviour and approach of its principal contactors and suppliers to working at height, while crane operator Katie Kelleher joins a panel discussion on the gender imbalance in construction and Paul Ormsby from GES will answer questions on what it is like to manage work at height in a high pressure, large scale events company.



Delegates will also see towers used in smart, innovative ways in the outdoor showcase - from the simplest to the more complex. It is also an opportunity to meet the PASMA Hire & Assembly and Manufacturer members who supplied and assembled the equipment, find out what paperwork and training was required for each build, and see first hand how towers can help people work at height safely. The conference is free to attend for anyone with an interest in towers and tickets are available from pasma.co.uk/conference.

PASMA Operator's Code of Practice

In its biggest update since 2009, the PASMA Operator's Code of Practice - a comprehensive, good practice guide for assembling, using, altering and dismantling mobile access towers - has been fully reviewed and refreshed by PASMA's Technical Committee. The updates follow a public review and reflect the state of the art in the industry and changes to product standards. The new version is being prepared for publication and will be released shortly.

Tower computer game enters testing phase

PASMA's Tower Game is in the final stages of development, with only some final tweaks left to make. Players can assemble a tower on their computer in a safe, virtual environment before building the same tower on a Towers for Users training course.

Action for Children has been piloting the game with its PASMA training delegates. Training Manager, David Travers, said: "We work with inexperienced young people pursuing a career in the construction industry, therefore the Tower Game software is an excellent resource in supporting them and giving them an initial understanding of the tower components and how they are used."

Delegates at the PASMA Conference will have a chance to try the game for themselves.



Member Relationship Management system

PASMA has invested in a bespoke Member Relationship Management system, which will facilitate smoother communication between the organisation and its members. In addition, it will automate certain tasks that are currently manual and integrate systems that are currently separate, freeing up time for the PASMA team to focus on work that adds the most value for members. Work has been ongoing since early 2018. Phase one of the project is set to go live in October, with the full launch on track for early 2020.

Annual Members Meeting

The PASMA Annual Members' Meeting will be held just before the Conference starts. All PASMA members are invited to attend, to hear about activities over the past 12 months and pose questions to the Technical, Training and Hire & Assembly committee chairmen.



The conference and meeting will be held at the Forest of Arden Marriott Hotel and Country Club, Coventry.

PASMA training mandatory on Malaysian rail project

MMC-Gamuda has insisted that all mobile access towers used in Malaysia's Klang Valley Mass Rapid Transport project must conform to EN 1004 and that all users must be PASMA trained. This is to avoid a repeat of issues that arose in an earlier project caused by substandard equipment and poor assembly. It's part of a range of safety initiatives championed by Chris Fenton, head of safety at MMC-Gamuda which is delivery partner for the project. The company is currently working on the SSP Line, which is expected to serve 529,000 passengers a day when full service begins in 2022.

New Membership Manual for PASMA members

PASMA has launched a new Membership Manual, a clear, user friendly set of procedures explaining exactly how PASMA operates and what it expects from its members. It reflects new streamlined procedures that have been introduced in recent years as part of the association's drive towards digitalisation.



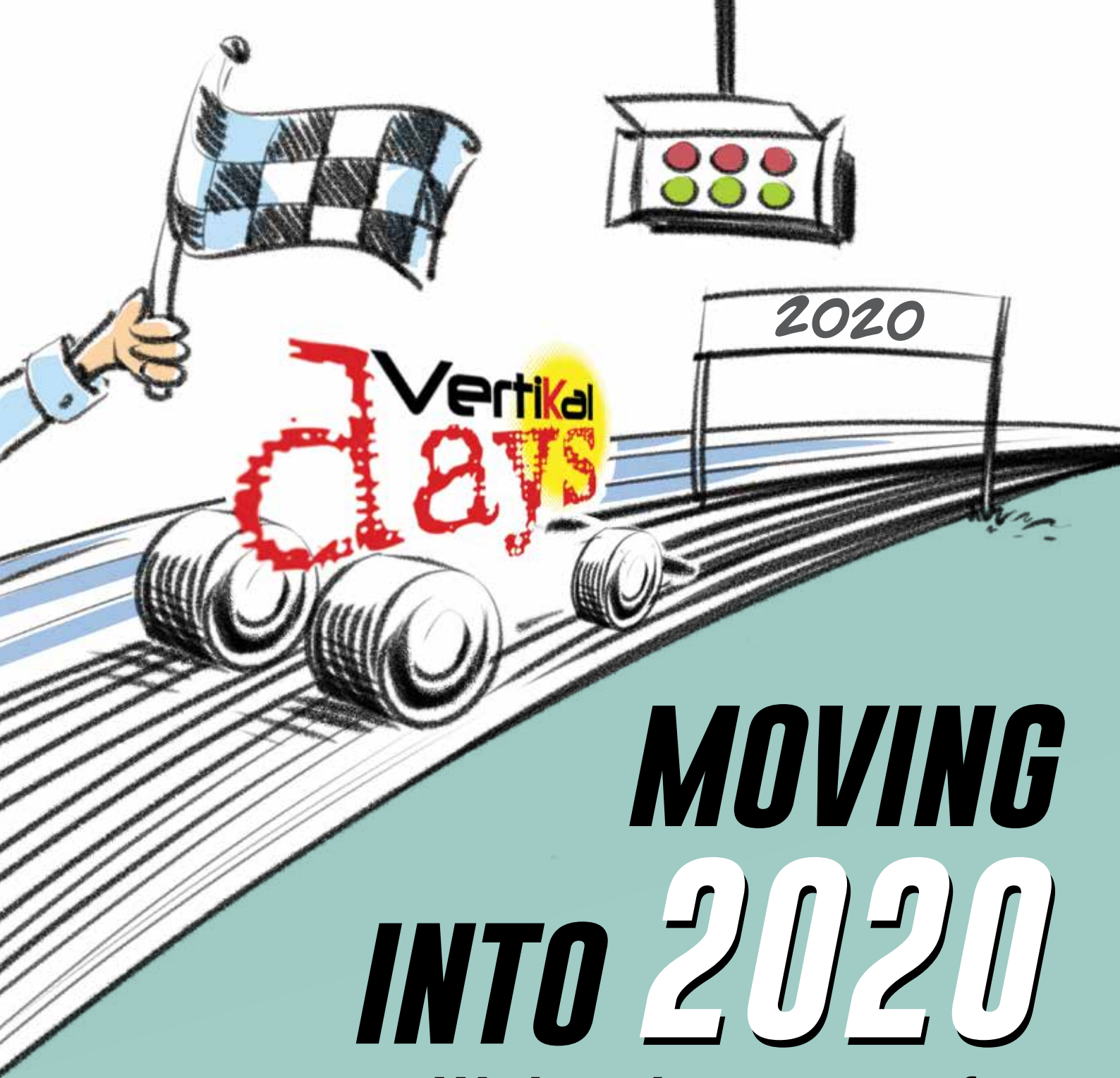
Dates for your diary

PASMA will be represented at the following events:

- PASMA Conference 2019, Coventry, 26 September
- Health & Safety North, Manchester, 8-9 October
- UK Construction Week, Birmingham, 8 October
- AIF National Work at Height Conference, Manchester, 14 November
- The National Painting and Decorating Show, Coventry, 26-27 November



For more information about the Access Industry Forum (AIF) and the No Falls Foundation charity for working at height, please visit www.accessindustryforum.org.uk and www.nofallsfoundation.org



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From welder to global crane maker

The 100 year story of Tadano

Tadano has celebrated the 100th anniversary of its foundation on August 29th, 1919, when Masuo Tadano left Takamatsu for Asahikawa, Hokkaido, to start a welding and steel fabrication business, just as welding technology was beginning to take hold in Japan.

In 1930 the company ventured into machine design and production when it launched a cylindrical sawing machine for keg production. In 1945 the factory and Tadano's home were destroyed by allied air raids, however the company bounced back and in 1947 it unveiled a roof tile manufacturing machine. A year later Masuo Tadano registered the company Tadano Iron Works and set up in Takamatsu, Japan and began producing an oil extraction machine.

In the early 1950s the company began designing and manufacturing machinery for laying railway tracks, gaining a patent for a new track maintenance machine that it had invented, for delivery to Japan National Railways. In 1954 it started manufacturing equipment that used hydraulics, initially relatively simple products such as tipper bed for dump trucks.

The crane age

Since the start of the business Tadano had worked hard to refine its welding, fabrication and hydraulics technology introducing various unusual - even unique - products, none of which were truly ground breaking. But in 1955 it built its first hydraulic truck crane, the two tonne OC-2, which is developed from seeing a similar machine in the pages of construction equipment magazine. The new crane was a



The company foundation - the young Masuo Tadano is second from the left

success and seems to have hit the market at a perfect time. Orders came from customers all over Japan to the point that after 36 years of trial and error and practice the Tadano family felt that it had found its 'hero' product.

As its confidence and knowledge grew the company followed up with its telescopic boom crane, the five tonne OC-5, which it launched in 1957 at the Cargo handling machine exhibition in Osaka. By 1959 the business was entering a rapid stage of expansion, and the company relocated its offices and production facility to its present location in Takamatsu City. A year later it received its first crane export order, delivering four OC-5 truck cranes to a buyer in Indonesia.

In 1960 it adopted, or perhaps formalised a three word philosophy: Sozo (create/imagine) Hoshi (contribute) and Kyoryoku (cooperation). In order to fund



Tadano RT150



c&a

Tadano

The first Tadano crane, the two tonne OC-2



The Takamatsu plant

First crane exports - four OC-5s off to Indonesia



further expansion the company listed its shares on the Osaka secondary market and a year later launched its first loader crane, the telescopic TM series. 1964 saw the arrival of the TS series a more sophisticated crane line mounted on commercial chassis topped by the 10 tonne TS100. Truck cranes mounted on purpose-built crane carriers came along just two years later with the 12.5 tonne TL125 in 1966 adding a 15 tonne version a year later, followed by the TL200 and TL280 in 1968 and 1969.

First RTs

The first Tadano Rough Terrain crane, the 15 tonne TR150 was unveiled in 1970, the first Japanese built Rough Terrain crane, a bold move given that the domestic market was very much a truck crane market, while globally the market was dominated by American producers. It had though dipped its toe in the American market in 1967 and perhaps realised that it needed to branch out if it was to become a truly international player.

In 1971 the company introduced its popular TG truck crane range with the 75 tonne TG750, a very big crane at the time, which began shipping in 1972 along with Tadano's AML overload system, the first such device from a Japanese manufacturer.

In 1973 it opened its first overseas subsidiary Tadano International (Europe) in the Netherlands and in 1980 broke ground on a new factory - the Shido Plant in Sanuki City - to produce the new Z loader telescopic loader crane.

In 1983 Tadano decided to enter the aerial work platform market with the AT-136TE and AT-140TE insulated



Tadano Aerial lifts

truck mounts for utility work. A year later it opened an office in Beijing, China although it actually signed a licence agreement for China as early as 1980. In 1986 it opened Tadano America - a joint venture with Mitsubishi and in 1993 it was superseded by the wholly-owned Tadano America Corporation based in Houston, Texas.





The Tadano AR1000M



The 550 tonne Tadano AR5500M

Jumping forward to 1989, the Japanese market was booming thanks to what became known as the 'Bubble Economy' and Tadano dropped the Iron Works from its corporate name becoming Tadano Ltd. That year it also unveiled the TG800R, an all-wheel steer truck crane, looking to add some All Terrain benefits to the lower costs of a truck crane.

1990 was a big year as the company made its first major overseas acquisition buying German based crane and carrier manufacturer Faun. In 1992 this development resulted in the launch of the new AR Series of All Terrain cranes, with the 60 tonne AR600M followed by the four axle 100 tonne AR1000M on Faun carrier.

The company began to push into larger cranes, and in 1998 it unveiled what it claimed was the world's largest All Terrain crane, the seven axle 550 tonne AR5500M with its highly unusual triple lift cylinder design.

Tougher times

As the new millennium approach the company got into 'choppy waters' implementing substantial layoffs in each year between 1998 and 2001. Then in 2004 it recalled 15,278 Rough Terrain cranes, following a fatal accident in Okayama when a safety device failed to work. At the time it made a statement saying: "In recognition that our cranes are allowed to travel on public roads is a privilege and comes with a great responsibility, we began to devote

our efforts to our Corporate Social Responsibility." That same year it unveiled the current range of ATF - G or Global All Terrain models.

Mantis crawlers

In 1998 it acquired the US based telescopic crawler crane manufacturer Spandek, which designed, built and sold its cranes under the Mantis brand. More recently it has opened or acquired its distribution operations in Australia, the UK, Brazil, France, Belgium, the Netherlands and Chile. It took a 15 percent stake in US crane and platform manufacture Manitex and started manufacturing in Thailand - loader cranes - and India where its majority owned Joint Venture Tadano Escorts is now operational.

And the future?

Finally to end our story Tadano completed the deal just last month to acquire the Demag mobile crane business - potentially its most challenging acquisition to date, which places it firmly among the top two crane manufacturers worldwide.

As the company enters its second century, it is still managed by a Tadano family member - Koichi Tadano. The challenge is to digest its latest acquisition and look for the next step towards achieving its goal of market leadership.



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Tadano ATF 60G-3

The three axle Tadano ATF 60G-3 All Terrain crane has a maximum capacity of 60 tonnes at a three metre radius. This model made by WSI is 1:50 scale.

The chassis is highly detailed, and the tyres are very good with Michelin branding moulded into the sidewalls. All axles have independent steering with a moderate steer angle. Each axle also has sprung suspension which works well.

The chassis cab has a loop for hitching a hook whilst travelling, and it has nice internal and external detailing. The carrier deck has a storage holder for the single line hook, and nice textured surfaces. Four ladders on the carrier deck can be rotated and lowered for access when the crane is in service.

The outrigger pads have a working pinning mechanism which allows the pads to be fixed in an offset way, so they are within the overall width of the crane when the outrigger beams are retracted, and there are locking bars which keep the pads neat when under the crane. The outrigger jack rods are smooth with the screw mechanism being internal, so they look realistic. Plastic spreader plates are also included with the model.

The detailing of the crane superstructure is very good and there are hydraulic hoses with connectors, while a beacon light adds detail. The handrails are folding.

The counterweight consists of separate parts and are equipped with lifting points. The main boom lift cylinder is a very nice metal part and the boom sections have realistic looking wall thicknesses giving a very good profile. Raising the boom is easy with the locking mechanism on the lift cylinder using a key to tighten a grub screw on the top of the barrel. Spring clips lock each boom section at approximately 50 percent and at full extension.

A key is used to operate

the main winch and works very well, having a spring action to ease off the brake. Two metal hooks are supplied, and they are very nice items. The small metal lattice extension can be offset and is equipped with metal sheaves although they were tightly fitted and not free rolling on the review model.

This is another very nice addition to the Tadano model range by WSI. It is a detailed model with a high metal content and the overall quality of the model is high. It is available from the Tadano shop for €142.

To read the full review of this model visit www.cranesetc.co.uk

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	25
Features (max 20)	17
Quality (max 25)	20
Price (max 15)	11
Overall (max 100)	81%

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Letters



Star 6

The Haulotte Star 6

In the 'Low level access' article in the July issue of Cranes & Access we made an error regarding the overall width of the Star 6 mast type lift. We listed it as being 890mm wide, while it is in fact 790mm - making it much easier to go through standard single doorways.

Electric powered loader cranes

Dear Sir,

We work with Hiab Cranes, Question I am after an answer for is :- Due to the Zero emissions will there in the near future be an electric operational Hiab (type) crane up to three tonnes?

Cheers

Jason Webb

Street Lighting Operation Supervisor



Hiab's new e-PTO loader crane

We responded briefly stating: "Yes Hiab has built and exhibited a prototype, the ePTO but not sure if and when production is due to begin. There have also been a number of specials made with hybrid power packs, where a lithium - or regular - battery pack on the deck powers the crane and can be recharged when travelling or plugged it when back at base. They can also be operated by the standard PTO if all else fails. This type of power unit is becoming increasingly popular in the US utility market for Bucket trucks."

Where do I find a Giraf

Good afternoon,

We are an electric DNO based in southeast England, and are interested in the Giraf Track crawler mounted boom lift that we spotted on your website, for our works replacing electricity poles, are you able to assist with us in finding a supplier for this machine? Particularly with any information in hiring this machine?

Regards

CM (Full name withheld, and details edited out as we were unable to reach the writer for permission to use his name prior to publication)

We provided the reader with information that Giraf Track was no longer produced but did put him in contact with a couple of companies that represented Giraf Track or had purchased one and suggested a few alternative machines that might do the job, putting him in touch with those who had such machines.

Annual Source Guide

Dear Sir,

I have not seen this feature in Cranes & Access before and wished that I had known about it sooner, it could be very helpful in my work and I will now keep this by my desk. It is a good thing to have and I hope that you will continue to update it every year Thank you.

Damien Schmitt



We have been publishing the UK /Ireland dealer guide for more than 18 years now, but this year added 'Source Guide' given the fact that this is what we discovered most of our readers used it for, we are looking to improve it again next year so any feedback would be much appreciated.

Martin Haak 1943 - 2019

Holland Lift founder and innovative engineer Martin Haak passed away in late July. Haak, a highly talented consulting engineer, established Holland Lift at the end of 1983 to design and build large, heavy duty self-propelled scissor lifts, producing the first units in 1984. His first customer was Hooghovens steel works, which ordered several units of his first production model the 41ft 125EV.



Martin Haak

After going through some tough financial difficulties in the recession of the early 1990s, Haak sold the business to Germany's MBB in 1993, which also owned German company AZ. The business was acquired by Terex in 1998, starting a period which did not go well, given the Terex 'Pile 'em high sell 'em cheap' policy of the time was totally at odds with the high value high quality niche market that Holland Lift relied upon. In 2002 when Terex decided that the access market was not to its liking the company was acquired by Roger Tracey and Stoneham Equipment. With the change to an owner more tuned into his beliefs and the company's strengths, Haak began to get involved with the company again, albeit in a minor way.

A talented musician, he was one of the unsung heroes of the European access industry, a quiet man who might well have contributed a good deal more had his timing and circumstances been different. His company lives on and prospers, however.

JCB unveils 360 degree telehandler

Nice machine with great features...HOWEVER it will require trained operators that understand the principles of crane operation. Otherwise there will many incidents.

Robert Page

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Franco Fassi 1930-2019

Franco Fassi, founder of the loader crane company that bears his name, sadly passed away on the evening of August 19th from a 'fatal illness' while on vacation with his family in Pinzola, in the Trentino mountains. He was 89. Until the August vacation period began, he was still active and working, walking through the Fassi production halls whenever he visited the factory.

Franco Fassi



The Fassi family originally operated a trading and transport business from the 1920s or possibly earlier? Franco's father Giacomo officially registered the company in 1946, to sell timber, coal and later building materials while providing the relevant delivery transport.

Franco joined the family firm - now Fassi Giacomo e figlio, (Giacomo Fassi and Son) at a young age and became passionate about the trucks the company ran and in particular their engines which he helped maintain, while also helping to modify the vehicles to make them more efficient for the delivery of their products. As the company's expertise in this area grew, it began a side line installing and then manufacturing truck bodies such as tipper beds and ramps etc.. During this time he attended training courses in nearby Milan to learn more on engine technology and mechanical engineering, while keeping abreast of the increasing regulations surrounding the truck industry.

During a meeting between the trucking industry and the relevant ministry in Rome, Fassi met the Foco crane (later Hiab-Foco) importer for Italy and agreed to try and sell the cranes in his local area.

Then in the mid 1960s a major economic crisis in the Italian building industry hit the company particularly hard. The Fassi family had no option but to drastically adjust the business to reflect the situation, cutting the



1938 with (L-R) Alberto Fassi, an unnamed supplier and Giacomo Fassi



1943- Franco Fassi is the boy in shorts on the front of the truck bed

number employed from more than 100 to just a dozen of the most skilled employees.

In 1965, realising that a change was needed, he decided to build his own loader cranes and commissioned an engineer - Ermes Campanella - to design them. The first prototype apparently failed on the test bed while carrying out its first lift, requiring a redesign. The updated crane sailed through the

test programme and the first unit - the three tonne M30 - was built and sold to a local company. This was the start of the new business Fassi Gru and over the next three years the company built and sold 150 cranes.

In 1968 the company exported its first crane to France, where it appointed its first overseas dealer. Representation in Spain quickly followed, kicking off a gradual international expansion. By the 1980s the company was Italy's dominant loader crane producer and began expanding its overseas distribution network more rapidly. Today it is a global business and among

the top three loader crane manufacturers worldwide.

Franco Fassi leaves behind wife Angela, along with three children, his son and Fassi Gru chief executive Giovanni, along with daughters Anna Maria and Raffaella.



1962 and Fassi had a secondary business installing truck bodies



1965 and the first Fassi crane

James 'Jimmy' Lomma 1945 - 2019

New York crane man James 'Jimmy' Lomma passed away at his home in Staten Island on July 14th, He was 73.

Lomma owned a number of crane companies in the New York area, including J.F. Lomma Inc., TES Inc. and New York Crane. A crane man through and through, he came to wider prominence in 2008 when two of his tower cranes collapsed in the City within a three month period, resulting in seven fatalities in the first and two in the second. The latter case led to a legal suit and a \$98 million award against him causing JF Lomma into Chapter 11 bankruptcy in 2016. In spite of the

challenges and the stress from these incidents he continued to develop the business that was his life.

He is survived by his son James B. Lomma, daughters, Jenifer Gabel, and Lauren Lomma and two grandchildren.

Aside from his crane activities he actively participated in a wide range of charitable and humanitarian efforts without seeking any public recognition. He was an accomplished pilot, owning several aircraft and took a great interest in motorcycles and 'muscle cars' and was something of a collector. Those who knew him well said he had a good heart and would always try and help out a friend if he could, he was

certainly larger than life and was a major player in the tough New York crane market.



Jimmy Lomma



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Europlatform 2019

October 03, 2019 IPAF meeting and mini conference Nice, France
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www.conference.cica.com.au/



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IPAF Elevation

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Apex 2020

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Online Directory www.vertikal.net

online Access&Lifting directory – the fast and efficient way to find a supplier

Access Equipment Manufacturers

The Access Platform Company	www.accessplatformcompany.co.uk
Ascendant Access	www.ascendantaccess.com
Aichi	www.aichi-corp.jp
AIRO	www.airo.com
Alimak Hek	www.alimakhek.com
ATN	www.atnplatforms.com
Barin	www.barin.it
Biljax	www.biljax.com
Böcker Maschinenwerke	www.boecker.de
Bravi	www.braviisol.com
Bronto Skylift	www.brontoskylift.com
CLM Construction Supplies	www.clm-supplies.com
CMC	www.cmclift.com
Co.Me.I	www.officinecomet.it
CPL	www.cumberlanduk.co.uk
CTE	www.ctelift.com
DENKA-LIFT	www.rothlehner.com
Dino Lift	www.dinolift.com
Dingli	www.cndingli.com
Easylift	www.easy-lift.it
Falck Schmidt	www.tcalift.com
GEDA-Dechentreiter	www.geda.de
Genie	www.genielift.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Imer Access	www.imergroup.com
Instant UpRight	www.instantuprightlifts.com
Isoli	www.isoli.com
Iteco	www.imergroup.com
JCB	www.jcb.com
JLG	www.jlgeurope.com
Klaas	www.utility-equipment.com
Klubb France	www.klubb-france.fr
Ladder Safety Devices	www.laddersafetydevices.co.uk
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
Mantis Access	www.mantisaccess.co.uk
Mantall	www.mantall.com
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Niftylift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Ommelift	www.ommelift.dk
Palazzani Industrie	www.palazzani.it
Palfinger Platforms	www.palfinger-platforms.com
Planet Platforms	www.planetplatforms.co.uk
PB Liftechnik	www.pbgmbh.de
Platform Basket	www.platformbasket.com
Power Towers	www.powertowers.com
Ranger tracked access	www.tracked-access.co.uk
Runshare	www.runshare.net
Ruthmann	www.ruthmann.de
Sinoboom	www.sinoboom.com
Skyjack	www.skyjack.com
Skyking	www.skyking.co.uk
Snorkel	www.snorkelusa.com
Socage	www.socage.it
SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.com
Turner Access	www.turner-access.co.uk
UTS Sales & Repairs	www.towersandpodiums.co.uk
Versalift distributors (UK)	www.versalift.co.uk

Scaffold Towers

CLM Construction Supplies	www.clm-supplies.com
Eurotowers	www.eurotowers.co.uk
Instant	www.instantupright.com
Lyte Industries	www.lyteladders.co.uk
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
CLM Construction Supplies	www.clm-supplies.com
GB Access	www.gbaccess.co.uk
GEDA-Dechentreiter	www.geda.de
Klaas	www.utility-equipment.com
SGB	www.sgb.co.uk
LTC Hoists Division	www.lchoists.co.uk
Safi	www.safb.com

Specialist Scaffolding

Advance Scaffolding (SW)	www.advancedscaffoldingltd.co.uk
SGB	www.sgb.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
ABBA Plant Hire	www.abbaplantire.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Actual Access	www.actualservices.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Aerial and Handling Services	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AFI- Uplift	www.afi-uplift.co.uk
A-Plant	www.aplant.com
ASR Access Platforms	www.access-platforms.com
ATP	www.atphire.com
Bluelift	www.bluelift.ie
Drammen Liftutleie AS	www.drammenlift.no
Elevation	www.elevation.net
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Hird	www.hird.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
JMS Powered Access	www.jms.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
LTC Powered Access	www.ltcpoweredaccess.co.uk
LTC	www.ltcaccess.co.uk
Mainline Access	www.mainline-access.co.uk
Manlift Group - Mid East	www.manliftgroup.com
Manlift Hire	www.manlift.ie
Mays Access Platform Services	www.mapsplatforms.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
North American Rentals	www.bigbooms.com
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Power Platform Services	www.pps.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Rival	www.rival.com/used
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Universal Platforms	www.universalplatforms.com
Warren Access	www.warrenaccess.co.uk
Wilson Access	www.wilsonaccess.co.uk

Notified Body

Powered Access Certification	www.pac.co.uk
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New & Used Platforms

Access Platform Sales (APS)	www.accessplatforms.co.uk
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Facelift	www.facelift.co.uk
Flesch	www.flesch-arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genielift.com
GSR Aerial Platforms UK	http://en.gsrspa.it
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
Hird	www.hird.co.uk
JLG	www.jlgeurope.com
JMS Powered Access	www.jms.co.uk
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.kunze-buehnen.com
Lavendon Sales	www.lavendonales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie
Mech-Serv (GB)	www.mech-serv.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/sales/

North American Rentals	www.bigbooms.com
Rothlehner	www.rothlehner.com
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Reachmaster (USA)	www.reachmaster.com
Riwal	www.riwal.com/used
Turner Access	www.turner-access.co.uk
TVH - Group	www.tvh.com
Universal Platforms	www.universalplatforms.com
Utility Equipment	www.utility-equipment.com
Vertimac	www.vertimac.com
Wilson Access	www.wilsonaccess.co.uk
Workplatform	www.workplatformltd.co.uk

Special/Bespoke Access & Lifting Solutions

Access Platform Sales (APS)	www.iapsgroup.com
GT Lifting Solutions	www.gtliftingltd.co.uk
Ladder Safety Devices	www.laddersafetydevices.co.uk
JMS Powered Access	www.jms.co.uk
Liftright Access	www.liftrightaccess.com
Mantis Access	www.mantisaccess.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
Planet Platforms	www.planetplatforms.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Ranger Equipment	www.spiderlift.co.uk
Warren Access	www.warrenaccess.co.uk/hire
Working At Height Ltd	www.workingatheightltd.com
Workplatform	www.workplatformltd.co.uk

Special & Niche Access

Acrolift	www.acrolift.co.uk
DENKA Narrow	www.rothlehner.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Facelift	www.facelift.co.uk
Height for Hire	www.heightforhire.com
High Access Hire	www.highaccesshire.co.uk
Higher Access	www.higheraccess.co.uk
JMS Powered Access	www.jms.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Smart Platform Rentals	www.smartplatforms.co.uk
Special Equipment	www.special-equipment.eu
Universal Platforms	www.universalplatforms.com
Utility Equipment	www.utility-equipment.com
Wilson Access	www.wilsonaccess.co.uk

Special Lift & Transport Equipment

Arnold Schwerlast GmbH & Co.KG	www.arnold-schwerlast.de
Collett A Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Heavy Transport/Abnormal Loads

Collett A Sons, UK	www.collett.co.uk
S.A. Smith	www.sa-smith.co.uk

Self-Propelled Modular Transporters

Collett & Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	www.dieci-telehandlers.co.uk
Genie	www.genielift.com
Haulotte	www.haulotte.com
JLG	www.jlgeurope.com
Manitou	www.manitou.com
Merlo	www.merlo.co.uk

New & Used Telehandlers

Dieci Telehandlers	www.dieci.com
GT Lifting Solutions	www.gtlift.co.uk
Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Riwal	www.riwal.com/used
TVH Group	www.tvh.com
Vertimac	www.vertimac.com
VHS Vissers Heftruck Service	www.vhsblad.nl

Telehandler Rental

ABBA	www.abbaplantire.co.uk
GT Lifting Solutions	www.gtliftingltd.co.uk
JMS Powered Access	www.jms.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

Access Safety Management	www.accesssafety.co.uk
Alfa Access Services	www.alfa-access-services.com

Industry Associations

ALLMI	www.allmi.com
CICA	www.cica.com.au/
CISRS	www.cisrs.org.uk
CPA	www.cpa.uk.net
EWPA	www.ewpa.com.au
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
OSHA	www.osha.gov
PASMA	www.pasma.co.uk

Crane Manufacturers

Böcker Maschinenwerke	www.boecker.de
Galizia	www.galizia.ru.com
Grove	www.groveworldwide.com
HCME (Hitachi-Sumitomo)	www.nrcplant.co.uk
Jekko Minicrane	www.jekko.it
JMG	www.jmgcranes.com
Klaas	www.utility-equipment.com
Kobelco	www.kobelcocm-global.com
Liebherr	www.liebherr.com
Linden Comansa	www.comansa.com
Maeda	www.maedaminicran.es.co.uk
Manitowoc	www.manitowoccranes.com
Mantis Cranes	www.mantiscranes.ie
Ormig	www.ormig.co.uk
Potain	www.manitowoccranes.com
Raimondi	www.raimondi.co
Sany	www.sany.com.cn
Sennebogen	www.sennebogen.com
Spierings	www.spieringskranen.nl
Tadano	www.tadano.com
Tadano Japan	www.tadano.com
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Wolffkran	www.wolffkran.de
Zoomlion	www.zoomlioncranes.co.uk

Lorry/Truck Loader Cranes

Atlas Cranes UK	www.atlasgmbh.com
Effer	www.effer.it
Hiab	www.hiab.com
Palfinger	www.palfinger.com
Penny Hydraulics	www.pennyhydraulics.com
PM Cranes	www.pm-group.eu

New & Used Cranes

AGD Equipment	www.agd-equipment.co.uk
Cotac Oy	www.cotac.fi
Cranes4Cranes	www.cranes4cranes.com
Cranes UK	www.cranesuk.net
Crowland Cranes	www.crowlandcranes.co.uk
Delden Cranes	www.deldencranes.co.uk
Electrogen Int	www.electrogen.ie
IMC Cranes	www.imc-cranes.com
Hird	www.hird.co.uk
Jones-Iron Fairy	www.jonesironfairy.co.uk
Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
London Tower Cranes	www.londontowercranes.co.uk
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
M. Stemick	www.stemick-krane.de
NRC	www.nrcplant.co.uk
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Utility Equipment	www.utility-equipment.com

Heavy Lifting Equipment

Lifting Gear UK	www.lifting-equipment.co.uk
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Furniture Hoists

Böcker	www.boecker.de
The Furniture Hoist Co	www.furniturehoists.co.uk
Utility Equipment	www.utility-equipment.com

Crane Hire

AB2000	www.ab2000.co.uk
ABBA	www.abaplantire.co.uk
Ainscough	www.ainscough.co.uk
Berry Cranes	www.berrycranes.co.uk
Bob Francis Crane Hire	www.bobfranciscranehire.co.uk
Bryn Thomas Cranes	www.brynthomascranes.com
Cadman Cranes	www.cadmancranes.com
Cork Crane Hire (Liverpool)	www.corkcranehire.com
Crane Hire Ltd	www.cranehireltd.com
City Lifting	www.citylifting.co.uk
Delden Cranes	www.deldencranes.co.uk
Emerson	www.emersoncranes.co.uk
Graham Jones Cranes	www.grahamjonescranes.co.uk
J&M Crane Hire	www.jandmcranehire.co.uk
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
McNally crane hire	www.mcnellyireland.com
NRC	www.nrcplant.co.uk
Port Services Heavy Crane division	www.portservices.co.uk
Sangwin	www.sangwin.co.uk

Mini Crane Hire

A Mini Crane Hire	www.aminicranehire.co.uk
Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Height for Hire	www.heightforhire.com
Hire Maeda	www.maedaminicranes.co.uk
JT Mini Crane Hire	www.jtminicranes.co.uk
Lift Limited	www.liftminicranehire.co.uk
NRC	www.nrcplant.co.uk
Hird	www.hird.co.uk

Self Erecting Tower Cranes

Bryn Thomas Cranes	www.brynthomascranes.com
City Lifting	www.citylifting.co.uk
Electrogen Int	www.electrogen.ie
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower	www.ladybirdcranehire.co.uk

Tower Cranes

London Tower Cranes	www.londontowercranes.co.uk
Electrogen Int	www.electrogen.ie

Heavy Lift Management

DWLS	www.dwls.co.uk
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Heavy Lift Planning & Risk Analysis

A1A Software	a1asoftware.com
DWLS	www.dwls.com
HLI Consulting	www.hliconsulting.com

Ancillary Equipment

TMC lifting supplies	www.tmc-lifting.com
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Auction Houses

Ritchie Brothers	www.rbauktion.com
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Battery Suppliers & Manufacturers

Shield Batteries	www.shieldbatteries.co.uk
Trojan Battery	www.trojanbattery.com
Platinum International	www.platinuminternational.com

Load Cells & Load Monitoring Systems

Force Logic UK Ltd	www.force-logic.co.uk
MSL Oilfield Services Ltd	www.msluk.net
PCE Instruments UK Ltd	www.pce-instruments.com

Control Systems

MOBA Automation	www.moba.de
Intercontrol	www.intercontrol.de

Generator Sales & Rental

Electrogen Int	www.electrogen.ie
JMS Powered Access	www.jms.co.uk

Insurance

Specialist Insurance	www.finchgroup.net
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Online Technical Help

Crane Tools	www.cranetools.com
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Outrigger Pads, Mats & Roadways

Alimats	www.craneriggermats.co.uk
GTP Europe	www.gtp-europe.com
Marwood	www.marwoodgroup.co.uk
Mat & Timber Services	www.sarumhardwood.co.uk
Nolim	www.nolim.nl
Outriggerpads	www.outriggerpads.co.uk
Timbermat	www.timbermat.co.uk
TMC lifting supplies	www.tmc-lifting.com
Universal Crane Mats	www.universal-crane-mats.com
Welex Group	www.welexgroup.com

Component Suppliers

Cone Drive	www.conedrive.com
PCE Instruments UK Ltd	www.pce-instruments.com
UE Components	www.ue-components.com

Parts & Service Suppliers

Aerial & Handling Services	www.aerialandhandlingservices.com
Alfa Access Services	www.alfa-access-services.com
Amerparts	www.amerparts.net
Caution - Access	www.caution-access.com
Cone Drive	www.conedrive.com
Crowland Cranes	www.crowlandcranes.co.uk
C-Tech Industries	www.ctech-ind.com
Davis Access Platforms	www.davisaccess.co.uk
Donghua Limited	www.donghua.co.uk
Electrogen Int	www.electrogen.ie
IPS	www.ipspartsonline.com
JLG	www.jlgeurope.com
Lift-Manager	www.lift-manager.com
OTR Wheel Engineering Europe	www.otrwheel.co.uk
PCE Instruments UK Ltd	www.pce-instruments.com
TVH - Group Thermote & Vanhalst	www.tvh.be
UE Components	www.ue-components.com
Unified Parts	www.unifiedparts.com
Vertimac	www.vertimac.com
Workplatform	www.workplatformltd.co.uk

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

Vertikal.Net	www.vertikal.net/en/recruitment
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Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
Insphire	www.insphire.com
MCS Rental Software	www.mcs.co.uk

Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

AGS	www.ags-btp.fr
Airtek equipment	www.airteksafety.com
Heaton Trestle Handrail System	www.heatonproducts.co.uk
Heaton Scaffold Towers	www.heatonproducts.co.uk
Load Systems UK Ltd	www.loadsystems.com
Mantracourt Electronics	www.wirelessensorsystem.com

Marwood	www.marwoodgroup.co.uk
SMIE	www.smie.com

Software

Higher Concept	www.higherconcept.co.uk
insphire	www.insphire.com
Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcs.co.uk

Structural Repairs

Avezaat Cranes	www.avezaat.com
Crowland Cranes	www.crowlandcranes.co.uk
John Taylor Crane Services	www.jtcranes.co.uk

Training Associations & Networks

ALLMI	www.allmi.com
AWPT	www.awpt.org
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
Pasma	www.pasma.co.uk

Training Centres & Trainers

Access Platforms Direct	www.accessplatformsdirect.co.uk
Access Platform Sales (APS)	www.iapsgroup.com
Astra Access	www.astratraining.co.uk
Boss Training	www.bosstraining.co.uk
Active Safety	www.activerentals.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Approved Safety Training -Ca	www.approvedsafetytraining.com
CMT	www.c-m-t.co.uk
Elevation	www.elevation.net
Emerson	www.emersoncranes.com/training
GT Access	www.gtaccess.co.uk
IAPS	www.iapsgroup.com
Lift-Manager	www.lift-manager.com
LTC Training Services	www.ltctrainingservices.co.uk
Mentor Training Solutions	www.mentortrainingsolutions.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/training
SGB	www.sgb.co.uk
Smart Platform Rentals	www.smartplatforms.com
TVH Group	www.tvh.com
UTN	www.utntraining.co.uk
Versalift Training Direct	www.versalift.co.uk/training
Warren	www.warrenaccesstraining.co.uk/courses/
Access Training	www.workplatformltd.co.uk/customer-support/operator-training
Workplatform	www.workplatformltd.co.uk/customer-support/operator-training

Safety Training

Atlas Cranes UK	www.atlasgmbh.com
Avon Crane	www.avoncrane.co.uk
Brogan Group	www.brogangroup.com
Davis Access	www.davisaccess.co.uk
Emerson	www.emersontrainingservices.co.uk
Height for Hire	www.heightforhire.com

Training Services

Facelift	www.facelift.co.uk
HCS	www.hydrauliccraneservices.co.uk
Hewden Training	www.hewden.co.uk/training
Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
Horizon Platforms	www.ipaftrainingcourses.co.uk
JLG Training	www.jlgeurope.com
L&B Transport	www.lbrtransport.co.uk
Liebherr Training (UK)	www.liebherr.co.uk
Lifting Equipment Training	www.letltd.co.uk
Loxam	www.loxam-access.co.uk
Lyte	www.lyteladders.co.uk
Mainline Access	www.mainline-access.co.uk
Mentor Training	www.mentortraining.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Southern Crane & Access	www.southerncranes.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlascranes.co.uk
TVH Group	www.tvh.com

Training Simulators

CM Labs	www.cm-labs.com
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Crane Attachments

Kinshofer	www.kinshofer.com
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Wire Rope & Cable

Teufelberger Seil	www.teufelberger.com
TMC Lifting	www.tmc-lifting.com
Casar	www.casar.de

Winches & Hoists

Rotzler	www.rotzler.com
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Tyre Suppliers

Mitas Tyres	www.mitas-tyres.com
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Traffic Management

Atlas Traffic Management	www.atlastm.co.uk
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Technical & Safety Consultancy

Access Safety Management	www.accesssafety.co.uk
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Site Safety Audits

Access Safety Management	www.accesssafety.co.uk
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If your company is not listed sign up online or email info@vertikal.net or call 12 months online entry with hot-link to your website and publication in every issue of C&A costs just £175/€200

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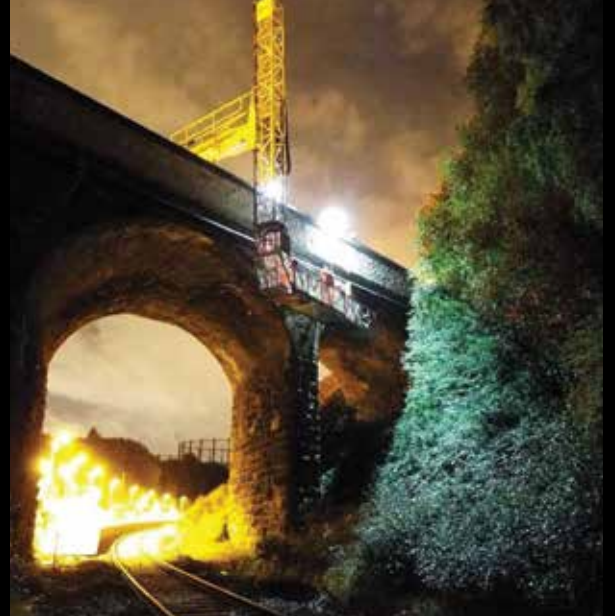
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Spare parts



RE-24V1877

Genie eq. 74266

Contactor 24V

Used for Z30-20N, Z34-22N, Z45-25JDC, ...



SFG-73233

Genie eq. 73233

Foot switch

Used for Z45-25JDC, Z45-25JRT, Z51-30JRT, ...



SR-99164

Genie eq. 99164

Switch rocker

Used for GS2668RT, GS3384RT, GS4390RT, GS5390RT



FP-10002819

Genie eq. 49923

Fuel pump Deutz

Used for Z45-25JRT, Z60-34RT, S65, ...



JRJL-1A27

JLG eq. 1600458

Joystick drive, steer 2 axis, rocker

Used for Toucan 8E, 10E, 12E, ...



JRH-1A07

Haulotte eq. 2441305330

Joystick drive, steer 1 axis, rocker

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CBS-166122

Skyjack eq. 166122

Control box

Used for SJ6826RT, SJ6832RT



DE-G1256702

Genie eq. 1256702

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Genie eq. 71113/71114

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V27700



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Electric ■ 7,8 Mtr.

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2007 ■ 233 Hrs

Electric ■ 9,77 Mtr.

V27776



JLG 2646ES

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2009 ■ 375 Hrs

Electric ■ 9,8 Mtr.

V27417



Genie GS3268RT

€ 7.950

2008 ■ 1182 Hrs

Diesel 4x4 ■ 11,75 Mtr.

V27660



Genie GS3390RT

€ 13.950

2007 ■ 2545 Hrs

Diesel 4x4 ■ 12,06 Mtr.

V21282



Genie Z30-20NRJ

€ 27.500

2016 ■ 121 Hrs

Electric ■ 10,89 Mtr.

V27943



JLG E450AJ

€ 16.950

2008 ■ 1190 Hrs

Electric ■ 15,72 Mtr.

V27714



JLG 450AJ

€ 13.950

2005 ■ 3090 Hrs

Diesel 4x4 ■ 15,72 Mtr.

V22646



Haulotte HA20RTJ Pro

€ 52.500

2017 ■ 708 Hrs

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V25474



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