

cranes & access

June 2020 Vol.22 issue 4

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scissor lifts**

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On the cover:

A 33ft Snorkel S3370 scissor lift used by street artist Gent 48 to create a Covid-19 themed mural in Birmingham, UK to raise funds for art4charity.



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Loader cranes



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Bobcat Stage V telehandlers, New Platform Basket road/rail crawler boom, Sany ships 4,000 tonne crawler, All electric Zoomlion truck crane, New 16t Wolff luffing jib tower crane, New 46ft Almac Jibbi 1670 Evo tracked self-propelled/self-levelling boom lift, 4,000 MAN trucks with Hiab hook loaders, Bronto Skylift Shield divider, Narrow jacking CTE truck mounts, Haulotte telehandlers for Algerian Ministry of Defence, New president for Genie, CICA accident statistics report, Liebherr approved for ECOL courses.

Heavy lift 17

We report on several interesting heavy lift applications from around the world, including jobs on land, lifting with ease, lifting with crawler cranes and with mega lifters. Also we report on the first outing for Liebherr's new LR 11000 with V-Frame variable suspended counterweight.



Slab electric scissor lifts 25



Choosing a 19ft electric scissor lift used to be a relatively simple job, given that the specifications were all pretty similar leaving the decision to availability, preferred brand, finance, price or relationships. That has all changed as manufacturers switch to their new global brands and all those different solutions and compromises to meet the new standards, while some hedge their bets with several different models to choose from. Our feature aims to help make the decision a little simpler.

In the next C&A

The next issue of Cranes & Access - scheduled for late July - will feature an all-new version of our annual Dealer & Source guide, Pick & Carry cranes, Low level & industrial access equipment including mast booms and Used equipment. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.

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Articulated loader cranes 37



In all the years we have covered the loader crane market, we have never profiled Dutch company Hyva. We remedy that in this issue and find it something of a dark horse with global sales putting it among the top four producers. Transport specialist Mark Carrington takes a look at the pros and cons of mounting loader cranes on articulated trucks.



Telematics update 49

10 years ago we predicted that telematics would sweep through and revolutionise the crane and access sector. We look at why the prediction has yet come to pass and speak to some rental companies that are already exploiting the technology. We also take a look at what manufacturers are doing and debate the data ownership challenges.

Successful debt collecting 57



In the second of our Top Service articles we look at the challenges of collecting debts and how to avoid or reduce losses from bad debts as well as a few selective tips.

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'If it looks right

The old adage 'If something looks right, it probably is' is often applied to a new piece of equipment, but it can also be applied to many other areas such as lifting loads and working at height. And in both these sectors almost the opposite applies - 'If it doesn't look right, don't do it'.

In the news section this month we report on the Victoria/Tasmania

branch of CICA - the Crane Industry Council of Australia - which has been working with Worksafe Victoria to collect raw data involving crane incidents in the state which has a population of 6.4 million. In 2019 there were a total of 84 reported crane incidents and 42 near misses. Almost two thirds of the incidents involved being struck, pinned or crushed by a load (25%), falling objects (24%) or crane impact during operation (19%). The latter two categories generated few injuries, however unsurprisingly 95 percent of incidents in the first category resulted in injuries. In conclusion CICA restated the importance of remaining vigilant, adding 'and remember the golden rule: If something doesn't look right, don't lift it'.

This rule also applies to working at height, which if carried out correctly should make the safe and successful completion of the job inevitable. But we all know that things can go wrong. When they do the repercussions vary enormously depending mainly on where you are in the world.

Two falls from height are highlighted in our Training page - one in the USA which was fatal and the other in the UK which inflicted life changing injuries. In the US, a total fine of \$126,000 was imposed on the two companies involved, while in the UK a single company received a £1.1 million fine. What is more surprising is that the US incident involved a man falling five storeys, while the fall in the UK involved a slip from a ladder three metres high. Yet the UK fine was 11 times that in America, even though one of the US companies was fined for two similar violations in the previous year!

There are, of course, countries where there would not even have been an investigation, let alone fines following such incidents. In my eyes something 'doesn't look right' in the comparative levels of these two fines. It reminds me of another old saying: 'better they die than have permanent injures!' Surely the penalties should fit the crime, no matter the outcome or jurisdiction? It seems odd that such a huge variation should exist, especially between two of the five richest countries in the world.

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

All electric truck crane



Bobcat's new 18m T40.180SLP

Bobcat Stage V telehandlers

Bobcat has launched new 75hp Stage V powered versions of its fixed frame telehandler range. The new line up includes 11 models comprising, the six and seven metre TL26.60, TL30.60 and TL30.70 compact, the 10.5 and 12 metre T35.105, T35.105L and T36.120SL mid range models and the 13 and 14 metre T35.130S, T35.140S T35.130SLP and T41.140SLP models. It also includes the 18 metre T40.180SLP.

The new machines are equipped with D34 Stage V diesels with a DPF after treatment system with automatic regeneration but do not require Selective Catalytic Reduction (SCR) eliminating the need for AdBlue fluid while still allowing operation in emission regulated zones. The engine claims an average of seven percent lower fuel consumption with a 14 percent increase in torque than the previous Stage IV diesel.

In addition to the new engine, the machines have a lower, steeper profile cover for increased visibility reducing blind spots on the right hand side of the machine by 15 percent. Access to the engine compartment has also been improved, enabling easier maintenance.

Sany ships 4,000 tonne crawler

Chinese crane manufacturer Sany unveiled its latest heavy lift crawler crane - the 4,000 tonne SCC40000A - at a ceremony held at its plant in Huzhou, China.

According to information provided by the company, it has a maximum load moment of 90,000 tonne/metres, suggesting that it might be rated at around 22 metres radius. In comparison, Liebherr's 3,000 tonne LR13000 has a load moment of 65,000 tonne/metres.

The new crane uses a twin boom design with a maximum length of 120 metres, twin derrick booms and a suspended counterweight allowing it to lift up to 2,000 tonnes on 100 metres of main boom. The first crane has completed its test programme and was shipped to a customer in Shandong, having been ordered last August for the construction of a nuclear power station.



The Sany SCC40000A launch

Chinese manufacturer Zoomlion has launched what it claims is the world's first pure electric powered truck crane - the ZTC250N-EV. The three axle 25 tonne crane is based on the company's regular 25 tonne truck crane but power comes with a high density lithium iron phosphate battery pack rather than the usual diesel. A sophisticated energy and battery management system is claimed to get the most out of the battery pack and protect it from damage.



Zoomlion's new 25t battery powered truck crane

The crane has the same performance as the regular model and can reach road speeds of up to 90kph/56mph. It has a road travel range of up to 160 miles or 260 kilometres, and once on site it can be plugged into a customer's AC power outlet if available. Noise levels are said to be 65 decibels. The crane has a five section 40 metre main boom and an eight metre offsetable swingaway extension for a 50 metre maximum tip height and is rated at 3.5 metres radius. It can handle six tonnes on the fully extended boom.

Details on the rest of the crane are scant and the company has declined to send a full specification or answer questions, stating that the crane is not aimed at the European market.

Zoomlion crane technical director of engineering Wang Qitao said: "We set up a specialised team in 2018 consisting of staff from research, engineering, manufacturing and quality control departments and completed the project in two years. We partnered with the world's leading suppliers of green energy parts and tailored them to working conditions of truck cranes. We also used a high energy storage density LFP battery which is the safest in the world."



Wolffkran launches 16 tonne luffer

Wolffkran has launched a new 16 tonne luffing jib tower crane - the 235B - to replace the 224B and fitting into the company's luffing jib crane line between the 166B hydraulic luffer and the 275B.

The new crane can handle eight tonnes on a single fall with maximum line speeds of up to 130 metres a minute and a rope storage capacity of 620 metres. Two falls are required for the 16 tonne maximum, which can be achieved at a 20 metre radius on a 30 metre jib. Jib lengths range from 30 to 60 metres, with a capacity of 1.65 tonnes at its maximum 60 metre radius. The company says the new crane delivers its best performance with a 50 metre jib, where it offers a 4.1 tonne jib tip capacity.

The 235B can reach a free standing height of 82 metres with the standard two metre square UV/TV 20 tower. The minimum jib radius is 10 percent of the jib length - so six metres for the full jib and five for the optimum 50 metre. A key focus point in the development programme was fast, easy installation, so the jib-luffing and hoist winches are identical. The lift hoist is mounted on the jib, so that it can be fully rigged on the ground and lifted into place in one piece. The counterweight is made up of just four blocks - so just four lifts.

The luffing gear can be mounted either on the counter jib or the tower top allowing the entire tower top including the pre-reeved luffing gear to be transported and lifted onto the crane as a single unit. The cab and switch cabinet can also be placed on the empty counter jib to save shipping space.

Product manager Wouter van Loon said: "The Wolff 235B was developed in close collaboration with customers from the UK who have decades of experience in handling luffing cranes on inner city construction sites. The result is a crane with a proven duty chart that is unrivalled when it comes to assembly and versatility."

The new Wolff 235B



New tracked road/rail crawler boom

Platform Basket has launched a new 25ft tracked RR9/200 Road Rail self-propelled articulated boom lift for the railway maintenance sector. The unit features a single short riser, a fixed length boom and a short articulated jib with an end mounted platform. It offers a working height of 9.5 metres, an outreach of up to 4.7 metres with an up & over height of just over four metres and an unrestricted 200kg platform capacity.



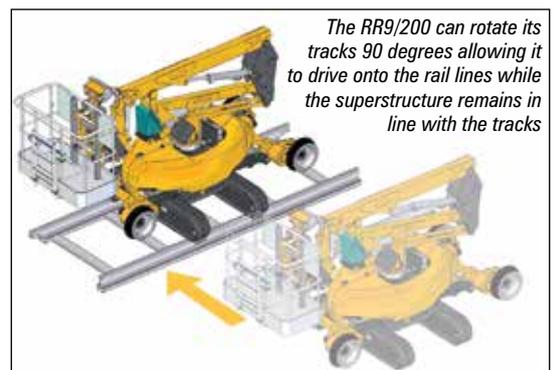
The superstructure also includes automatic levelling allowing it to level up on rail inclines or banked tracks of up to 180mm or eight degrees. It can also be used as a regular self-propelled boom lift, but with a slightly reduced 8.5 metre working height and an outreach of 4.3 metres and can work on side slopes of up to three degrees. With the riser fully elevated the RR9/200 has zero tailswing so that it can be used alongside a live second track.

In order to get onto the rail lines, the machine's rubber tracks rotate 90 degrees, allowing it to drive into position before lowering its rail wheel undercarriage into place and lifting its crawlers free so that they can be rotated back in line. The travel speed on normal ground is 2kph, but on rails it can travel at speeds of up to 10kph.

With an overall weight of just 2,900kg, the RR9/200 offers a stowed length of 4.12 metres, a stowed height of 2.3 metres and an overall width of 1.6 metres. Power comes from a Kubota diesel, but a lithium-ion battery powered version is also available. Other features include radio remote controls, Platform Basket's tele-diagnostics and geo-location systems, a smaller one-man basket and non-marking tracks.

The company said: "The aim of this project was to offer an extremely light and compact machine that can be transported on the back of a 3.5 tonne trailer. The RR9/200 offers the possibility of having a self-propelled platform for both rail and civil aerial work and offers excellent traction on any ground conditions, together with low ground pressures to allow it to be used on the delicate floors of railway stations."

The first units are going through railway approvals with full production set for September.



The RR9/200 can rotate its tracks 90 degrees allowing it to drive onto the rail lines while the superstructure remains in line with the tracks



Modified Kobelco for Epping

The Epping Rohrvortrieb subsidiary of German contractor Kramer group has taken delivery of a new specially modified 100 tonne Kobelco CKE900G-3 crawler crane to install large pipe sections for gas, water, electricity and fibre optic cables at Duisburg inland harbour in Germany, as part of the area's redevelopment.

Kobelco designed and manufactured a special boom and heavy duty offset jib combination for the job in cooperation with a local engineering company prior to the crane being delivered to Epping's yard. The Stage V

compliant CKE900G-3 was assembled by Kobelco engineers before carrying out a series of test lifts and transporting to site. Main contractor Zueblin specified the custom 2.8 metre jib to provide a minimum of two metres clearance between the main and auxiliary hook blocks, regardless of main boom angle. The crane offers a capacity of 55 tonnes at six metres radius, or 20 tonnes at 12 metres.

The CKE900G-3 was rigged with 24 metres of main boom, the special jib and two hook blocks to lift the 2.5 metre diameter, six metre long, 20 tonne pipe sections into a series of 27 metre deep shafts. Once lowered into the shaft, the horizontally positioned pipes are hydraulically pushed to form an underground pipeline running underneath the harbour basin. An optional elevating cab rises to five metres above ground - 1.6 metres higher than the conventional cab - and 1.4 metres closer to the load, giving the operator an excellent view to line up the pipes for pushing.



the special jib keeps the two hook blocks at least two metres apart regardless of boom angle



The 2.5m diameter six metre long pipe sections weigh 20 tonnes



The elevating cab



A bigger, better AlmaCrawler

Earlier this month Almac launched a new 46ft tracked self-propelled/self-levelling telescopic boom lift - the Jibbi 1670Evo - at a series of 'virtual events' earlier this month, hosted at its manufacturing facility in Viadana, Italy.

The Jibbi 1670Evo features a three section telescopic boom topped by an articulating jib giving a working height of 16 metres and an outreach of 6.7 metres with the 250kg maximum platform capacity, 7.7 metres outreach with 140kg, while the maximum outreach is 8.5 metres with 80kg in the platform - depending on the track width selected and the superstructure slew position. The new variable undercarriage track width allows the operator to extend the tracks from 1.35 to 1.9, 2.2 or 2.45 metres to provide a range of configurations for applications ranging from narrow aisle work to providing maximum 360 degree stability on side slopes. The platform can also be driven at working heights of up nine metres.

As with the three Jibbi 1250 models in the company's JT boom lift range, the 1670Evo incorporates automatic dynamic 'Pro-Active' levelling, allowing the machine to drive at height on slopes or undulating ground of up to 40 percent, with 15 degrees of side to side and 15 degrees of longitudinal levelling. The overall weight of the machine is 3,850kg, with a maximum ground bearing pressure of 316kg per square metre (0.5psi). A new radio remote control panel - incorporating the 'MyAlmac Control Panel' telematics - continuously monitors the machine's service status, while offering the possibility for owners to remotely modify the machine's operating parameters.

Power comes from a three cylinder Yanmar diesel. Overall stowed length is 5.17 metres which can be reduced to 4.4 metres thanks to a quick disconnect platform. The overall height is just under two metres and overall width 1.35 metres. A larger 1.8 metre wide platform can replace the standard 1.4 metre basket - both of which offer 140 degrees of platform rotation. An ultrasonic secondary guarding system combined with an upper and lower 'anti-crush barrier function' comes as standard, while options include the 200 Series winch kit to convert the platform into a small tracked crane.

4,000 trucks with Hiab hook loaders

The MAN truck division of Rheinmetall has won a new €2 billion order from the Germany military for up to 4,000 HX 8x8 All Terrain vehicles with swap body systems and Hiab hook loaders, for delivery between 2021 and 2027.

Deliveries of the first tranche of 540 vehicles is due to begin early in the new year. The hook loader developed by Hiab can rapidly lift or set down a range of interchangeable bodies including flat racks, closed bodies or 20ft containers etc.



Platform screens

Finland's Bronto Skylift is offering its customers the drawings for its Bronto Shield divider - designed to shield the platform operator from those working from the platform - free of charge to allow its local production. The vast majority of Bronto truck mounted work platforms have a working height of more than 40 metres and are rented out complete with operator. The shield is intended to help maintain social distancing for the safe use of its platforms.

The drawings outline how users can create their own shields in-house using basic tools and materials. The designs are fully approved by Bronto and comply with CE certification and designed to endure standard 12.5 metres a second wind loadings. The shield does not interfere with the platform extension mechanism.

In similar moves, Loxam's UK operation Nationwide Platforms has developed its own system - 'SkyShield' - for use with its fleet of truck mounted platforms. Made from a shatterproof polycarbonate material and weighing less than 15kg, the divider provides a physical barrier across the width and height of the basket, cordoning off the operator from customers working from the platform.

And in France rental company Joly Location - which runs a mostly Ruthmann truck mounted fleet including two new 90 metre models - has developed the 'Stop-Cov' screen in co-operation with screen and sign manufacturer 'Hello Pub Dijon' and truck body builder ALM, to help protect its operators and customers. The screen has been designed to



The Bronto Shield



Joly Location's 'Stop Cov'



maintain separation and shield against microscopic projections, covering the full height and width of the platform. The polycarbonate material is said to be "ultra-transparent, flexible, scratch resistant and unbreakable". It also has operators with face shields for their helmets, masks and gloves, while platforms are equipped with hand sanitiser stations.



Platform Basket srl - Via Montessori, 1 - 42028 Poviglio - RE - Italy
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Made in Italy



Narrow jacking CTEs

Italian aerial lift manufacturer CTE has introduced narrow jacking versions of its 25 metre Zed 25, and 23 metre Zed 23.3 articulated truck mounted platforms. The HN version - indicating 'H' type Narrow outrigger set up - has only jacks, with no outrigger extension beams. The Zed 25 HN offers a maximum outreach of just over 12 metres at an up & over height of 10 metres with a reduced 100kg platform capacity while maximum platform capacity is 250kg. The first unit has been delivered to the cleaning and maintenance division of Slovakian manufacturer TreeGuard.



CTE's new 25m ZED 25HN

The Zed 23.3 JHN - 'J' for Jib - offers an outreach of 10 metres at an up & over height of 11 metres with an unrestricted 250kg platform capacity throughout the entire work envelope, except when positioned over the front of the chassis. At this point it is reduced to 200kg for the final metre.



CTE ZED 23HN

Both models are mounted on six tonne Iveco Daily chassis and feature the company's dual sigma type riser. The Zed 23.3 is topped by a two-section telescopic boom and articulating jib, while the Zed 25 is topped by a three section telescopic boom but no jib. Both units feature the company's S3 Smart Stability System, which automatically adapts the working envelope to match the position of the boom and the weight in the platform.

Haulotte telehandlers for the ministry

The Algerian Ministry of Defence has taken delivery of 10 Haulotte 17 metre/4,000kg HTL4017 telehandlers.

The units were delivered by Haulotte distributor Farrisia to the ECC construction engineering division of the ministry. The HTL4017 can take 2,500kg to its full height and handle 700kg at its maximum forward reach of 12.9 metres. Farrisia also provided a full training session for six ECC employees on the safe use, efficient operation and routine maintenance of the new machines.



10 Haulotte HTL4017s have been delivered to the Algerian Ministry of Defence.

Changes at the top at Genie

Earlier this month Genie president Matt Fearon announced that he will leave Terex/ Genie on August 1st after 25 years with the company. Terex group chief executive John Garrison has already taken over his duties as Genie president and will manage the role alongside his existing group responsibilities.



Matt Fearon

Simon Meester, currently Genie vice president global sales and marketing administration, will be promoted to Genie chief operating officer, while Clint Weber will continue to manage the Terex Utilities business as general manager. Both report directly to Garrison. Speaking of the development Garrison said: "We thank Matt Fearon for his many contributions to Terex. He has been a dynamic and much admired leader who helped Genie grow from a regional brand to a global powerhouse. He arrived as an engineer 25 years ago and went on to key roles including vice president operations, managing director of the Europe, Africa and Middle East region, general manager, the Americas and ultimately president."



Simon Meester

Meester joined Genie in 2018 from Eaton Corporation where he was general manager of the Industrial Control division.



John Garrison

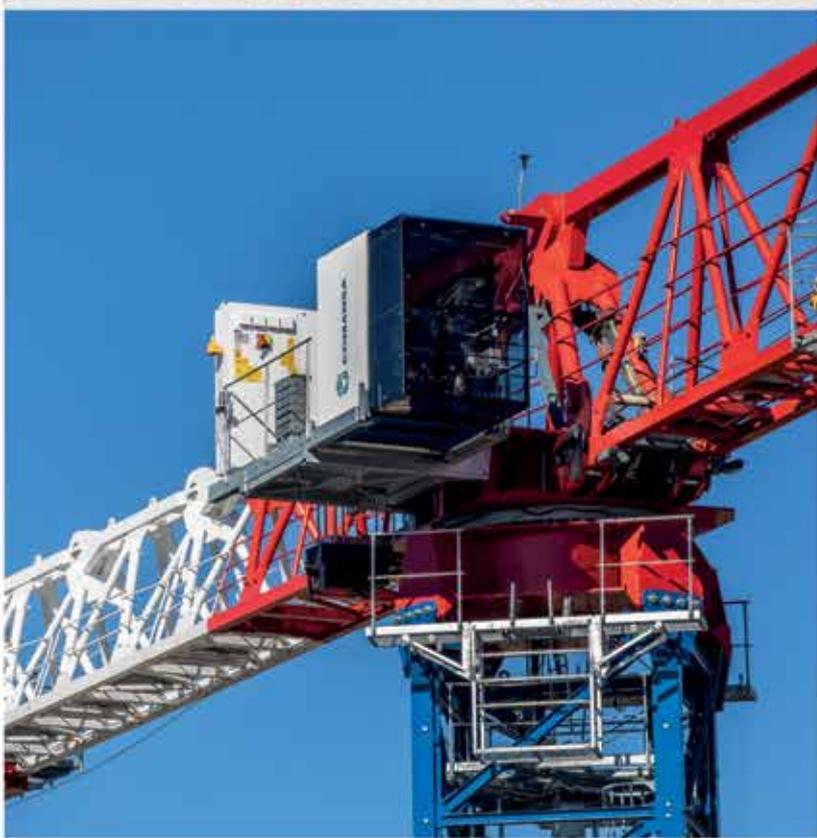
September trade shows to go ahead

The French government has confirmed that exhibitions, fairs, congresses and major events can resume from September 1st, just in time for this year's crane, access and telehandler event JDL.

France's only dedicated lifting show will once again be held at the Palais des Congres in Beaune on September 9th, making it the first exhibition in our sector to be held since Conexpo in March. The German access and lifting event Platformers Days in Germany is scheduled to be held the following week at its new venue in Karlsruhe.



JDL is all set for September 9th



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Financials round-up

Ashtead profits slip on higher revenues

Ashtead - owner of Sunbelt Rentals in the USA, Canada and the UK - has reported group revenues for the full year to the end of March of £5.05 billion, up 12 percent on last year. Pre-tax profits however slipped 7.5 percent to £982.8 million.



Revenues included:

Sunbelt USA with \$5.49 billion - up 10 percent on the year with an operating profit of \$1.56 billion, marginally better than last year.

Sunbelt Canada with C\$421 million - a jump of 22 percent due to acquisitions with operating profits flat.



A-Plant - now Sunbelt Rentals UK - achieved revenues of £469.2 million, down 1.5 percent while operating profit almost halved to £36.4 million.

Gross group capital expenditure for the year was almost eight percent lower at £1.48 billion, or £1.21 billion net of fleet disposals - a reduction of 12 percent. The average age of the fleet as of the end of March was 36 months compared to 34 months at the same time last year. The company also spent £453 million on 18 'bolt-on' acquisitions. It is forecasting capital expenditure this year of just £500 million.

A slight dip for Vp

UK rental group Vp - owner of telehandler rental company UK Forks, spider lift specialist Higher Access, low level access company MEP and general rental business Brandon hire - has reported full year revenues to the end of March of £362.9 million, down five percent on the year. Pre-tax profit before exceptional items and write downs was slightly higher than last year, hitting a new record of £47.1 million, however the company took some substantial goodwill write downs as well as restructuring costs involved with the ongoing merger of its Brandon Hire and Hire Station operations, reducing pre-tax profits to £28.36 million, a decline of more than 15 percent. The UK Forks division - which also covers Higher Access - had a relatively positive year with strong demand for its telehandlers, particularly in the house building sector, while general construction and telecoms were quieter. Site closures in March hit the business, but the company says that demand has started to pick up in May. Capital investment meanwhile remained at similar levels to 2019. Revenues from the MEP low level access and press fitting division were flat while the tool hire business saw similar drop offs and pick up as UK Forks.



Speedy upbeat/CFO to depart

UK rental group Speedy reported preliminary results for the year to the end of March of £406.7 million, up three percent on the year. Pre-tax profits fell 11 percent to £20.7 million. The average age of its fleet at the end of March



JLG to close Romanian plant

JLG has submitted plans to the union for closure of its manufacturing facility in Medias, Romania. The initial plans are looking to cease production by the end of June 2021.

Karel Huijser of JLG Europe said: "In an effort to optimise and better align operations to support our customers and enable sustainable growth, JLG conducted an assessment of its global manufacturing footprint and has made the decision to close the company's manufacturing facility in Medias, Romania. This move follows significant investments that we recently made in a new manufacturing facility for Power Towers and a JLG Customer Innovation Centre in the United Kingdom and a state of the art JLG Service Centre in Stockholm, Sweden."



was 41 months - up from 39.6 months last year - while net debt was 100 percent lower at £79.3 million. It says that since March debt has fallen to £68 million.

Its statement said that trading in April was ahead of expectations but 35 percent down on the same quarter last year, while May activity levels steadily improved with revenues at the time just 17 percent lower. Speedy also announced that group finance director Chris Morgan will leave the company at the end of July by mutual agreement. The company has also written off all goodwill associated with the training business Geason, which it acquired for £9.3 million in December due to a lack of performance and the fact that it is subject to a claim from a funding agency alleging poor financial controls and over payments of up to £2.6 million over a three year period from August 2017.

Mediaco acquires Chieuse Leverage

France's leading crane and access rental company Mediaco has acquired Chieuse Leverage, a regional operator in the south of France, from the Chieuse family. Established in 1975 as Les Arcs Leverage, it changed its name as it began expanding to other locations. It runs a fleet of 37 machines including mobile cranes up to 130 tonnes from four locations. Revenues in 2018 were €2.55 million.



BMS moves into Vietnam

Danish crane and access and heavy lift group BMS has formed a strategic alliance with Vietnam's Dang Gia corporation. The Alliance between BMS Heavy Cranes and Dang Gia's crane sales and rental division is aimed at the provision of heavy cranes and lift planning for upcoming heavy lift work in the country, including a number of wind power projects. As part of the alliance, BMS will provide Dang Gia with a number of 750 tonne Liebherr LG 1750 truck cranes and other equipment.



CICA/Worksafe accident statistics

The Victoria/Tasmania branch of CICA - the Crane Industry Council of Australia - has been working with Worksafe Victoria to collect raw data involving crane incidents in the state.

The first report covers the full year statistics for 2019. Given that some of the data is sensitive, details that might have identified any particular incident have been removed leaving broad categories and preliminary factual descriptions of equipment type, job type and incident type. In 2019 there were a total of 84 incidents and 42 near misses. The three largest categories were:

1. Struck, pinned or crushed by a load - 25 percent
2. Falling objects - 24 percent
3. Crane impact during operation - 19 percent

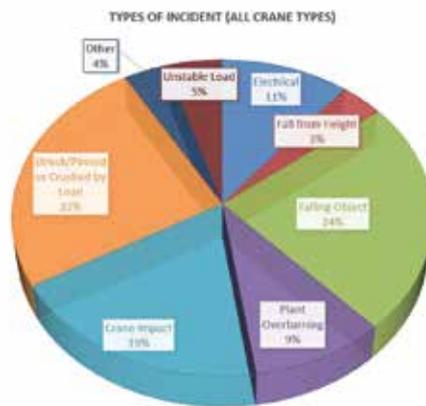
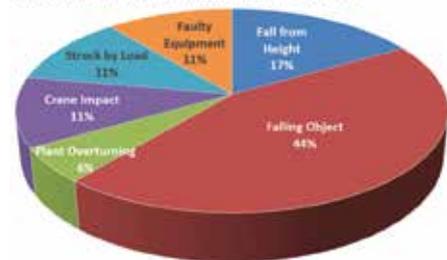
Incidents in the first category resulted in a 95 percent injury rate, 58 percent relating to hands, 32 percent involved whole body or limb crushing - mostly from slewing cranes - and 10 percent head injuries - two serious - caused by swinging loads or chain sling disconnects. Categories two and three were largely injury free. CICA said: "Large numbers of dogmen (slingers/riggers) are being struck or crushed by loads while slinging or landing them. We must remain vigilant and remember the golden rule: 'If something doesn't look right, don't lift it'."

"The data shows that crush injuries happen for many different reasons, but each incident has one thing in common, it was avoidable."

The first quarter data has been released with 18 incidents recorded and a remarkable swing away from crushing or trapping to falling loads which represented 44 percent. 56 percent due to slinging issues or unsecured loads and two cases involving failed lugs in pre-cast concrete panels. Falls from height while working on the crane was second at 17 percent, two of them resulting in serious injury, while the third was saved by the properly functioning inertia reel lanyard and safety harness.

The bulletins are available at:
www.cica.com.au/past-safety-bulletins

Chart 1: 18 Incidents Involving Cranes Q1-2020



Liebherr centre approved for ECOL

Liebherr's training centre in Ehingen has been certified to train and test crane operators for the new European Crane Operators Licence (ECOL), following audits by Lloyd's Register. The first three mobile crane operators have been trained at the centre and passed the examination to gain their licences. The European crane and heavy transport association ESTA has been working on the ECOL project since 2013, supported by the European Materials Handling Federation (FEM), and working groups comprising national associations, manufacturers, rental companies and operators.



The Mammoet Academy in the Netherlands carried out the first trials in 2019 and became the first ECOL training centre, followed by Liebherr and EUC Lillebælt in Denmark. Liebherr currently offers two of the three ECOL courses - a three week course for crane operators with four years' experience, and a one week course for those with eight years or more with 16 hours theoretical and 16 hours practical. Liebherr recommends additional training before applying for this course. Details can be found on the ECOL Foundation website: www.ecol-esta.eu.







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- Crane and access exhibition **JDL** has been approved to go ahead as planned in Beaune on September 9th, 10th & 11th.
- UK crane man **Bill Sands** has died after a battle with cancer - he was 72.
- Germany's **CT Kranservice** has taken a 100t **Demag AC 100-4L**.
- US tower crane company **Morrow Equipment** has promoted **Peter Juhren** to COO and **Mark Beals** to CFO.
- The first unit of **CTE's** new 25m ZED 25 HN truck mounted platform has been delivered to **TreeGuard** Slovakia.
- Canada's **Quickline Crane** has taken a 250t **Liebherr LTM 1250-5.1 All Terrain**.
- **Hy-Brid Lifts** has appointed **Nik Fleischfresser** and **Dave Wanta** as sales directors.
- Germany's **Weiss Kranservice** has taken a 220t **Demag AC 220-5** and 300t **AC 300-6**.
- US-based **Alta Equipment** is to acquire **Hilo Equipment & Services**, a three outlet operation in New York.
- Turkish manufacturer **ELS Lift** has appointed **Msafe** as distributor for India.
- UK-based **Pop Up Products** has agreed a new 10 year partnership with Dutch access company **Altrex**.
- Brazil's **Guindaste Aranha** has taken the first 3.2t **Jekko SPX532** in S. America.
- US-based **Nebraska Crane** has taken a 149t **Grove GRT9165 Rough Terrain** crane.
- Denmark's **Stark Udlejning** has taken 15 **JLG X20J-Plus** spider lifts.
- US-based **Able Equipment** has opened a location in West Chester, Pennsylvania.
- **Erik Geene** has joined **Sinoboom BV** as business development VP.
- US-based **Bigge Crane and Rigging** has ordered six **Link Belt** telescopic crawler cranes.
- The first six Italian designed **Dingli** booms for Europe have shipped from China to the **Magni** facility in Italy.
- **Liebherr** has completed the \$60 million expansion of its US headquarters in Newport News, Va.
- Germany's **Zimmerie Quistorf** has taken a 2.4t **Böcker** trailer crane.
- **Falcon Freight** has taken eight **Volvo** trucks and 27 flatbed trailers.
- Genie president **Matt Fearon** is to leave the company, **John Garrison** has taken over in addition to his role as CEO of **Terex**.
- **IPAF** has added facial recognition to its online operator theory modules.
- **Sunbelt Rentals** - previously **A-Plant** - has opened a new depot in Inverness, Scotland.
- A new **Potain** purchased by **Uperio** is working on the renovation of the Notre Dame in Paris.
- Telehandler/fork truck veteran **Lindsay Shankland** has been appointed CEO of **Magni** South Africa.
- UK-based **Branchwalkers** has taken a 25m **Cela** Spyder DT25 and ordered a 30m truck mount.
- A **Snorkel** boom lift was used to remove the Colston name from the Bristol, UK, concert hall.



Bill Sands



Nik Fleischfresser



Dave Wanta



Erik Geene



Matt Fearon



John Garrison

- UK-based **Ainscough Crane Hire** has appointed **Peter Gibbs** as CEO, **Andrew Tyler** as chairman and **Ian Scapens** as CFO.
- Spain's **Grúas Roxu** has taken the first 110t **Liebherr LTM 1110-5.1**.
- US rental group **ALL** has received the first of 16 **Link Belt** crawler, truck and Rough Terrain cranes.
- The **Portuguese Air Force** has taken a 36t/m **Hyva HC361 E5** loader crane.
- **Manitex** has received an order for \$1.8 million of **PM** cranes in Asia.
- Germany's **Gerken** has opened a new location in Hofheim-Wallau near Wiesbaden.
- **Rosenbauer** has relocated its French subsidiary from Chambéry to Meyzieu on the east side of Lyon.
- UK-based **Clements** has hired **Jason McCrae** as business development manager.
- The **IPAF Summit** and awards dinner has been postponed until March next year.
- **Ahern**, owner of **Snorkel** and **Xtreme**, has agreed a partnership with **Trackunit** telematics.
- **Faymonville** has launched the **WingMAX** semi-trailer for transporting XXL wind turbine blades.
- US distributor **Berry Companies** has acquired **Bobcat of Atlanta** and **Bobcat of Huntsville**.
- Spanish local authority **Sarga** has purchased five new **Palfinger PK 8.501 SLD 3** loader cranes.
- Germany's **Thomas Strangemann Baumdienst** has purchased a **Palazzani TSJ 27/C** spider lift.
- Germany's **Schwientek & Sohn** has taken a second 90t **Liebherr LTM 1090-4.2 All Terrain**.
- Italy's **Gatim** has taken delivery the first **Bobcat TL43.80HF Waste Expert**.
- **Liebherr Ethingen** has been certified to provide **European Crane Operator Licence** training.
- **Duncan Howard**, previous owner of **Platform Sales & Hire**, has left **Speedy Hire**.
- US manufacturer **Pettibone** has appointed **Super Equipment** as a distributor in Canada.
- The **Algerian Ministry of Defence** has taken 10 **Haulotte 17m/4,000kg HTL4017** telehandlers.
- Italy's **Castra** has taken two **Easy Lift** spider lifts.
- Australia's **CICA** has published the first results from its collaboration with **Worksafe** Victoria to gather data on crane accidents.
- Germany's **Sommer** has taken a 450t **Liebherr LTM 1450-8.1 All Terrain**.
- Scotland's **Bernard Hunter** has added a **Liebherr LTM 1230-5.1** and **LTM 1050-3.1** plus a **Spierings SK1265-AT6** self-erecting tower crane to its fleet.
- Gran Canaria's **Elevaciones Archipiélago** has taken five **Snorkel** scissor lifts.
- UK's **Bryn Thomas Cranes** has opened a sixth depot and taken four new **Liebherr** cranes.
- China's **Sinoboom** has appointed **Kolin Kirschenmann** as CEO of **Sinoboom North America**.
- **Cargotec** has sold its stake in its Chinese JV, **Rainbow-Cargotec Industries**.



Peter Gibbs



Andrew Tyler



Ian Scapens



Jason McCrae



Brad Boehler



Chad Diacek



Kolin Kirschenmann

- Finland's **Dinolift** has appointed **Avant Machinery** as its distributor for Belgium.
- **Züger André** has taken the first 26m **Ruthmann TBR 260** in Switzerland.
- **Wiesbauer** has taken the 250th **Spierings SK1265-AT6 'Mighty Tiny'** self-erecting mobile tower crane.
- Spain's **Airpes** has expanded its dealer network in the US.
- The **Sunbelt Rentals** brand in the UK became official on June 1st as **Ashtead** dropped the **A-Plant** brand.
- Germany's **Schickling** has purchased **Genie's** four metre boom platform.
- Italia's **Multitel Pagliero** has become a preferred supplier of the **Cat Allied Vendor Programme**.
- Germany's **HKV Schmitz** has taken a **Liebherr LTM 1230-5.1 All Terrain** crane.
- France's **Mediaco** has acquired **Chieusse Levege**, a regional operation in the south of France.
- Hungarian crane company **Daru Unio** has taken a 45t **Demag AC 45 City** crane.
- Italia's **Di Primio Noleggi** has taken a 52m **Palazzani XTJ 52+** spider lift.
- Australia's **Flinders Port Holdings** has ordered a third **Konecranes Gottwald** mobile harbour crane.
- UK rental company **Lincs Lifts** has restarted as a new company at the same location.
- **Zoomlion** has launched what it claims is the world's first pure electric powered truck crane, the **ZTC250N-EV**.
- Russia's **Novatek** has taken 21.2m **Easy Lift R210HY** hybrid spider lift.
- **Brad Boehler** has joined the advisory board of US load stability system manufacturer **Vita Inclinata Technologies**.
- Germany's **Bruns Schwerlast** has taken a second **Liebherr LTM 1130-5.1 All Terrain** crane.
- **XCMG's** 4,000 tonne **XGC88000** crawler crane has completed the world's heaviest wash tower lift.
- US manufacturer **Hy-Brid Lifts** has appointed **Chad Diacek** as regional territory manager.
- **Mammoet** has won its largest contract ever involving lifts totalling 500,000 tonnes for the **Arctic LNG 2** project.
- Germany's **GAAC Commerz** has taken a 60t **Tadano ATF 60G-3**.
- Denmark's **Kranexpressen** has taken its first **Spierings** mobile tower crane.
- **CTE** has introduced narrow jacking versions of its **Zed 25** and **Zed 23.3** truck mounted platforms.
- France's **Balineau** has taken a 100t **Kobelco CE900G-2** crawler crane.
- UK's **Davies Crane Hire** has taken a 25t **Kato CR-250Rv** city crane.
- **Tadano Oceania** has moved into its new headquarters and support centre in Brisbane, Australia along with **Demag**.
- Denmark's **Slagelse Liftudlejning** has had two of its **Niftylift** boom lifts totally refurbished by Poland's **Nifty4sale**.
- US-based **Empire Crane Company** has appointed **Mike Walker** as sales rep for New England.

See www.vertikal.net news archive for full versions of all these stories

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Heavy lift cranes in action

Lifting heavy loads in challenging circumstances make for interesting overviews and they often include some really good photography, stimulating the interest and creative juices of keen crane people. The following applications really need no introduction, but just to say that we were faced with a huge selection of lifts from the last 12 months to choose from for this item. With space at a premium, we have made the selection based on photography and interest with a selection from the specialist mega lifting machines, a big crawler on its first job with an all-new attachment, to the first job for the world's largest lifting vessel. We hope you find them all as interesting as we did:

Hinkley Point heavy lift

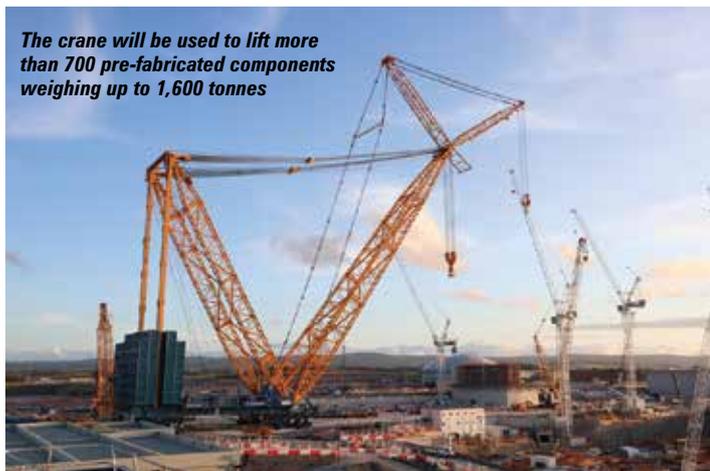
Following the launch and successful testing of Saren's 5,000 tonne SGC-250 - affectionately named Big Carl after the company's technical director Carl Sarens - the crane was immediately dismantled and shipped to the UK on more than 400 transport vehicles in order to assist with the construction of the Hinkley Point C project.

The site is one of the largest in Europe and the first nuclear power station to be built in the UK in more than 20 years. Upon arrival, the

Key facts:

- One of the largest sites in Europe
- 5,000 tonne SGC-250 heavy lift crane
- Carried out its first ever lift

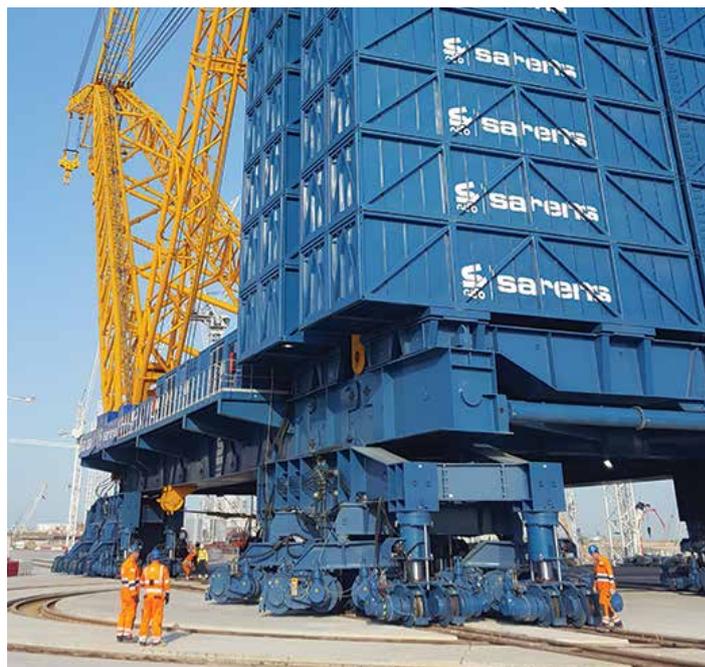
The crane will be used to lift more than 700 pre-fabricated components weighing up to 1,600 tonnes



C&A

heavy lifting

'Big Carl' carrying out its first ever major lift earlier this year



SGC-250 the crane was rigged with 118 metres of main boom and 52.3 metre luffing jib ready for its first major lift. Fitted with a custom-built 700 tonne Sparspin spreader system, which allowed for six pieces to be individually controlled during a lift, the crane worked through the night to lift the 170 tonne prefabricated dome on the reactor's steel containment liner.

In its current configuration the crane can handle 4,250 tonnes at a radius of 40 metres, and take a staggering 883 tonnes out to its maximum 170 metre radius. In terms of counterweight, the crane uses its 52 specially reinforced shipping containers which are filled with 'locally sourced ballast material' such as sand, to provide a 100 tonnes of counterweight each - up to 5,200 tonnes in total.

The crane will be used throughout the construction of the power station, lifting more than 700 pre-fabricated components weighing up to 1,600 tonnes each over the next

four years. The loads will range from precast concrete elements to pipe sections, steel rings and machinery equipment.

In total, more than 6,000 metres of track has been laid on the site - which will allow the crane to travel fully rigged between three lift locations - using a similar rail system that it uses for slewing. This, coupled with its impressive lifting capacities, has allowed larger components to be manufactured in 'factory like conditions' onsite.

Hinkley Point C construction director, Rob Jordan, said: "The crane is an impressive piece of kit and a world beater. It allows us to innovate in the way we build the power station, lifting complete pieces out of our factory bunkers and into place across the site. Prefabrication helps us boost quality, gives better conditions for skilled workers and saves time - that's good news for the project and an example of learning lessons from success at other projects."

Mammoet installs Ain Dubai

Back in 2014, Meraas placed a lifting contract with heavy lift company Mammoet to install Ain Dubai - the world's tallest observatory wheel - scheduled to be built on Bluewaters island in Dubai.

Although the first major lifts would not take place for a further two years, being involved in the planning stage of the project allowed Mammoet to propose that the largest components be installed directly from the barge using its 5,000 tonne PTC 200-DS ring and 3,000 tonne Liebherr LR 13000 crawler crane. In doing this, the company said, it would provide greater efficiencies, safety and cost savings by eliminating the need for temporary storage and multiple barge transports while dramatically reducing the amount of work at height required.

In 2016, Mammoet's first task was to install the observation wheel's four legs. Prefabricated in Abu-Dhabi and transported to Bluewaters island on a barge, each leg measured 126 metres

in length, 6.5 metres in diameter and weighed 890 tonnes.

In order to comfortably position the legs onto their foundations, the legs were lifted to a height of 137 metres with the PTC 200-DS, which took the top end, rigged with its 140 metre main boom and 36 metre jib, while the LR 13000 configured with a short main boom took the base.

With all four legs in place, the cranes then carried out - what the company claims - was the world's heaviest and highest land based tandem lift, placing the 1,900 tonne spindle on top of the four legs. For this lift the LR 13000 was configured with Liebherr's dual section Power Boom system and was required to track from the barge into position, while the PTC 200 was able slewed into place from the barge.

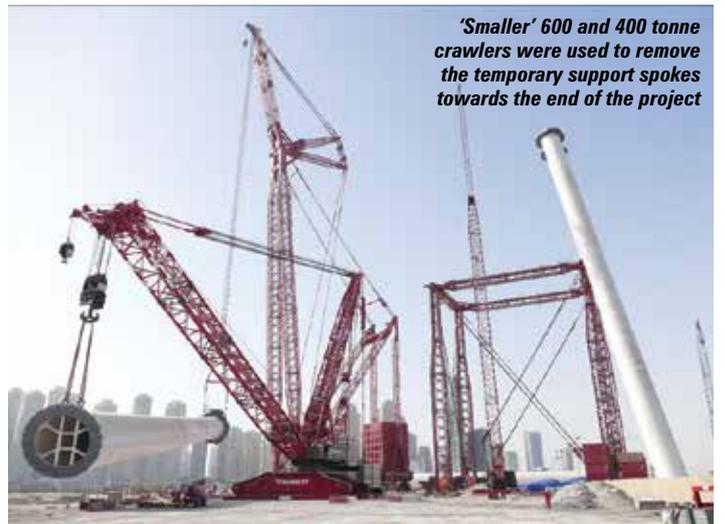
With the frame of the observation wheel complete, the LR 13000 remained on site to install the eight rim sections, each weighing 700 tonnes, as well as the 112 metre long temporary support spokes,

Key facts:

- World's tallest observation wheel
- 5,000 tonne PTC 200-DS ring crane
- 1,900 tonne spindle installed



Mammoet's PTC 200-DS and Liebherr LR 130000 cranes installing the wheel's 1,900 tonne spindle



'Smaller' 600 and 400 tonne crawlers were used to remove the temporary support spokes towards the end of the project

weighing 470 tonnes, to form the wheel. The crane was set up between the wheel and the barge in order to install each section in a single lift without needing to set them down or reconfigure the crane. Once the wheel was completed and all 192 spoke cables in place and secured, Mammoet supplied two

more modest crawler cranes, a 600 tonner and a 400 tonner, to remove the temporary spokes.

Standing at 250 metres, Ain Dubai is almost 85 metres higher than what is now the second highest observation wheel located in Las Vegas.

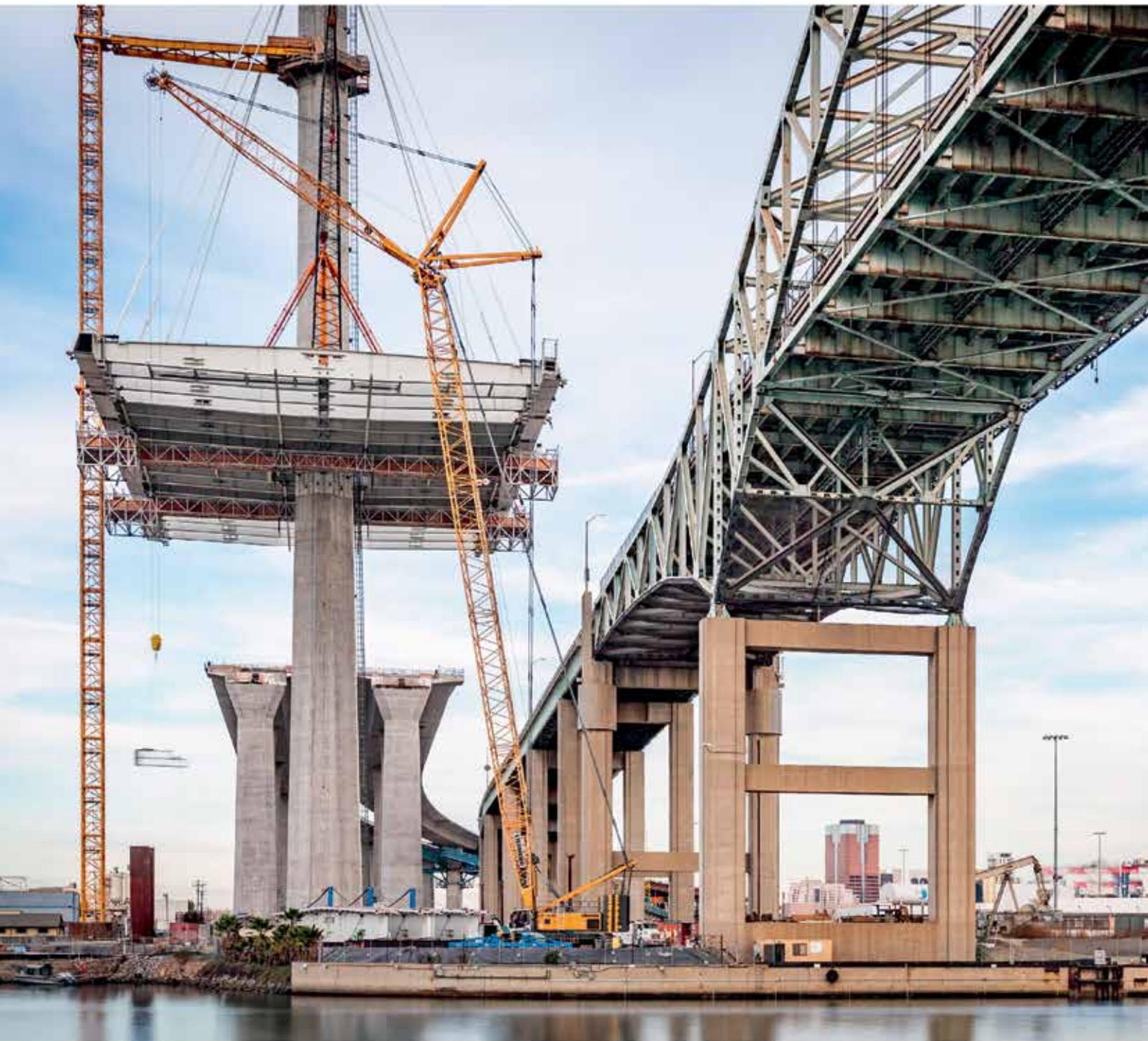


Temporary spokes were installed to support the heavy rim sections



Ain Dubai ready for Expo 2020

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Men from Marrs

Another big crane working on the Hinkley Point C project is the 330 tonne Favelle Favco M2480D luffing jib tower crane which - you guessed it - is the largest luffing tower crane in the world.

The crane belongs to Australian tower crane rental company Marr Contracting and was shipped to the UK last year in order to assist with the installation of 9.5km of tunnels required for the nuclear reactors' cooling system.

Set up with a 72 metre freestanding height, the M2480D has been configured with its main boom and luffing jib to offer a maximum radius of 102 metres, at which it can handle around 25 tonnes. One of the crane's first lifts was to install a tunnel boring machine as well as lifting tunnel sections into place.

As well as saving space on the site, the M2480D is fully rated to operate in wind speeds up to 20 metres a second.



The M2480D is being used to place tunnel sections and for other duties

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'V' for victory

Placing a large railway bridge over the river in Moudon, western Switzerland, presented crane company Emil Egger with a real challenge. The weight of the bridge - 380 tonnes - was further complicated by extremely restricted space on either side of the river, and the presence of a number of protected trees congesting the slewing area. The job involved lifting the bridge from its assembly point and slewing it 180 degrees in order to place it on the bridge abutments at a radius of 38 metres.

As such it required a large crane with a substantial suspended ballast radius but slewing past the trees made this impossible. However it proved a perfect job for the company's brand new Liebherr LR 11000 equipped with the first LR 11000 V-Frame variable counterweight system to be delivered. The V-Frame allows the suspended derrick counterweight radius to be dynamically varied from 13 to 30 metres.

In this case the crane was rigged with 440 tonnes of derrick ballast and once the bridge had been lifted, it was raised in closer to the crane, allowing the suspended counterweight radius to be reduced

Key facts:

- First LR 11000 V-frame counterweight system
- 1,100 tonne Liebherr LR 11000 crawler
- Lift 380 tonne railway bridge

to its 13 metre minimum, just enough to clear a small row of protected trees as the crane slewed the load. Once past the trees the counterweight radius was then extended to 28.5 metres, allowing the crane to place the bridge on its abutments at a radius of 38 metres.

Managing director Michael Egger said: "Without the hydraulically adjustable ballast radius, hoisting the bridge would have been significantly more expensive. Firstly, it would have required much more expensive work on the embankment to get closer to the abutments with a crawler crane. And then we would also have required a much longer crane track to complete the bridge immediately in front of the abutment."

"Another benefit of using the V-Frame for jobs, is that the derrick ballast pallet has a maximum ground pressure of 150 kN/square metre thanks to the integral load distributor plates. The ground

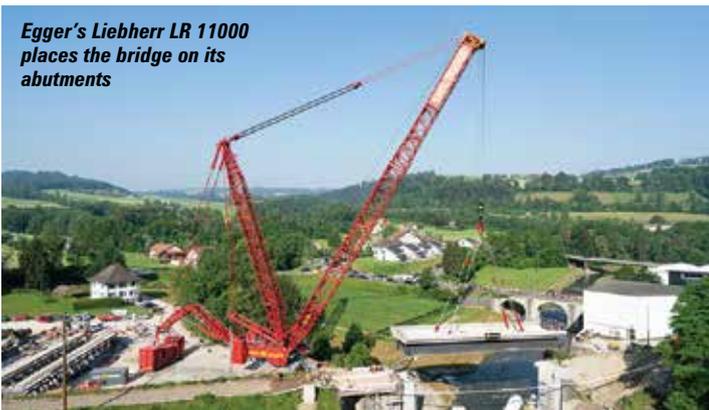
pressure from a ballast trailer is at least three times higher than that and often requires expensive ground preparation."

"A clever feature that helped us complete the job quickly was the VarioTray detachable ballast system. The facility to simply unbolt the central section eliminates the need for a mobile crane to stack and de-stack the ballast slabs. Because of the situation on the site, we would have needed a large crane and would have lost an enormous amount of time and required a great deal of space," says Egger. "In most cases, our LR 11000 can position the derrick ballast pallet - or at

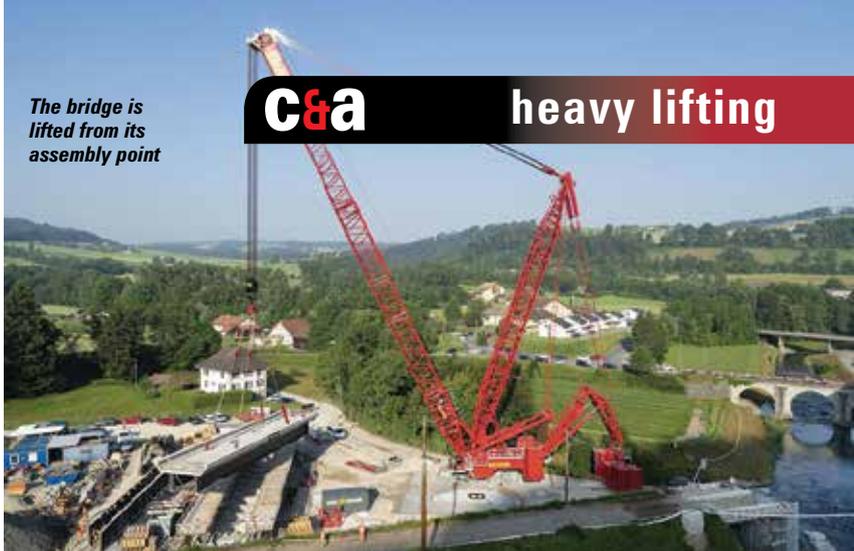
least the outer section - itself since the central section of the ballast remains on the crane and therefore only around 300 to 350 tonnes have to be moved."

Liebherr monitored and supervised the whole process from setting up the crane to positioning the bridge. It even carried out a live simulated lift at the factory with Liebherr's Dominik Gemeinder from the crawler crane test site at Echingen, saying: "We used an identical crane on our test site with the same set-up configuration, the same parameters as the Swiss site and a load of the same weight to simulate this lift."

Egger's Liebherr LR 11000 places the bridge on its abutments



The bridge is lifted from its assembly point



C&A

heavy lifting



The counterweight distance is reduced to 13 metres in order to squeeze past the protected trees



Floating giants

When it comes to ultra-heavy offshore cranes they don't come more powerful than the giant Sleipnir semi-submersible crane vessel named after Sleipnir, the eight legged horse ridden by Odin in Norse mythology. Ordered in 2015 and built in Singapore by Sembcorp Marine for offshore oil & gas installation specialist Heerema Marine Contractors it completed its sea trials and crane load testing last July, replacing Hereema's SSCV Thialf as the largest crane vessel in the world. With an overall length of 220 metres and a width of 97.5 metres, the vessel has been equipped with two identical 10,000 tonne Huisman revolving tub cranes which can carry out tandem lifts up to 20,000 tonnes.

Designed to work on large offshore projects such as jacket installations, topsides, deep water foundations, moorings and other such structures, the cranes feature a 144 metre boom including the final offset section, and can handle their maximum capacity at a radius of 48 metres, and a mind boggling 4,000 tonnes at 82 metres radius. Maximum lifting height on the tip, which uses the whip hoist is 181 metres above the waterline with 32 metres of draft or 153 metres radius where it can handle 200 tonnes in either configuration.

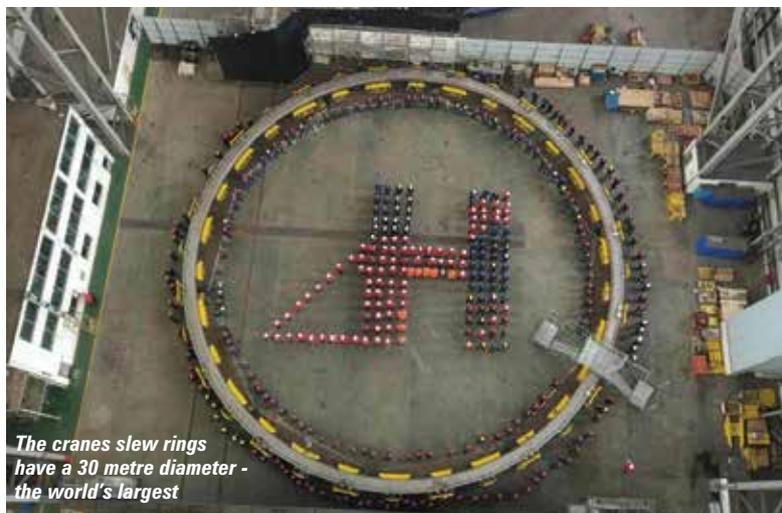
Key facts:

- World's largest crane vessel
- Two 10,000 tonne Huisman tub cranes
- 15,300 tonne offshore platform

Mounted on the stern of the vessel, the cranes revolve on the world's largest slew rings with an overall diameter of 30 metres, dual fuel engines are powered by Liquefied Natural Gas and low sulphur marine gas oil. And you will notice that the vessel has a third crane, at the front of the vessel, a little pedestal crane



Heerema's Sleipnir features two 10,000 tonne Huisman tub cranes



The cranes slew rings have a 30 metre diameter - the world's largest

which can handle 70 tonnes at a mere 12 metres radius, or 25 tonnes at 60 metres!

On completing its commissioning and entering service, Heerema's Sleipnir went directly to work

on Noble Energy's Leviathan development in the Mediterranean where the two cranes combined to carry out a tandem 15,300 tonne lift on an offshore platform, and this completing the world's heaviest lift ever by a crane vessel. This was followed by a second project installing the lifting of two offshore platforms weighing a combined 24,500 tonnes, all of which was completed in less than 20 hours.

The fact that the new vessel can handle such large modules, makes it a very cost effective and safer solution, in that it can significantly reduce the offshore installation process and time. Heerema chief executive Koos-Jan van Brouwershagen said: "We are very proud of this achievement. Sleipnir is a unique vessel, it is also LNG powered and thus climate friendly. And our client enjoys the benefits because lifting larger modules means less time involved and therefore a smaller budget will suffice for a job."



Both cranes carrying out the record 15,300 tonne tandem lift

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Stronger Together

Victor, business advisor

Chris, sales agent

Angela, engineer

Joak, engineer

Robert, parts specialist

Mark, crane operator

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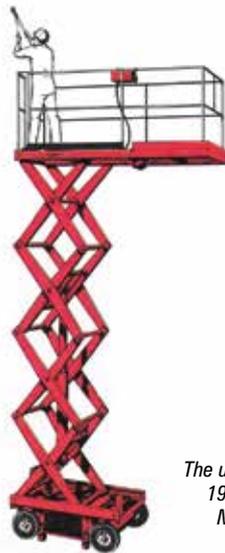
Too much choice?

Small battery powered scissor lifts with working heights of between 5.5 and six metres - 19 or 20ft - have been the most popular self-propelled lifts in terms of units produced for more than 40 years. The new ANSI/ISO standards and the move to a global product has changed everything, as manufacturers try to second guess end user and rental companies' needs. We take a look at the state of this important market.

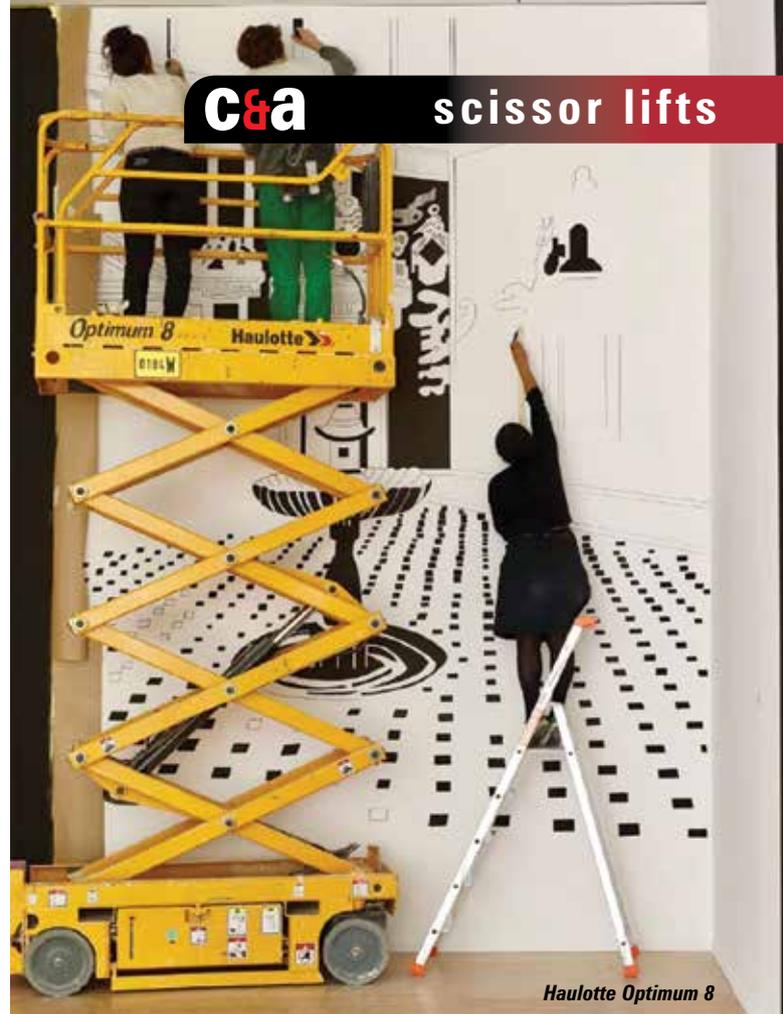
The very first 20ft slab electric models appeared in the early 1970s, however the big growth in the market came in the 1980s as machines dubbed 'Skinny Minis' became increasingly popular. Typically, they had a 20ft platform height and an overall width of around 32 inches/820mm, just enough to squeeze through a standard single doorway. They were however the same overall length as regular full-width 20ft models, often as long as 2.4 metres.

At the time the slab scissor lift market was led by Economy Manufacturing with its Wildcats and Cub - later acquired by Snorkel owner Figgie which eventually merged into Snorkel - along with Marklift, Mayville/Mec and UpRight initially with its Flying Tigers followed by the XL19 and 24s. In 1986 the SL20 - a sigma type lift which was priced right - was ultra-reliable, simple and robust. Selma Manlift was also active, but its smaller scissors were no match for the others, although it dominated the Rough Terrain scissor lift market. However it did have one of the first ever short 19ft models - the MSM

25B - but it was almost as wide as it was long at 1.12 metres! It was also on the heavy side as it had a stonking 567kg platform capacity! JLG was a major force in the aerial lift market at the time but struggled in the 1980s and early 1990s to build a decent competitive small scissor lift. Skyjack was not established until the end of 1985 although in the late 1980s it pioneered some game changing innovations such as swing out battery and component trays that



The ultra short 19ft Manlift MSM25B.



Haulotte Optimum 8

eventually became the industry standard. Genie did not enter the scissor lift market until the 1990s.

The arrival of the 19ft 'Elevator' scissor lift

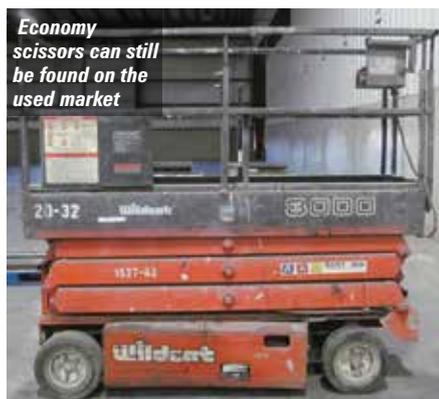
So MEC and Economy were clearly out in front, with the former carrying out a lot of clever development work with 'elevator' machines under the Dyna Mite name. It was the first to introduce an active pothole protection system years before anyone else took it seriously. Then at the end of 1993 UpRight developed a 15ft 'elevator scissor' - weighing less than 1,000kg - with an overall length of less than 1.65 metres in the form of the MX15 to compete with the 13 and 16ft MEC Dyna-Mite. The company quickly recognised that it could add an additional scissor stack to create

the 19ft MX19 so the product was rushed through in time for launching at the ARA show in 1994 and it became an instant success. At the same time the company swapped out its highly popular but dated XL19/XL24 models for a new range of 20 and 26ft slab scissor lifts in the form of the X20 and X26, both of which had active pothole protection.

MEC pioneered true 'Elevator' scissors



Skyjack SJ3219



Economy scissors can still be found on the used market



Mec also introduced active pot-hole protection



REACH HIGHER

WITH SKYJACK'S NEW RT LINEUP

Skyjack's new range of full-size rough terrain scissor lifts offer higher platform heights and increased capacity ratings. The new range replaces Skyjack's previous 88 and 92 models and consists of the SJ9233, SJ9243, and SJ9253 RT.

Maintaining features common to all Skyjack products, including easily accessible service components and Skyjack's AXLDRIIVE™ system, this new range is also compliant with Euro Stage V emission standards.



13ft scissor lifts are becoming the new 19fts

13ft mini micro scissors

The 19ft scissor lifts almost completely replaced the full length 20ft scissor lifts and became by far and away the biggest selling powered access product ever, at least in unit terms. That may well be set to change with new standards over the years having made 19ft scissor lifts heavier and longer, and new 20ft machines appearing on the market. More critically perhaps is the growing popularity of 13ft micro scissor lifts. Most companies now have a product in this sector including JLG, Genie, Snorkel, Dingli, MEC, GMG, Sinoboom and Instant UpRight to name a few - all of them built in China. A pioneer in this market Hy-Brid Lifts has also seen sales take off for its lightweight compact 10, 14 and 16ft low level scissor lifts, all of which are built in North America.

19ft still the main product

While these mini micro scissor lifts, along with the 12, 16 and now 20ft mast type lifts, are taking an increasingly large part of the sub 26ft scissor lift market, the 19ft scissor lift remains a staple of most rental fleets and is almost certainly the most requested product by end users... "send me a couple of 19 footers" is a classic request to rental companies from regular customers. In most cases the end users are not that fussed which manufacturer's product is delivered - a Genie GS-1932, a Snorkel 3219, a Skyjack SJ3219 or even a Dingli. Until now if you were looking to buy or rent a 19ft scissor lift, the choice was relatively simple and straightforward with most models having very similar specifications and performance. Platform capacity was around 230kg, weight somewhere in



19ft scissor lifts are one of the most requested access rental products

the region of 1.5 tonnes and overall length 1.6 to 1.7 metres. The key specification choice was down to the overall width with some models at 30 inches/760 mm and others at 32 inches/820mm - both supposedly capable of passing through a standard doorway, although we all know that 760mm machines are a good deal easier than 820mm!

In Europe most 19ft's have been indoor only and all needed to fold or drop the guardrails to pass under a two metre overhead obstruction, while in North America most could squeak in under two metres thanks to the lower guardrail height standards. 19ft scissor lifts therefore almost a generic product with the choice largely based on the manufacturer along with availability, price, build quality, parts and service coverage, not to mention finance package and relationships.



Not all 19ft scissors have had an outdoor CE rating

Today that has all changed with buyers now faced with a myriad of decisions. Do they want a heavier indoor/outdoor machine? Are they happy with reduced performance when using it outside? Do they want a machine with an overall width of 760mm and limitations, or an 820mm model? Both of these factors have a bearing on the machine's overall weight. If two tonnes is acceptable then you can have it all. But extra weight can add cost and or performance - possibly requiring larger motors pumps and wheels. And then there is the cost of transport - four units weighing 1,500kg or less equates to a six tonne load, four units weighing 1,900kg is 7.6 tonnes. With more rental companies looking to improve truck loadings for greater delivery efficiency and a lower carbon footprint, weight and overall dimensions are becoming a significant issue. On top of this



Floor loadings can be critical in some applications



Aichi SV2632E



The more machines that can be loaded on a truck the lower the cost



Folding guardrails

floor loadings are often important for these small machines. One of the big selling points of Hy-brid Lifts over the years has been the ability for its machines to work on suspended floors thanks to their ultra-low overall weight.

Guardrails!

And then there is the guardrail issue. Can you, or if you are a rental company, your customer be bothered with folding guardrails down every time you want to go through a standard doorway? The salesman at a trade show makes folding the guardrails look a breeze, so nothing to be concerned about? However try and do the same slick manoeuvre with a three year old machine on a wet day in the middle of winter and it is another thing entirely.

Knowing your customer

The problem for rental companies is that they need to consider what is really important for their customers. Some companies are good at this, especially with larger, more specialised machines. But there has never been much need to bother with such considerations when looking at 19 footers, unless

| Make | Model | Work Height | | Platform capacity | | O/A | O/A | Stowed Height* | Total Weight | Platform Extension | Drive Elec/Hyd |
|----------|-------------|-------------|---------|-------------------|----------|-------|--------|----------------|--------------|--------------------|----------------|
| | | Indoor | Outdoor | Indoor | Outdoor | Width | Length | | | | |
| JLG | 1930ES | 7.72m | 7.72m | 230kg | 120kg/1p | 760mm | 1.87m | 2.02m | 1,565kg | 900mm | E |
| JLG | ES1932 | 7.79m | 7.79m | 230kg | 230kg/1p | 810mm | 1.7m | 2.1m | 1,521kg | 910mm | E |
| JLG | ES1932I | 7.79m | N/A | 230kg | N/A | 810mm | 1.7m | 2.1m | 1,213kg | 910mm | E |
| JLG | R1932 | 7.8m | 7.8m | 230kg | 120kg/1p | 810mm | 1.74m | 2.1m | 1,565kg | 910mm | H |
| JLG | R1932I | 7.8m | N/A | 230kg | N/A | 810mm | 1.74m | 2.1m | 1,213kg | 910mm | H |
| Genie | GS-1930 | 7.8m | 6.47m | 227kg | 227kg/1p | 760mm | 1.83m | 2.1m | 1,505kg | 910mm | H |
| Genie | GS-1932 | 7.8m | 6.47m | 227kg | 227kg/1p | 810mm | 1.83m | 2.1m | 1,360kg | 910mm | H |
| Haulotte | Optimum 8 | 7.77m | 7.77m | 230kg | 230kg/1p | 790mm | 1.9m | 1.98m | 1,590kg | 860mm | E-AC |
| Haulotte | Star 8S | 7.95m | N/A | 200kg | N/A | 790MM | 1.4m | 1.98m | 1,150kg | 400mm | E-AC |
| MEC | Micro 19 | 7.6m | 6.5m | 227kg | 227kg | 760mm | 1.5m | 2.12m | 1,280kg | 600mm | E |
| MEC | 1930SE | 7.8m | 7.8m | 227kg | 227.1p | 760mm | 1.9m | 2.1m | 1,420kg | 900mm | E |
| GMG | 1930-ED | 7.8m | 7.8m | 230kg | 230kg/1p | 760mm | 1.82m | 2.2m | 1,490kg | 910mm | H |
| Skyjack | SJ3219 | 7.6m | 7.6m | 227kg | 227kg/1p | 810mm | 1.80m | 2.1m | 1,476kg | 910mm | E |
| Snorkel | 3019E | 7.8m | 7.8m | 250kg | 250kg | 770mm | 1.91m | 1.76m | 1,581kg | 910mm | H |
| Snorkel | S3219E | 7.8m | 7.8m | 250kg | 250kg | 810mm | 1.78m | 2.11m | 1,614kg | 910mm | E |
| Hy-Brid | PS-1930 | 7.5m | 4.7m | 295kg | 295kg | 762mm | 1.76m | 1.88m | 900kg | 762mm | E |
| Dingli | JCPT0807DC | 7.8m | 7.8m | 230kg | 230kg/1p | 780mm | 1.86m | 2.15m | 1,415kg | 900mm | H |
| Dingli | JCPT0807HD | 7.8m | 7.8m | 230kg | 230kg/1p | 780mm | 1.86m | 2.15m | 1,435kg | 900mm | H |
| LGMG | AS0607 | 7.8m | N/A | 230kg | N/A | 760mm | 1.83m | 2.12m | 1,580kg | 900mm | E |
| LGMG | AS0607E | 7.8m | 7.8m | 230kg | 230kg/1p | 760mm | 1.86m | 2.14m | 1,610kg | 900mm | H/E |
| LGMG | AS0607W | 7.8m | 7.8m | 230kg | 230kg/1p | 810mm | 1.83m | 2.12m | 1,600kg | 900mm | H |
| JCB | S1930E | 7.8m | 7.8m | 230kg | 230kg/1p | 760mm | 1.78m | 2.11m | 1,330kg | 900mm | E |
| Sinoboom | GTJZ0608S | 7.8m | N/A | 230kg | N/A | 760mm | 1.78m | 2.1m | 1,526kg | 900mm | E |
| Sinoboom | GTJZ0608M | 7.8m | 7.8m | 230kg | 230kg/1p | 810mm | 1.78m | 2.1m | 1,458kg | 900mm | E |
| Zoomlion | ZS0607DC-Li | 7.8m | N/A | 230kg | N/A | 760mm | 1.85m | 2.1m | 1,455kg | 910mm | H |
| Airo | XS8E Light | 8.03m | N/A | 230kg | N/A | 765mm | 1.82m# | 2.24m | 1,520kg | 1,000mm | H |
| Airo | XS8 E Wind | 8.03m | 8.03m | 230kg | 230kg/1p | 820mm | 1.82m# | 2.24m | 1,770kg | 1,000mm | H |
| ELS | EL8S | 7.6m | 6.5m | 230kg | 230kg/1p | 760mm | 1.83m | 2.19m | 1,560kg | 860mm | E |
| Imer | IM 5980 | 7.8m | N/A | 230kg | N/A | 800mm | 1.85m | 2.1m | 1,290kg | 1,000mm | E |
| Imer | IM5980EX | 7.8m | 7.8m | 230kg | 230/1p | 800mm | 1.85m | 2.1m | 1,500kg | 1,000mm | E |
| Imer | IM59080MC | 7.8m | N/A | 220kg | N/A | 800mm | 1.85m | 2.13m | 1,730kg | 360! | E-AC |
| Aichi | SV06E1NS | 7.72m | 7.72m | 227kg | 227kg/1p | 760mm | 1.87m# | 2.2m | 1,230kg | 900mm | E-AC |
| Eastman | ES1930E | 7.8m | N/A | 230kg | N/A | 760mm | 1.80m | 2.16m | 1,460kg | 910mm | E |
| Eastman | EX1932E | 7.8m | 7.8m | 230kg | 230kg/1p | 810mm | 1.80m | 2.16m | 1,470kg | 910mm | E |
| XCMG | GTJZ0607E | 7.8m | N/A | 230kg | N/A | 760mm | 1.88m | 2.16m | 1,490kg | 900mm | E |
| Mantall | XE80N DC | 7.78m | N/A | 230kg | N/A | 760mm | 1.85m | 2.13m | 1,490kg | 900mm | H |
| Airo | XS9E | 9.38m | N/A | 200kg | N/A | 765mm | 1.82m# | 2.35m | 2,000kg | 1,000mm | E |
| Imer | IM7380 | 9.2m | N/A | 200kg | N/A | 800mm | 1.85m | 2.2m | 1,700kg | 1,000mm | E |

*Guardrails up With Step # folded guardrails increases overall length to 2.04m ! Lateral extension

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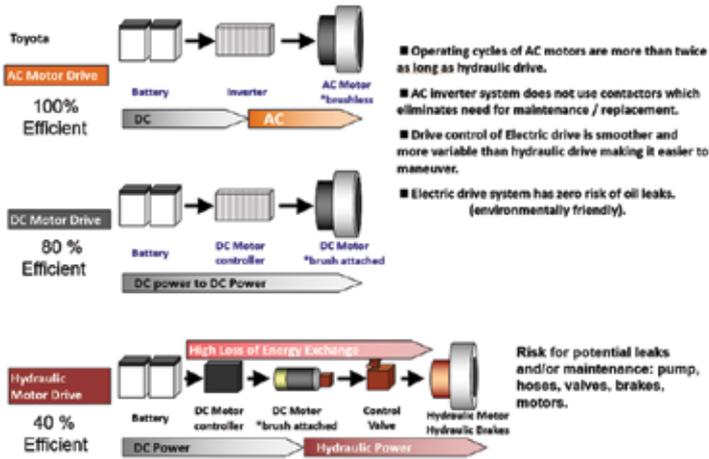


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1. Comparison of Drive System



The majority of models on the market now incorporate direct electric drive.

It was battery life, when direct drive was something that initially only JLG ES machines and Iteco offered. It was a strong selling point for a few end users whose work involved significant travel during the working day. Today however control systems and components have improved dramatically and it is less of an issue. Additionally the majority of machines are gaining direct electric drive with a choice now of indoor only, or indoor and outdoor ratings with each manufacturer mastering this in a different way. Including extra width or weight, or restricted working heights when working

outdoors. How important is overall width or weight or limiting outdoor working heights? Having strong customer relationships and knowing how they use the machines they rent from you is more important than ever.

Comparing them all

The opposite chart shows the wide range of 19ft type scissor lifts that is currently available. It is by no means exhaustive but does include the main manufacturers, which are principally Skyjack, Genie, JLG, Snorkel Haulotte, with Dingli and LGMG making up strong ground with Sinoboom not on the scene in

Europe and the USA.

We have also included two models from Airo and Imer that are actually 24ft machines but share the same dimensions as their 19ft offerings and are only marginally heavier.

As you can see there is not only plenty of choice but several manufacturers are now offering alternative machines in order to overcome the different end user requirements. While others are installing systems that aim to make a single machine cover all of the various requirements.

The key factors to look at tend to be overall width and weight, then rating - indoor only or indoor/outdoor - and in the latter case what if any restrictions there are when working outside. Other important aspects include stowed height with guardrails up. All machines that are over two metres have fold down guardrails that reduce the overall height well below two metres. Overall length - we have shown length with platform entry steps in place. Many models have pinned or bolted steps that can be removed to reduce the overall length by around 200mm. Finally note the deck extensions, two of

the companies offer full one metre extensions which can be handy in some applications, while most are 900mm and some shorter. Drive type is increasingly important, with the majority now being direct electric wheel motor drive, some using AC brushless motors, which are claimed to offer an additional 10 percent efficiency and long-term maintenance costs savings.

Interestingly some manufacturers - particularly those based in China - are currently offering customers a choice of electric or hydraulic drive on what is otherwise the same model.

Catching the leaks

Another subject that has emerged on slab electric scissor lifts in the past year or so concerns hydraulic leaks and other forms of contamination. End users have been paying increasing attention to the risks of such issues, which has led to greater interest and take up of items such as absorbent leak Diapers - nappies if you are British - to catch any drips from leaks. Some of the latest machines have been designed to eliminate the risk all together. For example, both the Snorkel 3019 and Hybrid PS-1930

Cover story

Snorkel supported street artist Gent 48 in the creation of a Covid-19 themed mural in Birmingham, UK, by providing him with a 33ft S3370RT compact rough terrain scissor lift from which to paint, the massive mural which was commissioned by the Birmingham based art4charity. Located on Meriden Street in Digbeth, Birmingham, it pays tribute to frontline professionals who worked to combat the virus. Art for Charity is the combined brainchild of Paul Cadman,

Professor of Entrepreneurship at Birmingham City University, and Nathaniel Hanna, co-founder of Melting Pot Birmingham. Their goal is simple: to harness the creativity and skills of artists and creatives across

Birmingham to raise funds for the Lord Mayor's Charity. In return, the artists receive royalties for everything they produce, but with the most significant portion reserved for charitable causes in the city.





Part of Hy-Brid's LeakGuard system on the PS-1930

have electric drive, electric steer and sealed batteries and the only fluid on board is that used for the lift cylinder with the Hy-Brid machine having a built in drip tank and small absorbent mats all of which it promotes under the 'LeakGuard' name. The Snorkel also incorporates most of the lift cylinder hydraulics into the lift cylinder module, an idea pioneered by JLG with its initial ES series almost 20 years ago.

MEC was one of the first manufacturers to look at the issue of leaks in a different way when it launched its Leak Containment System, or LCS this time last year, for which it has applied for a patent. The move followed a study into the causes and sources of hydraulic oil leaks on slab scissor lifts which to no surprise confirmed that the vast majority of leaks come from the hoses feeding the hydraulic wheel drive motors, which are constantly stressed by the back and forth steering function. That issue is eliminated with electric drive, while all other components are placed in a containment box with a drip tray for the steering cylinder, complete with absorbent mat, while any lift cylinder leakage is diverted to the tank.

The Hybrid PS1930 takes this a step further having had it designed in from the start, while most other manufacturers are now offering built in pads, the problem is that if the machine has not been designed for them they tend to be complex in shape and can be challenging to both fit and change. You can be certain that as manufacturers introduce new models this will be a factor that is built in, and one that is also likely to move up the food chain to include larger machines.

Some machines of particular note

Among the 37 machines in our comparison chart there are a few that deserve some additional coverage, mostly because they are new products and/or have features that are likely to become more widely adopted as we go forward and as such are worth consideration. We begin with two machines that really stand out due to some ground breaking new features - the Snorkel S3019E and the Hy-Brid PS-1930.

The Snorkel 3019E was unveiled as a prototype at Bauma last year. Its most notable feature is the way the scissor stack completely disappears into the chassis making it look more like a mast type machine, but without the mast up front. The design is very clever indeed and provides several benefits, the key ones being a significantly lower platform entry height at just 660mm, requiring just one step for entry. That also translates into an overall stowed height of just 1.76 metres, easily the lowest on the market.

Add that to an overall width of 770mm and you can see that it will pass easily through a standard built in pads, the problem is that if the machine has not been designed for them they tend to be complex in shape and can be challenging to both fit and change. You can be certain that as manufacturers introduce new models this will be a factor that is built in, and one that is also likely to move up the food chain to include larger machines.

The new Snorkel slab scissor lifts use a new variable angle sensing system, incorporating a side angle algorithm in its control system software, that reduces the permissible side slope of the unit based on the height of the platform. It is linearly interpolated so that it constantly reduces as the height is increased. What that means is that if the machine is working outside on a decent concrete slab with very little wind it will sense the fact and allow work at full height and capacity. However if the ground is sloping a little, or the machine is being pressured by wind gusts it will automatically lower the permitted work height to a safe level. All this with no input required from the operator. In reality operators will find that platform height is typically limited to 70 percent of its maximum, which on the 19ft means 13.3ft for a working height of 5.5 metres.

Other nice touches on this machine include all key services located at the rear so that units can be parked close to each other to maximise warehouse space. The emergency descent is also located here and uses a long lever so that the person using it is well back from any potential pinch points.

As with other small Snorkel machines the S3019E is equipped



Snorkel S3019E single step with integrated electrics

with an additional short tethered remote control for drive and steer when loading and unloading etc, and dual swing-out doors requiring significantly less space to open for access to the few chassis mounted components. Finally the fork pockets are incorporated into the top rail of the chassis and run straight through allowing lifting from either end. The machines sells for a premium over the company's other 19ft model, the S3219E. Downsides? Well the S3019E is on the long side at 1.91 metres just pipping the Haulotte Optimum 8 to be the longest machine we looked at. The step is bolted on and looks as though it can be removed, but given that it incorporates the charging points lower controls etc.. probably not something you would want to do too often.

Best for weight

We reviewed the Hy-Brid PS-1930 in some detail in the ARA show report in our March issue, but it is worth just mentioning its key attributes again. The major point is its overall weight of just 900kg - the lightest of the machines we looked at by a wide margin - and its high platform capacity at 295kg while maintaining an outdoor rating! All this and it is only 762mm wide and 1.76 metres long with an overall height - with guardrails in their

working position - of 1.88 metres. Too good to be true? Well yes there is a downside in that the working height when outside is reduced to 4.7 metres and the deck extension is a little shorter than most at 762mm - but that is it. Add in the direct electric drive and bullet proof leak protection system and it looks like a real winner.

The MEC Micro 19 is far and away the shortest of the machines we looked at, with an overall length with steps in place of just 1.5 metres - 1.3 metres with steps removed! It is a true elevator machine



The MEC LCS leak containment system



The use of under machine Diapers/Napkins has become more widespread in recent years



Snorkel S1390E



the Imer 5980 MC has a lateral deck extension



Mec Micro 19

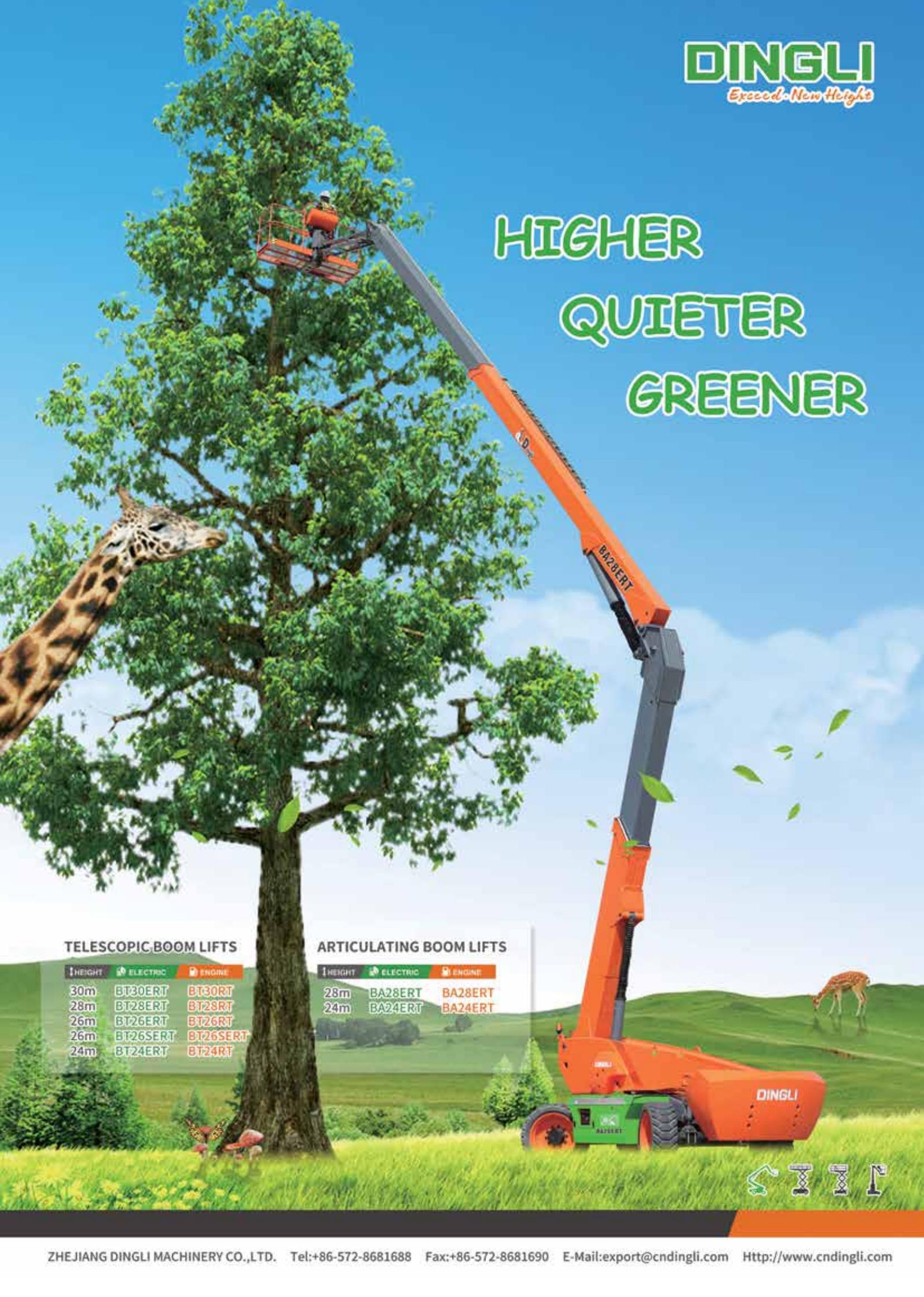
HIGHER
QUIETER
GREENER

TELESCOPIC BOOM LIFTS

| HEIGHT | ELECTRIC | ENGINE |
|--------|----------|----------|
| 30m | BT30ERT | BT30RT |
| 28m | BT28ERT | BT28RT |
| 26m | BT26ERT | BT26RT |
| 26m | BT26SERT | BT26SERT |
| 24m | BT24ERT | BT24RT |

ARTICULATING BOOM LIFTS

| HEIGHT | ELECTRIC | ENGINE |
|--------|----------|--------|
| 28m | BA28ERT | BA28RT |
| 24m | BA24ERT | BA24RT |



with similar dimensions to the 12ft mast type lifts. Overall weight is just 1,280kg - very light by modern standards - although this will prohibit it from riding in 1,000kg elevators. Remarkably it has an outdoor rating at working heights of up to 6.5 metres, add in direct electric drive and this is another really interesting machine.

Larger manufacturers are still adapting to the new rules with Skyjack, Genie and JLG undergoing transition arrangements towards global models, having launched the new ANSI machines this year, but yet to add all features to all CE models. As a result JLG, for example, has five machines in its range - (which will drop to four) - as it wrestles to offer all things to all customers. It continues to offer the premium ES direct electric drive models alongside the more basic R 'Rental' series with hydraulic drive. The new models have the range designation at the start of the model name with the ES1932 rather than the slightly narrower 1930ES, while the 1932R becomes the R1932. Both new models have lighter indoor only versions - the ES1932i and R1932i.

New global machines

Genie has two new 'global' 19ft machines, the GS-1930 - not previously available in Europe - with its 760mm overall width, and the GS-1932 which is wider but lighter. Both feature the company's 'Dual Zone Control' with two buttons, allowing operators to switch between indoor and outdoor use, with the Load Sense system adjusting the performance parameters for the environment selected. The lift has the same platform capacity whether working indoors or outdoors but



Airo XS8E

the maximum working height is adjusted downwards from the maximum of 7.8 metres to 6.47 metres when working outdoors. If no choice is made on start up, the machine will default to outdoors. The operator can however change between the two settings at any time from the platform controls.

Skyjack has completely updated its highly popular SJIII3219 to the SJ3219. Most of the characteristics and its look remain exactly the same, although everything has changed under the skin, including much of the machine's structural components. While the company uses dual working height controls on its larger slab electric scissor lifts it has kept the 19ft model simple, and the only restriction when working outdoors is a one person only rating.

Looking to European manufacturers Haulotte revamped its Optimum 8 scissor lift a few years back, but more recently it unveiled the European version of its 20ft mast type lift, the Star 8S which fits into this category although it clearly uses a different type of lift mechanism. It is clearly an indoor only machine but has some handy specifications for this type of work, being compact and light in weight. Certainly it is a good alternative for some end users.

Longer deck extensions

Airo has two models, the XS8E Light and XS8 E Wind. The Wind model is clearly designed for both indoor and outdoor applications being slightly wider and heavier. As already mentioned the company also has a 24ft model the XS9E with a working height of almost 9.4 metres and similar dimensions to the other machines in our chart - strictly indoor only of course. Fellow Italian Imer has three models in this category - all very similar, but slightly different. One has a lateral slide out deck extension, ideal where it is not possible to get right alongside a wall when the full length of the platform is required. It also offers a machine with 9.2 metres working height that we have included in the chart.

JCB entered the scissor lift market in 2017 with a line of Sinoboom built scissor lifts, including a classic 19ft model the S1930E, it now builds its scissor lifts at its own plant in India. That same year GMG entered



Sinoboom factory



the market with a line of Chinese built scissor lifts. It has introduced a number of innovations, especially at this end of the market. Its 1930ED has a good all-round specification and an excellent folding guardrail set up which truly is easy to operate and rugged enough to remain that way.

Finally we have Aichi, which manufactures one of the best scissor lifts on the market in terms of performance and reliability and yet outside of Japan or the USA where minority owner Toyota distributes them, it is a major challenge to try and buy them or even obtain information on them, even though they have been sold in Europe in the past. We have heard that it is restarting in Europe but appears to be focusing on boom lifts at the moment and has apparently already restarted scissor lifts sales in Australia. Its SV06E1NS is sold as the SV1932E in North America

Battery moves

We have already mentioned the battery life issue, but in addition to direct electric drive and more efficient hydraulics and control systems, a number of manufacturers are also offering lithium ion battery pack options. If all of the other factors are in place the benefits are debateable and will depend on price premium. In addition to the longer life - both between charges and overall life - lithium eliminates the maintenance issue. However the latest AGM batteries are also pretty much maintenance free, cost less and also have improved battery life. Some companies such as JCB offer lithium ion batteries but only install two rather than four. Lithium batteries also have their issues including cold starts and recycling challenges.

In summary the jury is out on what specifications will become the most popular. However, expect to see more machines like the Snorkel S3019 and the Hybrid PS-1930.



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PB updates Top 12 and 16 models

German scissor lift manufacturer PB is putting the final touches to a full 'Technical Update' for its 1.2 metre wide TOP 12 range and 1.6 metre wide TOP 16 series of narrow aisle heavy duty slab electric scissors. C&A was given an advance look at some of the changes.

The Top 12 range offers platform heights of between 36ft and 67ft with 13 to 22.5 metre working heights and platform capacities of 400 to 700kg. The Top 16 line offers platform heights of 36ft to 50ft /13 to 17.1 metre working height and 400 to 700kg platform capacity. They currently use many of the same key components such as scissor stack, and among the changes proposed are even greater commonality between the two, thanks to modular design and build.

The changes and improvements are extensive, with changes to many of the machines' structural components.

Starting with the most critical area, the scissor arms have been changed as part of an entire scissor stack redesign, with a new geometry, new pivot pins and bearings. Considerable weight has been saved in the upper areas of the lift mechanism including new arms. The material and weight has not been lost, but rather transferred into the lower part of the stack and the chassis, so that the lifts are strongest where the forces



New lifting cylinder mounting

are highest. The changes have significantly lowered the machine's centre of gravity while reducing the weight of the scissor stack, so that it is now a good deal easier to extend. This has also lowered stress levels throughout the upper areas of the lift mechanism.

The lift cylinders and attachment points within the scissor stack have also been redesigned, making them simpler, while helping increase overall platform rigidity. The result is a more 'maintenance friendly' design, which should provide



*The updated
PB S225-12ES*

greater long-term reliability. Moving to the top of the machine, the platform extension has been redesigned, making it easier to extend and retract, while a great deal of work has gone into protecting the slide/rolling mechanism from contamination - such as dirt and sand - with harder material used in the high point load areas of the tracks and easier more effective lubrication. Staying on the platform, the guardrails have also been redesigned with rounded, smoother profile square tubes and improved paint cover and quality with additional anti corrosion treatment. The same applies to all of the bolts and other fixings used on the platform.

The machines now also use the same modular chassis on both the Top 12 and Top 16, with a better steering system which allows front wheels to turn almost 90 degrees for improved manoeuvrability. The battery covers have also been changed making it fast and easier to gain access to components for

maintenance and repair. The battery compartment is also larger allowing the battery size to be increased 560 to 640Ah.

All of the changes provide an indoor/outdoor rating with two people in the platform, as well as capacity increases in some cases of 33 percent, taking the lower capacities up by 150kg to 600kg. Finally the control system has been improved providing smoother operation and greater operating efficiency, adding to battery life between recharges.



*The platform
and roll-out deck
have been improved*



New pivot points



New steering offers greater manoeuvrability



*The new easier to use
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Top of the technical tree?

The loader crane market is one of the more varied and diverse products that we cover, ranging from ultra small models installed on vans or light trucks, to behemoths which require the full payload of a five axle chassis and everything in between. We also have specialist ranges for forestry and timber, brick deliveries, waste and recycling to removing soil - 'Muck Away's as they are sometimes called. We take a brief look at some of the latest products and technology, followed by our first ever report on the 'dark horse' of the loader crane market, Hyva, which has been quietly expanding over the years in emerging and other markets to challenge the market leaders in terms of sales. Transport specialist Mark Carrington also takes a look at the niche market of cranes on articulated trucks.

This year has seen few new product launches as manufacturers filled in gaps in new product lines from last year and added the odd special application models. At the same time the major manufacturers - which include three publicly quoted companies, one private equity owned and one family owned - have continued to do very well financially through to the end of March. They have also continued to adopt increasingly impressive technology from electronics and control systems to steel fabrication and forming techniques, putting loader cranes right at the top of the technical tree, at least in the markets we report.

The Hiab K-505 HiPro'



Palfinger completes 25 to 60t/m TEC range

Palfinger has introduced four new 40 to 60 tonne/metre cranes this year, two TECC 5 models - the 43.7t/m PK 45.002 TEC 5 and 53.1t/m PK 55.002 TEC 5 - plus the TEC 7s the 45.7t/m PK 48.002 TEC 7 and the 55.5 tonne/metre PK 58.002 TEC 7, rounding out its 25 to 60 tonne/metre line up. The new cranes offer maximum lift capacities from 15.6 to 20 tonnes with maximum tip heights of up to 37 metres and outreach of up to 33.7 metres thanks to a wide range of jibs and extensions. All four use Palfinger's 'P' - Polygon - boom profile.

Standard features include 360 degree continuous slew with a choice of single or dual slew motors, radio remote controls - Scanreco on the Tec 5s and PALcom P7 on the



The 45.7t/m Palfinger PK 48.002 TEC 7



C&a

loader cranes

Hiab S-HiPro 230W

Palfinger adds to TEC range



Tec 7s - DPS Dual Power System for full lifting power in jib mode - DPS-Plus for the TEC 5, and DPS-C for the TEC 7 - along with the HPSC-Plus module which monitors the crane bed tilt to provide increased capacities and improved stability by taking the load on the truck into consideration. This allows higher capacities when fully laden which reduces as it is unloaded.

Special application models from Hiab

Meanwhile Hiab has been integrating its Effer acquisition into its distribution network but currently it continues to produce two full product lines. It also introduced a new crane for the waste collection market, the S-HiPro 230W. Designed for emptying underground refuse containers, the new crane joins the S-HiPro 130W launched in 2014, but offers 30 percent better lift capacity while being around 150kg lighter. It features a four section, full power telescopic boom and the whole crane folds flat on top of the truck's waste hopper. It is also equipped with the latest HiPro remote control system which is said to make it easier for novice crane operators to use, along with Hiab's Semi-Automatic Motion system.

It also unveiled the K-505 HiPro specialist drywall crane for the US and Canadian markets - its longest, heaviest and strongest drywall

crane to date - with a maximum load moment of 41 tonne/metres and the ability to deliver drywall sheets as high as the ninth floor of a building.

Tractor mounted Fassi for Sijperda

Fassi has been busy delivering production units of its 130 tonne/metre F1650 line, and more recently Dutch rental company Sijperda Verhuur took delivery of a 54 tonne/metre Fassi F545 mounted on a Volvo FH460 Euro 6 tractor unit. Equipped with Volvo Dynamic Steering, it allows the power steering to be adjusted digitally according to suit the driver. The crane has 360 degrees slew and a maximum outreach/radius of 14 metres, matched to an extendable three axle Nooteboom semi-low loader with fold-down bed, hydraulically extendable loading floor and the extra-wide five metre ramps. The rig will be used for transporting a wide range of bulky products, including large aerial work platforms and cabins.



Hyva know-how

Last year saw the 40th anniversary of lifting and loading equipment manufacturer Hyva coincide with the introduction of its new 40 model Edge range of loader cranes. Looking to find out more about the company, its latest products and how its worldwide presence is helping it become one of the leading players in the loader crane industry, C&A spoke with its loader crane product managers Riccardo Cuppi and Giuseppe Bevacqua.

A leading player

The company was founded in the small town of Alphen aan den Rijn - half way between Amsterdam and Rotterdam in the Netherlands - in 1979 to build hydraulic cylinders. It has since developed to become one of the world's leading producers of cylinders for the heavy duty truck market and in 2017 celebrated the production of its two millionth hydraulic cylinder. In between it has grown steadily through good times and bad, setting up new manufacturing and distribution subsidiaries all over the world while making a series of acquisitions, most of which have helped diversify its product range. Hyva now offers a wide range of hydraulic related products including hook and skip loaders, compactors and waste collection bodies and - importantly for us - loader cranes.

The company has tended to be overlooked, seemingly

overshadowed by the likes of Hiab, Palfinger, Fassi, HMF and PM. In fact this is the first time Cranes & Access has taken a look at the company in more than 21 years. Today, the company produces more than 100 different crane models under three brands, with capacities ranging from one to 160 tonne/ metres with a number of specialist models for the agricultural, timber and recycling markets. Although loader crane sales only account for between 15 to 25 percent of the company's total revenues, year on year growth since 2008 has seen it reach a point where it says it now competes with the likes of Fassi and PM behind market leaders Palfinger and Hiab.

Global product manager, Cuppi said: "According to our estimations we are now within the top three or four manufacturers in the loader crane industry. Much of Hyva's success comes from emerging markets and, as well as benefitting from



multiple brands, we also benefit from worldwide coverage, which is supported by one of the world's most extensive customer support networks in the industry."

Dates back to 1991

The company's first foray into the loader crane market dates back to 1991 following the acquisition of Dutch roll loader crane manufacturer Kennis. Then in 2004 private equity group 3i funded the Management Buy Out of Hyva from Alpha, taking a 65 percent stake with the management and previous owner holding the remainder. This led to further expansion and in 2007 Hyva acquired Italian loader crane manufacturer Amco Veba, which also included the Ferrari brand of

loader cranes, providing it with a serious position in the loader crane market.

The move also brought Amco Veba's more than 40 years 'know how' as well as its production facility in Poviglio, Italy - a region renowned for producing high quality components. Cuppi says: "Following the acquisition of Amco, we were able to leverage the know-how and experience of an industry pioneer that dates back to the early 1970s. There is a lot of heritage and legacy at the Poviglio facility which is located in a region not only regarded for its craftsmanship in Italy but also around the world. We therefore optimised our supply chain to take advantage of the synergies with the



Hyva cranes ready for delivery



Today, the company produces more than 100 different crane models

companies based in this area.”

Following the acquisition Hyva decided to adopt a multi brand strategy, retaining the Amco Veba and Ferrari brands alongside Kennis - all of which are manufactured at the 21,000 square metre Poviglio facility. It was also at this time that the company produced its first Hyva branded loader cranes, with the group benefitting from shared products, practices and technologies.

“The production, research, development and product management structure here in Poviglio are shared between the three brands. However, each brand is marketed with strategies according to geographic regions and distribution network.”

Worldwide presence

Hyva's has a surprisingly strong global presence, having established its first overseas subsidiaries - Hyva France and Hyva Belgium - in 1980. Germany, the UK, Spain and Portugal followed in quick succession and then in 1991 it opened its first operation outside of Europe - in Malaysia - and has since built a particularly strong presence in emerging markets operating in 130 countries worldwide, with 39 subsidiaries and 13 manufacturing plants.

In 2010 the company was acquired from 3i by Hong Kong-based Unitas Capital which paid €525 million for a 70 percent stake, prompted by Hyva's growing presence in emerging markets - around 70

percent of its revenues were generated outside of Europe, Africa and the Middle East. Unitas chief information officer, John Lewis said at the time: “This acquisition is a rare opportunity to buy a company that has significant market leading position in three of the four BRIC economies of China, India and Brazil.”

In the years since the acquisition Hyva has continued to strengthen this position with the opening of additional production plants in

China, India and Brazil as well as the addition of eight new subsidiaries outside of Europe. In terms of revenues Hyva is coy on disclosing it but estimates suggest \$800 million or so.

Cutting Edge

More recently the company launched its all-new Hyva Edge range of loader cranes which is also available under the Amco Veba and Ferrari brands as its New Age and Next Generation ranges. Originally unveiled in 2016, it wasn't until



Last year saw the 40th anniversary of lifting and loading equipment manufacturer Hyva

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|---|---|---|---|--|---|--|--|
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|---|---|---|---|--|---|--|--|

Day by day, Fassi works towards the future. It does so by focusing on **digital and mechatronic innovation**, introducing **applications and technology to support human operators**. These devices are developed entirely by Fassi and can be activated either remotely or via selector switches and can assist the operator both in terms

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More about: fassi.com

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Bauma last year that the company completed the range, which offers capacities ranging from nine to 66 tonne/metres.

Spread throughout its compact telescopic HT, articulated HB, articulated double linkage HC and HCK ranges, features of the new line include 425 degree slew, extra wide stabilisers and a new control station for improved visibility and easier operation. The HC-K models also feature a short retractable secondary boom configuration that provides a high lifting point to make it easier to handle loads close to the crane boom. It also allows for the boom to comfortably fit within a short truck body during transport.

The Edge range also includes a number of innovations including Extra Extension Speed (EES) which reuses hydraulic oil to increase the speed of extensions and its Lift Control System (LCS) which can reduce the speed of the crane in order to increase the capacity of the crane by 10 percent when lifting heavy loads. Additional features include the Dynamic Load Diagram system and graphic display, which clearly indicates the available working envelope based on the truck's actual stability and weight of load, and the Magic Touch feature that allows automatic boom stowage and unfolding from travel to ready to work position.



Dynamic Load Diagram system

When explaining the rationale behind the new range of cranes, Cuppi says: "The most obvious difference in this range from previous models

is the design, which had to be modified in order to match perfectly with the latest truck body designs. The ergonomics and ease of use were also factors as well as the use of more robust materials, along with state of the art electronic and hydraulic components. We are so confident of the quality with the Edge line that we have included the best warranty conditions in the industry."

In the field

Shortly after the launch of the Edge range, the company announced an extended three year warranty on all crane components and five years structural warranty. This move, according to product manager Bevacqua, was a result of the improved components and materials as well as the company's growing confidence in its development process, along with intensive testing simulating more than 10 years of high usage.

Bevacqua adds: "The warranty is proof of the reliability and is the result of a solid development process of design, prototyping and field testing which is pretty unique in our industry. In order to have the confidence to offer our warranty we needed to make sure they were tested rigorously. The cranes underwent at least 64,000 cycles under maximum work-load conditions as part of the fatigue testing. This is a constant cycle that takes three or four weeks, day and night. As well as these cycles we also test the crane in different configurations and then again every time it is fitted with any new elements - such as new stabilisers or a fly jib - so on average our cranes are tested 100,000/105,000 cycles, which is well over the amount required."

Following its internal test programmes, the cranes are also



Hyva HC161

subjected to an extended field testing programme in real day to day operating conditions, with any end user comments and suggestions fed back to the team.

"We have partnerships with trusted customers and provide them a field test machine to test not only the lifting capabilities but also but also the real life conditions, such as driving over potholes or the use of the cranes that are not as constrained as our testing. Truck drivers for example seem to always push the cranes to their maximum, and although this is not always ideal, it is real life and we think it's necessary to complete the testing and fine tune our products."

Growth continues

The largest cranes in the Edge range - the 63.2 tonne/metre HC661e and the 57.5 tonne/metre HC601e - are scheduled for launch later this year, having been previewed at Bauma. They will be available for both the CE and non CE markets. The HC661 has a maximum capacity of 14.2 tonnes and can handle 650kg at a maximum radius of 31 metres. The slightly smaller HC601e on the other hand can handle a maximum capacity of 13 tonnes and take 500kg out to 31 metres.

Features specific to these larger models include continuous 360 degree slew, an auto levelling system, an operator auto detection

system which detects the stabiliser closest to the operator and the company's Active Awareness Radio (AAR) which alerts the operator through joystick vibrations of any potential hazards. The new models are the largest cranes it has introduced since the 95 tonne/metre HC951, 115 tonne/metre HC1151 and 165 tonne/metre HC1651 were launched in 2017.

When questioned on the company's plans for the heavy end of the market, Cuppi said: "We are currently completing the mid size range first, with cranes from nine to 21 tonne/metres, but the plan is to focus on developing bigger cranes in response to market demands. The process takes time, but we certainly want to be stronger in this market segment."

Looking to the future

As well as looking to move into the heavy duty market the company also has plans to develop more sustainable products. "As well as investing in new partnerships, products, and Research & Development, we are also keen to provide environmentally friendly solutions. This move goes beyond the demands of our customers or the general market and is in response to the environmental climate. Going forward I expect Hyva to take a lead in this area," says Cuppi.



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A recent example of this is the introduction of the company's first electric powered Kennis e-Power roll loader crane. Introduced at Bauma last year on its 16 tonne/metre 16-R, the crane's diesel engine has been replaced with an electric motor and battery pack which the company claims does not compromise the lifting performance of the crane. As well as offering reduced emissions and noise levels, the e-Power's On Road Recharging System (ORRS) is able to top up the batteries when in transit, while a plug-in charging solution is also available.

"We decided to start with a particular model of crane because it is a market that is already very sensitive to this requirement," said

Bevacqua. "The other reason is the truck mounted cranes would require a completely separate controls, while the roll loader crane is already autonomously moving because of its diesel engine."

Access to all areas

Another area the company is exploring is the powered access industry, having announced plans back in March 2019 to offer a 30 model range of truck mounted platforms through its dealer network.

The company has initially formed an OEM partnership with Italian manufacturer CTE to create the AT telescopic model line with working heights from 15 to 28 metres, and the AZ articulated boom line from



The Hyva AZ20.3H in partnership with CTE

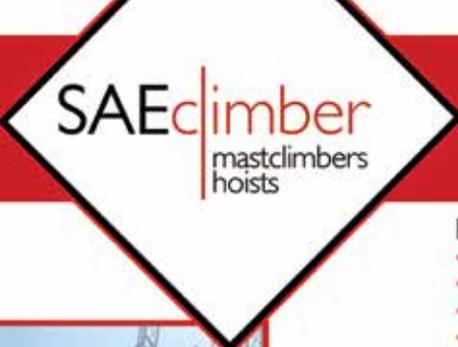
13 to 29 metres. A pick up version will also be available. The first unit available last year was the 20 metre AZ20.3 (the CTE Zed 20.3 HV) which it is selling through the Hyva distribution network.

Speaking shortly after the

announcement last year, Hyva crane business director, Davide Catellani, said: "The new aerial platform line represents another brick in the construction of the most extensive product portfolio in the industry for lifting and loading solutions. This underlines Hyva's commitment to support our worldwide customer base to cover a wide range of applications and market needs."

Given the company's worldwide market coverage this might prove to be a shrewd move that not only adds to its portfolio but also opens the door to new market sectors and customers and perhaps leads it further into the truck mounted lift market?





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Not for the faint hearted

Mark Carrington of Hickmire consulting and non-executive director for truck bodybuilder Kurt Hobbs Coachworks takes a look at the challenges and decisions involved with mounting loader cranes on articulated trucks.

The loader crane market has been growing steadily as lifting and handling rules have become tighter. Today cranes mounted on trucks and even vans are now commonplace, however loader cranes on articulated trucks are rarer and a more specific investment that requires the buyer to know exactly what they want and why. This is because they are a more expensive and considered purchase.

A specialist solution

Whether the crane is mounted on the tractor unit or the trailer, each has its own special engineering and operating problems meaning that operators are unlikely to invest unless they already have experience with this configuration, or have a specific task that warrants such a specific and long term investment. Most companies running cranes on articulated rigs are long established specialist companies with machine tool moving and factory installations forming a key market sector. Also a wide range of heavy, valuable or bulky cargoes that have their own special requirements, suit this type of crane mounting.

When specifying a loader crane on

an artic, a key factor is optimising the vehicle's payload. The fundamental choice is therefore whether to mount the crane on the tractor unit or the trailer, and if on the trailer, should it be front or rear mounted? Whichever option is chosen it pays to get specialist engineering advice.

When mounting a crane on a semi-trailer, the larger the crane, the more likely it is to be fitted at the rear as the torsional stability of the trailer is important and the more important the footprint of the trailer bogie and its stabilisers becomes. Cranes up to 200 tonne/metres can be fitted to low loaders but co-operation between trailer builder and crane installer is critical. On these higher capacity cranes the weight of the overall vehicle can be around 45 tonnes so operation in SGT0 Cat 2 - up to 80 tonnes gross combination - is necessary. Smaller cranes can be operated within Construction and Use regulations within 44 tonnes gross weight.

Fundamentally the crane installation and operation depends on the self-weight and footprint of the trailer and the crane outriggers and their fixing, so it is crucial that the



engineers at both trailer builder and crane installer co-operate fully in order to avoid future problems.

On the trailer or tractor?

There are pros and cons of mounting to either the trailer or the tractor unit. Clearly if the crane is trailer mounted it becomes a self-contained unit and can be installed with its own engine/powerpack therefore utilised with pretty much any tractor unit. When the trailer is not in use it allows the tractor to be used on regular duties. The disadvantage of a trailer installation is that load space is reduced by the space the crane occupies. The overall trailer length tends to be critical for large volume, lighter

weight loads such as cabins or bulky vessels. Where a step frame trailer is used for heavier loads, it is only the lower deck that tends to be used which means space is not so critical.

Many of the biggest loader cranes will be fitted to tractor units where both the weight and short chassis length aid torsional stiffness. The overall load to be imposed determines the truck specification, with tractors up to five axles being used, some solely as a crane with no fifth wheel coupling. A tractor mounted crane can, of course, be used as a self-contained mobile crane - but buyers need to check with the truck manufacturer on



Larger trailer mounted cranes tend to be fitted at the rear



A tractor unit installation makes for a versatile mobile crane

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any warranty limitations. Where a fifth wheel coupling is fitted some compromise may also be required to the trailer specification, as the standard 1.6 metre kingpin may obstruct the crane or wet kit or require the fifth wheel to be fitted further back from its optimum position. In such cases it may be appropriate not only to have a dedicated tractor but also couple it with a 'short neck' trailer as kingpin to rear dimension will be limited to 12 metres and so any deck length saved at the front end of the trailer cannot be added to the overall length.

Grundel solution

A specialist crane trailer has just entered service with Mansfield, UK-based K B Gundel. The company was established more than 30 years ago and provides an unusual fleet of lifting and handling vehicles. The company knows a thing or two about handling awkward and challenging loads and when looking for ways to better serve its customers it built a trailer, shortening a fully steered urban platform trailer to 10.5 metres and installing a Palfinger PK50HD crane at the rear. The resulting vehicle - which allows the tractor unit to be utilised for other purposes when the crane is not required - was designed to offer much greater

versatility than an eight wheel rigid truck and has a 17 tonne payload, compared to the 12 tonnes of the rigid. Whilst the build was something of an experiment, Kevin Gundel found that the crane's full capacity is available through almost 360 degrees. It only comes close to its limit when directly over the rear, but this can be remedied by ballasting the front end of the trailer. The trailer and crane is a useful tool on site and can handle almost three tonnes at 14 metres radius at 45 degrees to the trailer centre line, and a near 10 tonnes at six metres. Gundel believes this delivers much better value for money than an eight wheel rigid.

"Buy the right trailer"

Gundel also has an interesting view about fitting cranes to the trailer neck, which can be summed up as "Buy the right trailer!" A conventional semi-trailer is principally built for cost and payload. In order to achieve the maximum payload the overall weight of the trailer is kept as low as possible. This is perfectly satisfactory when carrying pallets or other conventional loads, but not when it comes to mounting cranes. Grundel prefers to use one of the manufacturers operating in the heavier 'Special Types' market sector, where neck



Grundel's urban artic with trailer steering is as versatile as an eight wheeler but with nearly 50 percent more payload



The Broshuis extender neck was found to have high torsional stiffness - well suited for mounting the crane



Nortons Transport with a similar trailer but tractor mounted Hiab crane



design has to take account of concentrated indivisible loads, and thus the torsional stability can be significantly better even than with the tractor unit. This means that even though the trailer mounted crane is further back than it would be if mounted on the tractor unit, the additional counterbalance created by its weight and length of the trailer means that lifting over the front of the tractor cab is greatly improved. This has been demonstrated on another purchase by Gundel's of a Broshuis extender fitted with a neck mounted Palfinger PK50.

Back or front?

Outreach and versatility also become more important when loader cranes are regularly used not only to unload a cargo from the trailer onto the ground alongside, but to lift loads into place at height or long radii. Cranes fitted to trailer necks are typically used for lifting lighter duties with unwieldy loads such as cabins, where significant outreach is required but high capacity at full extension is less critical. The rear area of the trailer can then be fully utilised. Cranes mounted to the neck of a semi-



With light bulky loads a forward fitted crane frees up load space



trailer give the operator the greatest flexibility for site drops of containers and cabins and long loads which can be offloaded to the side of the trailer. Typically cranes up to 30 tonne/metres are seen on trailer necks which means a site cabin can be placed around seven or eight metres from the centre line of the trailer. Outrigger consideration is critical as in this situation, as already mentioned trailer necks on conventional step-frames offer little torsional stability as it is effectively only mounted to tractor unit through the trailer king pin.

Handling statues

Charles Russell Transport of Gloucester runs several rear mounted Fassi cranes, the biggest of which is a Fassi F1950 on a specially-built, fully-steered four axle King step-frame. The crane was specified to offer a maximum lift capacity of 30 tonnes at 4.4 metre radius or 12.5 tonnes at its maximum outreach of 11 metres. Another Fassi F1150 is shortly to be delivered on a Nooteboom trailer.

Russell's crane fleet has advanced significantly from when Charles founded the company in 1968 to transport agricultural equipment. A Ford D Series fitted with a Hiab crane was the start of a division now highly respected for its lifting and handling expertise. Russell has invested in a number of increasingly large rear mounted cranes on low loaders. The company has a close relationship with Fassi, informing the manufacturer of its lifting requirement and leaving it to Fassi to specify the model. "If I make it clear what I expect the crane to achieve then it's their responsibility to ensure it does," says Charles Russell.

As the company's involvement in crane transport has increased so has its expertise and now many of the purpose built installations are handled in house. The company's reputation has resulted in customers trusting it implicitly for handling valuable loads, and it is often called upon to relocate artworks and sculptures. One such project which took three years in its planning and execution, involved the transport and installation of a number of large sculptures from a foundry in the UK to Doha where they were installed at the Sidra Medical and Research Centre. In all 14 statues were shipped and installed, the largest being 11 metres high and the heaviest weighing 26 tonnes. The project became known as 'The Miraculous Journey'.

Other projects have included Damien Hurst's 'Verity' in Ilfracombe, Devon and 'The Grain of Rice' in Canary Wharf, London.

Summary

There are differing views on configuration and its very much based on an operator knowing his 'game'. As outlined earlier it is a brave operator who ventures into this market without knowing the specific tasks he wants to perform, but getting it right leads to strong reputations.

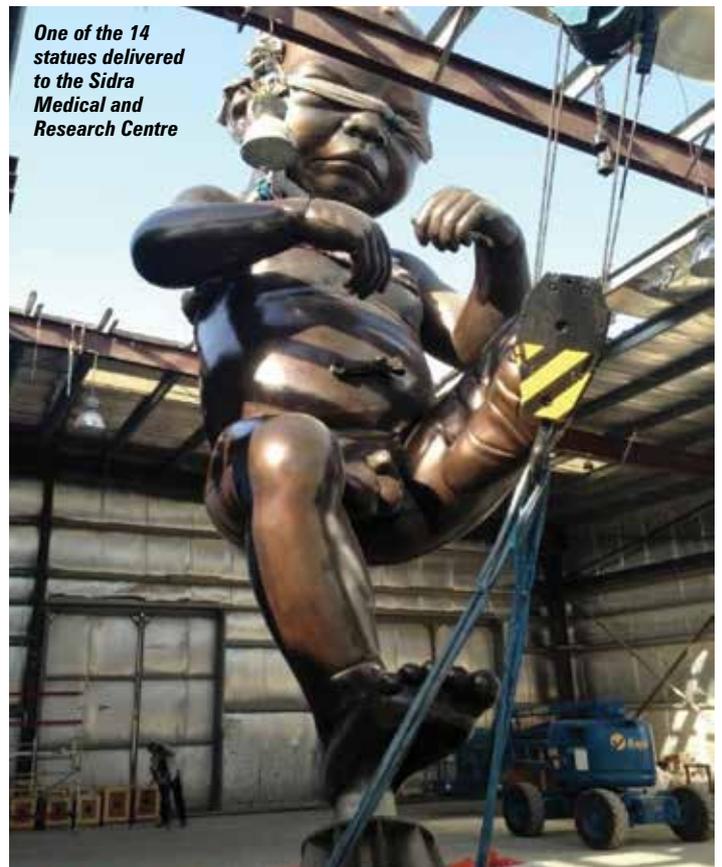
Mark Carrington began his 45 year career in the truck equipment and trailer business in marketing for York Trailers. In 2008 he acquired full ownership of the King Vehicle Engineering Group, which he sold in June 2016. More recently he has been providing advice through his consultancy company Hickmire and is non-executive director for truck bodybuilder Kurt Hobbs Coachworks.



A crane mounted to the rear of a semi trailer offers greater torsional stability and self-weight and is more suitable for bigger cranes.



At the top end of trailer mounted cranes is this Fassi F1950 fitted to a King four axle steering trailer



One of the 14 statues delivered to the Sidra Medical and Research Centre



The Verity installation in Ilfracombe.



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Challenges of adoption

More than 10 years on from 'revolutionary' introductions in the field of telematics, C&A examines potential reasons why this technology still has not yet reached the lofty heights predicted.

Back in 2011, following the introduction of a whole host of systems from major manufacturers and third party providers, we commented that telematics had 'finally come of age' and that 'its use was gathering pace both in the crane and powered access markets'. We also predicted that within a year or two telemetry would become standard on larger products such as truck mounted lifts and cranes and that it was conceivable to see a day in the 'not to distant future' when every item of rental equipment had telemetry installed...

A false dawn?

OK, so we may have been guilty of being a tad over optimistic, but these comments were made three years into what we deemed 'revolutionary' introductions to telematics. Systems allowed rental companies and manufacturers to remotely assist and resolve common user errors such as whether a machine's emergency stop was depressed, its outriggers incorrectly set up or its battery/fuel levels were low etc... This coupled with various geofencing and GPS vehicle tracking systems - technology which had been around

for more than 10 years prior to our comments - was available as well as a range of maintenance and inspection systems which provided companies and end users alike with a whole host of benefits.

So given all this, and the speed and ease in which technology has been adopted in day to day life, we felt (and still feel) that our predictions in 2011 should not only have come to fruition before now, but long since surpassed.

Fast forward to 2020

Fast forward 10 years and the predominant use of telematics is still very much geared towards asset location and usage. Improvements have clearly been made across the board but generally speaking they are very similar to what was going on 10 years ago and certainly the adoption and usage is nowhere near as revolutionary as we expected.

The major difference from then and now is that almost all manufacturers have some sort of telematics offering - whether that be developed inhouse or from a third party and available as standard or as a bolt-on. Another important difference is that accessing and analysing the data has become much more user friendly, with information offered in digestible formats on an array of dashboards, portals and mobile devices.

Even with these developments however it seems, as an industry, we have yet to fully grasp the full potential telematics has to offer. Perhaps we underestimated the industry's historical reluctance to adopt new technology... but surely there is more to it than that?



It's clear from Trackunit that interfaces have come a long way since 2011.



JLG offers both its remote analyser reader and access control to enhance safety

Alternative to manufacturers?

A lot of manufacturers are now offering the ability to integrate the data from other manufacturers into a single platform. But if you have not already committed to one manufacturer then a potential alternative is through rental software providers.

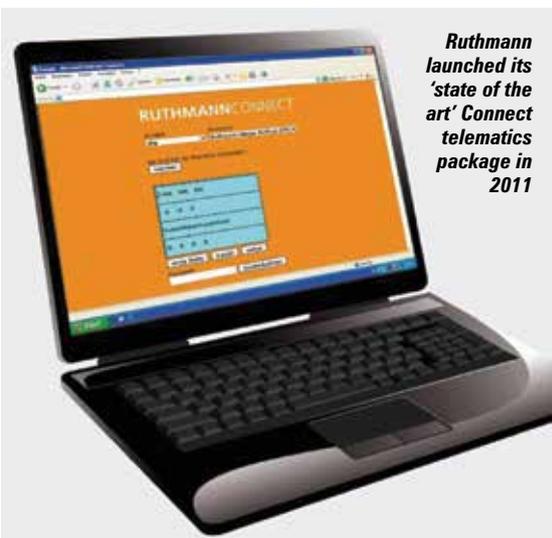
inspHire sales director Martin Bestwick, said: "The solution stack that inspHire offers incorporates many applications that are utilised across our customer base. These applications range from mobile solutions, integrated web portals, sales and analytic tools and of course telematic data feeding directly into the inspHire system from many telematic vendors."

inspHire, for example, is able to consolidate a large range of telematic data collected from more than 18 different providers including ZTR, CanTrack and Trackunit. This ensures customers have all the information they need in one simple system without having to move between a multitude of product specific interfaces (eliminating one of the challenges discussed in this feature). The customer web portal he mentions is a platform for rental companies to push end users key telematics information relating to the products they have on hire.

inspHire's Web Portal shows machine location along with a various other information.



Ruthmann launched its 'state of the art' Connect telematics package in 2011



So, what's the hold up?

In an attempt to discover the barriers and challenges that might be preventing telematics being more widely adopted and exploited we spoke with Matt Ross, Product and Telemetry Manager of Loxam's research and development division, BlueSky Solutions, as well as a number of manufacturers, software providers and rental companies to gauge where the industry is as a whole.

Cost

A recent study from digital technology analyst Juniper Research found that the number of businesses using asset tracking solutions will surpass 90 million in 2020 with costs totalling more than \$3 billion.

So what elements need to be considered when trying to budget accordingly to implement telematics across your fleet? First of all there is the telemetry device itself - the hardware that will be sending the data back to the office - this will need to be installed safely and securely either by a professional or a trained technician. More and more new machines are now coming with these fitted as standard but even if they are you will still need someone to implement the system as well as aggregate and analyse the data to get the most out of it - which will likely require a monthly or annual fee to access the data platform. However used well and the cost could be 'no brainer' of an investment.

Ross of BlueSky said: "A lot of the big manufacturers are fitting telemetry hardware as standard now with their new machines. We know that there may be an additional costs but as a company we see the value in that."

Time

Time is not infinite and in the fast-paced rental industry taking

on a telematics project is not a simple 'flick of a switch and off we go'. This is evident in the recently announced partnership between Trackunit and the Ahern group with chief executive Don Ahern, stating: "We conducted an expansive search of more than 14 telematics providers, including a multi month pilot scheme. At the conclusion of the study, our telematics committee selected Trackunit as our telematics partner." Granted, in this case it had to encompass rental, manufacturing and distribution companies into one system, but it goes some way to show the level of time required. This is also reflected in that the company has set a time frame to have Trackunit deployed across its rental fleet over the next three years.

Ross mirrored these sentiments by saying: "Telemetry is very much a long-term investment time wise, to get to a fully optimised and digital fleet."

You have to consider more than just the time it takes to research, select and implement the selected telemetry provider, the next stage is the interesting part - when you start to see results and can start to make educated movements. Ross adds: "We are analysing the data now we have the telemetry coverage on the machines and are looking at ways of improving the customer base but its only skimming the surface."

Mixed fleet issues

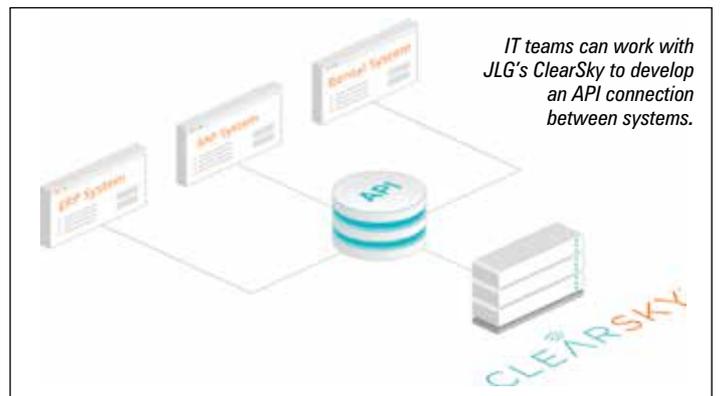
Have a highly mixed fleet in terms of makes and models can also present another major hurdle and pose significant challenges to its adoption.

inspHire's Martin Bestwick says: "When customers buy products from different manufacturers, fleet owners will typically seek access to the manufacturer's telematics solution."

As more manufactures include telemetry devices as standard



A telematics device from Terex



equipment, this may well become more of a headache to rental companies looking to analyse the data. Ross provides the following insight: "Every manufacturer has its way of doing something. Speaking to those that do both work platforms and telehandlers we are trying to get their data standard

to the same levels, so not just fuel driven or machine usage." These points may explain why telematics is not as widely used yet in our industry as we move forward and machines become even more digitised. The onboard systems will be able to communicate with each other, but this remains a challenge.

Fleet Map

| Attachment | State | Impoundments |
|------------|--------|--------------|
| AT 120 | AT 120 | 279 |
| AT 121 | AT 121 | 6,802 |
| AT 122 | AT 122 | 11,719 |
| AT 123 | AT 123 | 2,843 |
| AT 124 | AT 124 | 471 |
| AT 125 | AT 125 | 294 |
| AT 126 | AT 126 | 148 |
| AT 127 | AT 127 | 173 |
| AT 128 | AT 128 | 148 |
| AT 129 | AT 129 | 2,814 |
| AT 130 | AT 130 | 0 |
| AT 131 | AT 131 | 415 |
| AT 132 | AT 132 | 86 |
| AT 133 | AT 133 | 803 |
| AT 134 | AT 134 | 102 |
| AT 135 | AT 135 | 102 |
| AT 136 | AT 136 | 2,339 |

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Retrofitting

In order to incorporate the entire fleet the option to retrofit devices to older machines becomes important, Matt Ross from BlueSky explains: "As a company we have undergone a huge programme to get telemetry retrofitted, we want more than just the basic information provided on some of the older machines, which can be challenging."

While the costs of developing the systems or adding them to an existing fleet retrospectively involves a massive investment, the benefits for manufacturers, their distributors, rental companies and end users can be huge. Early this year Niftylift launched its Niftylink telematics which can be retrofitted to its machines to provide information on user issues and identifies key warning signs of potential machine breakdowns. Following a breakdown it will also provide details on what the issue is, what caused it and how to resolve it.

Genie also offer retrofitting kits that allow you to add Genie Lift Connect to all machines manufactured since 2015 as they were equipped with its telematics-ready connector.

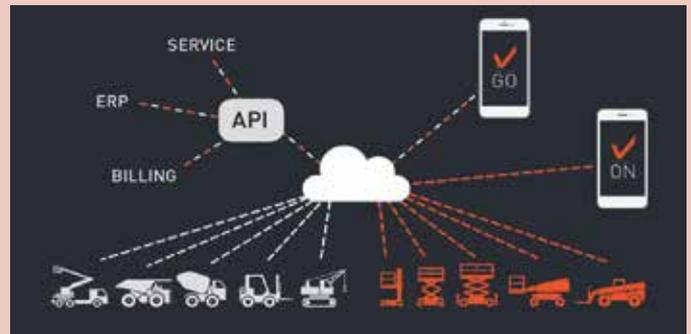


Niftylift recently launched its 'Niftylink' which can also be retrofitted

Manufacturer aggregation

A potential solution - although by no means the cheapest option - for rental companies with a range of different machines and manufacturers, and who are not already using existing rental software, is to approach a single manufacturer to integrate the data using an Application Programming Interface (API). Simply put this allows a telematics device installed on a machine by one manufacturer to talk to one from another manufacturer.

Speaking on the topic Matt Ross said: "A lot of the manufacturers are now offering aggregation opportunities, so will host all of your data from all of your suppliers in one platform. While this is great for smaller companies, especially those who might hire out a wider range of equipment from tools to telehandlers etc... for us it would tie us into one particular manufacturer, and larger rental groups like ours, would want to be fully in control of their own data as well as add additional data from other non-telemetry systems, ERP's for example."



Skyjack's Elevate system connects rental fleets directly to third party rental software.

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BlueSky thinking

When it comes to routine data it is probably fair to say that the access industry is probably leading the way compared to crane hirers, at least in terms of understanding and implementing telematics. Although at some levels - the crane manufacturers and rental companies operate some highly sophisticated telematics operations - but that is another story.

Matt Ross, product and telemetry manager of Loxam's BlueSky Solutions research and development division, spoke at length with us on the company's approach to telematics and how it has managed to incorporate it within the business. "The new standard for the Loxam Powered Access Division is to have a fully digitalised fleet and for all new machines to have a minimum specification for telemetry," says Ross. "The more machines we can have fitted with telemetry, the more information we can report, whether that be trending information for our customer base, or just specific machine based knowledge on a particular site."

"Although it might not seem like it,



Matt Ross has more than eight years' experience at BlueSky Solution.

telemetry as a whole in our industry has increased exponentially. More and more our customers are requesting information direct to them and that information is not necessarily just on breakdowns or machine usage, but also on management information for operatives all the way through to total relationship efficiencies."

"With telematics we are proactively advising our customers about the machines they have used previously. There might be examples where customers were unaware that they had underutilised machines, or ones that are taking excessive usage. We are able to notify them of these areas and offer alternatives to make them more efficient as well as provide cost saving benefits."

Challenges

"It is all about what you can read, telemetry is only as good as the data it can pick up, so the sensors need to be on the machine in the first place, or added additionally at extra costs. Machinery is an expensive cost - and as manufacturers try to reduce the overall cost of the machine - as they should - this can mean we lose value. For example, as engines are made smaller to comply with new legislation standards they require fewer sensors to control them, we lose the ability to see exactly what that engine is doing when you get below certain tier levels. Therefore we cannot report on it. It is somewhat counter intuitive for telematics when our machines become more efficient. We want sensors on them and lots of things to be able to read."

The great data debate

The question "who owns the data" was met with a mixed reaction all round. Everyone has a feeling that they should have a right to it. Whether it is the manufacturer supplying the original machine, the rental company that purchases the machine or the end user who actually generates the data - where should it sit?

Ross had a nice approach: "As an industry do we want to be really open and honest about it and get a culture of using the data to help our supply chain and customers or do we want to silo it and use the data for ourselves and try and benefit from it? Nationwide Platforms would like to see it more open - but with GDPR is this possible?"

inspHire's Bestwick Martin adds "On an OEM level its difficult to imagine an agreement being reached to force standardisation of data or share data at this moment in time due to the sheer number of hurdles that would need to be overcome to be able to gain a general consensus. Issues such as confidentiality, GDPR, anonymity, consistency in the collection of data are all very complex subjects so whilst I am sure the technology is available to support it, I don't yet see enough open dialogue on these issues which will make it possible and whilst there is the AEMP standards adherence to them are sketchy at best."

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Could access codes soon be replaced with smart card readers throughout the industry?

Back to the crystal ball

Where companies have adopted telematics it seems usage varies depending on the size of or focus of the company. Major companies for example are looking to use telematics as a 'value added' benefit for its large customers, helping highlight inefficiencies and unsafe operators, whilst the smaller companies are looking to utilise the technology with more insight into charging and servicing schedules to offset the initial



Check back next year to see how we get on with our predictions!

costs of implementing it.

It is probably fair to say 2020 has dealt us a duff hand with Covid-19, but if it has taught us anything, it is the importance of having a good digital infrastructure. In our Working from Home feature in the last issue of Cranes & Access, we highlighted just how quickly new technology can be adopted to enable businesses to carry on running. Something which would not have been possible for previous generations - or even five years ago! In comparison, telematics seems to be moving at a snail's pace with usage still focused on asset location and usage.

Gradual improvement are clearly underway however as more and more companies appreciate the

enormous benefits that can be gained, and this is one that can be a win-win for all of those involved. The manufacturer obtains invaluable feedback that can help with product development, the rental company can use it for make huge efficiency gains and buy machines more wisely, and the end user benefits from controlling and monitoring machine usage on site, while knowing exactly where new machine deliveries are, what any issues are and then they might be sorted.

That being said, we will temper our expectations this time round by remaining cautiously optimistic that telematics is set to take hold - and that when it does it will be a game changer.

To the Brave

On behalf of Cranes & Access and the Vertikal team, we would like to join others in paying tribute to those people around the world that have continued to work in critical and essential jobs, often at serious risk to themselves, in order that the rest of us could avoid or limit the risk of contracting the Covid-19 virus. They are truly the brave ones.

They include but are by no means limited to:

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- Service engineers working on critical equipment

Hopefully more of us will appreciate the work you do throughout the year and not just in a crisis. We are certain that all of our readers will join us in saying a very big

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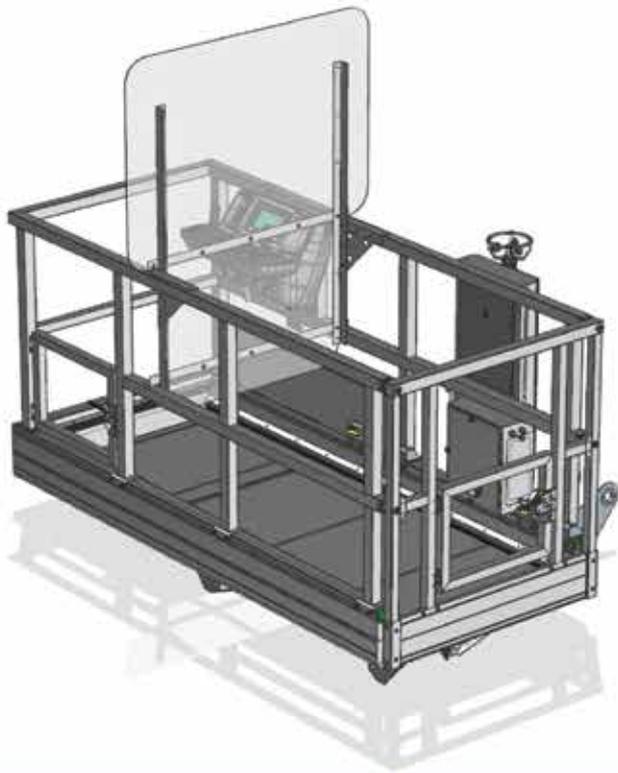
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WORKING TOGETHER TO KEEP BUSINESSES STRONG

In these difficult times it is more important than ever to communicate with your customers, suppliers, remote workers and others and maintain confidence in your company and brand as well as highlighting plans and strategies.

This may appear challenging when the natural instinct is to 'hunker down' cut everything back and just get through the crisis, often sacrificing long built up reputations. But there are alternatives.

By working together in a constructive manner and understanding each other's concerns and challenges, companies and the industry as a whole can stay strong and in a far better position to bounce back when all this has passed, as it most certainly will.

The Vertikal Press will be here all through the crisis, continually reporting on the industry we love and breathe, continuing to publish the magazines and providing a daily news service via the Vertikal.net web portal. We are also open to all manner of ideas and ways in which we can help support you - our readers and customers.

In times of crisis, creativity, openness and maintaining your presence in the market wins the day. This is when a company's true colours, depth and quality shine through - and the weak are exposed. So, keep in touch. Keep sending your news and continue to work closely with suppliers and partners as well as your customers - they are all important.

We will work with you to make sure you can maintain your profile. If you need help in any area - from finding ways to continue your advertising programmes, to assistance with editorial/news items - we are here to help.

The Vertikal Team, Leigh, Nicole, Keng, Pam, Clare, Mark, Rüdiger, Lee, Alex, Ed, Poppy and our fantastic contractors - Brett, Roland, Anja, Rob and Saul.

Successful debt collection



When it comes to running a successful business, few things are more important than good cash collection. All too often we hear of rental companies, dealers or even manufacturers having to write off substantial sums when a customer goes bust because they had continued to supply a customer well after they have stopped paying their bills. UK based credit agency and collection company Top Service provides some basic, but often ignored tips.

Be consistent and robust!

As a business operating in the construction industry, it is important that you get paid what you are owed on time and in full by your customers. Late payments and payment disputes can be costly to your business and have long lasting repercussions.

The construction industry relies heavily on the supply chain and excellent customer relations. Having to deal with overdue invoices, repeated late and non-payments can not only affect immediate cash flow but the opportunity for repeat business and client referral. In the event that an account moves into dispute having the time and right approach to work towards a resolution without damaging customer relations or causing negative impact to your projects can be a never-ending cycle.

Improve the success rate of your debt collection process

By taking a consistent and robust approach to your business's credit management process you will minimise your risk of late and non-paying customers. Information is key so the more information you can acquire on a potential customer the greater your chances of securing payment on work carried out or supplied. Using a credit application form is the easiest way to ensure relevant and appropriate details of the potential customer are being taken. It does not have to be long winded or lengthy, simply take the basic details you need to open a credit account and protect yourself.

Minimum credit application information

- Company name AND registration number

- The entity of business if not a limited liability company (Ltd, SA, Sarl, GmbH etc.)
- Names of the key people in the business
- Contact numbers & email addresses

Using a credit application form is one thing but the key to protecting yourself is in the detail and checking the form and information provided for any anomalies is where you will be able to protect yourself the most.

Check?

- Use a credit reference agency to check you have been approached by a bone fide company.
- Check the directors of the company and see if they have a lot of either active directorships, resignations or insolvent companies.
- Use your credit reference agency to look at the trading history of the business. Have other suppliers experienced non-payment or made enquiries about potential fraudulent applications?

Tip: Where you can, make a physical visit to the customer or potential customer if something doesn't feel right to you.

Research and monitor company trading history:

We urge our members and the wider construction industry to protect their businesses by actively monitoring trading experiences and acting upon early warning signs. Do not wait for the information to come to you, use an industry specific service that can spot changes in payment patterns resulting in regular, more in-depth and up to date checks being carried out to pick up information quickly.

If you already have a trading history with the business, look at the orders that have previously been placed. Some companies will establish a good line of credit with suppliers, placing small, regular orders to give the appearance of a good customer. However, once an order pattern starts to change, ask questions to establish the reason for the change.



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| TRADING EXPERIENCES | REPORTED BY | PERCENTAGE |
|---|--|------------|
| ACCOUNT ABSTENTION OFF | REPORTED BY A HOSE DISTRIBUTOR & FORWARD | 54 |
| ACCOUNT TERMINAL OVERDUE | REPORTED BY A PLUMBER & MACHINERY HIRE & SALES COMPANY | 54 |
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Act early

It is important to react to new information regarding your debtor. For example, how many other people do they owe, is there a new CCJ (County Court Judgement), has the credit limit dropped? If so, why? This is all information you should react to.

For example, if a new CCJ is registered then you should skip a few steps in your credit control process and get it to a third party as soon as possible. Alternatively, pick up the phone and talk to your customer. It would not be unusual for you to be monitoring the customer so it should come as no surprise to them that you know about the new information.

Do not ignore your gut feelings, noise on the ground or unusual trading patterns with the business. For example, why is the business asking for much more than usual and why are they not answering your call or following up on an email when they normally would? Has there been a sudden change in the way payment is received?

Ideally for the best chance of collection a debt should be no longer than four weeks overdue before passing to a third party. At Top Service we suggest no more than three letters are sent in-house. If they have not responded then they are most likely ignoring you and it will be prudent to refer swiftly into the next stage of your collection process. Act on information early and protect your business from the impact of bad debt.

Causes of Late Payment:

A one size fits all approach should be avoided.

Look at your options for collection. Take advice from your collections service provider on the best course of action for you and your customer. A one step approach is not always the most effective. Above all, ensure your credit control team have the tools and support to be able to be pro-active.

Know your rights

For commercial debts you can claim interest, compensation and costs of using third party collectors when applying the statutory legislation for late payment.

In the UK, the Late Payment of Commercial Debts (Interest) Act 1998 allows you to claim interest at a rate of eight percent above the base rate and a compensation figure - depending on the value of the debt you are collecting - from £40 to £100 depending on the amount of the debt. If your collection costs are more than the compensation figure you can claim the surplus under the late Payment of Commercial Debts regulations 2013. This is also enshrined in the European Late Payment Directive which provides similar terms throughout the EU.

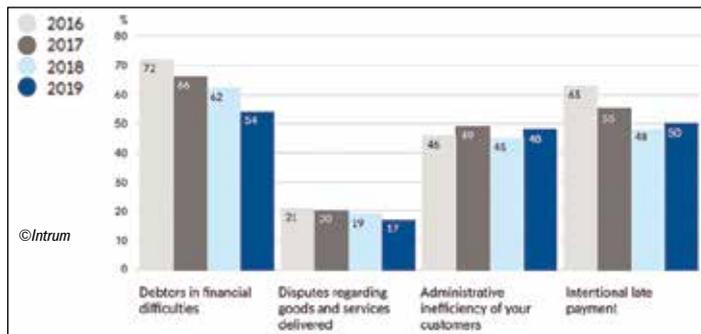


Summary:

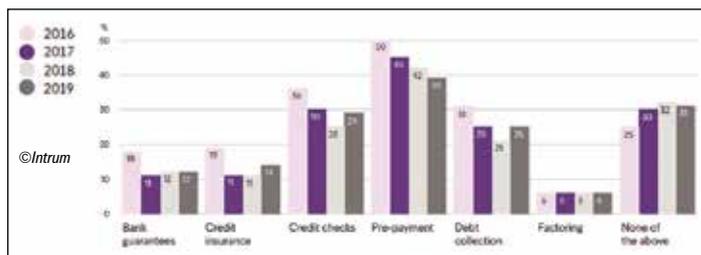
1. Carry out robust and consistent financial processes
2. Information is key. Use a credit application form to ensure relevant and appropriate details of the potential customer are being taken.
3. Monitor company trading history
4. Act early - it is important to react to new information regarding your debtor.
5. A 'one size fits all' approach should be avoided. Look at your options for collection, take advice from your collections service provider.
6. Know your rights when it comes to claiming interest. Whether it is contractual interest or statutory interest, you are entitled to it.

LEARN THE SIGNS. ACT EARLY!

What are the main causes of late payment of your own customers? (European average)



What precautions does your company undertake to protect against bad payment? (European average)



Percentage of debts written off (2019)



Top Service is based in the UK and in addition to publishing Companies House information adds the previous experiences of its members which can give a clear picture of immediate cash/payment issues that have yet to show up on in published accounts. It also includes information on non-limited companies and directors. Special rates are available to IPAF and CPA members.

The company can be contracted at www.top-service.co.uk



Charts courtesy of global credit specialist Intrum from its 2019 European Payment Report.

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RELIABILITY IN ACTION

New guidance on lifting IBC

The CPA's Tower Crane Interest Group has announced the publication of its latest Technical Information Note (TIN 052) on the lifting of Intermediate Bulk Containers (IBC). The TIN highlights the fact that containers or tanks - including IBC tote tanks or pallet tanks - are increasingly being used for the delivery of liquids to construction sites.

The lifting of IBCs by cranes can be hazardous as the fluid within the container can move as it is being lifted, changing the load's centre of gravity. The TIN states that if the IBC is not connected to the crane safely, it could fall. The risk can be reduced by following safe slinging techniques and being aware that when lifting partially filled IBCs there is an increased risk of fluid movement. The TIN also contains information on the different types of IBC, the precautions that should be taken when lifting them, and how they should and shouldn't be lifted. The TIN can be downloaded free of charge from www.cpa.uk.net/tower-crane-interest-group-tcig-publications

New safety publications catalogue

The CPA has released its safety publications catalogue for 2020, providing an overview of all the safety and technical publications produced by the association and its special interest groups. The catalogue also lists other publications available on the CPA website. Publications can be downloaded from www.cpa.uk.net/safetytechnicalpublications.



CPA Conference moves to April

The next CPA Conference will be held at the Heart of England Conference Centre in Fillongley near Coventry, on Wednesday 28th April 2021. The conference will focus on progress, recovery and rebuilding for the future. The event was originally scheduled for October, but in light of the uncertainty surrounding the Covid-19 pandemic, it was decided to postpone the conference until the Spring.

CPA chief executive Kevin Minton said: "We thought long and hard about whether we should postpone the conference and decided it was in the best interests of everyone if we moved it to the Spring. As the conference theme will be about preparing businesses for the future, it will be highly relevant in light of the current Coronavirus outbreak. We hope that CPA members and others in the construction sector will come away from the event with a great deal of knowledge about how they can better equip their businesses to deal with uncertainties and build for the future."



New operator apprenticeship approved

A new Trailblazer Apprenticeship for construction equipment operators has been approved by the Institute for Apprenticeships and Technical Education and is being finalised for delivery.

The new apprenticeship provides the equivalent to the Lifting Technician apprenticeship for crane operators that was launched several years ago. The qualification is set at Level 2, with learning taking place over 15 months using four machine types: excavator, dump truck, forklift, and ride-on roller. The content includes operator level servicing and basic maintenance techniques, as well as equipment marshalling, providing apprentices with an overall understanding of operations and supporting activities. The majority of learning will be undertaken in the workplace, with at least 20 percent learning 'off the job'.

The chairman of the working group, Patrick Flannery said: "After many years of developing this apprenticeship, we are pleased to have passed the final hurdle in getting it approved. This means we can now prepare the apprenticeship course for delivery."

New guidance for Coronavirus issues in the workplace

The Construction Leadership Council (CLC) has produced a Site Operating Procedures (SOP) publication for protecting the workforce during the Covid-19 pandemic. It includes information on minimising the risk of spreading infection and is based on Government social distancing recommendations.

The CPA has written a supplementary guidance publication for equipment related occupations, because most sites have now re-opened and social distancing requirements will be in force for the foreseeable future. The publication interprets the core requirements of the CLC procedures and outlines a tailored set of additional requirements for a range of equipment related occupations. These include operators and supporting personnel such as slinger/signallers, traffic marshals and maintenance staff, as well as delivery drivers. The guidance can be downloaded free of charge from www.cpa.uk.net/news-events/cpasplantoccupationssop

The CPA has also released a technical document entitled 'Guidance for Enhanced Pre-Operational Checks on Plant Following Post COVID-19 Site Lockdowns'. This guide will be particularly useful for those restarting machines 'trapped' on locked down sites that were shut down abruptly and that may not have been sufficiently prepared for extended non-operational periods. The document can be downloaded free of charge from www.cpa.uk.net/news-events/guidanceenhancedpre-operationalchecks





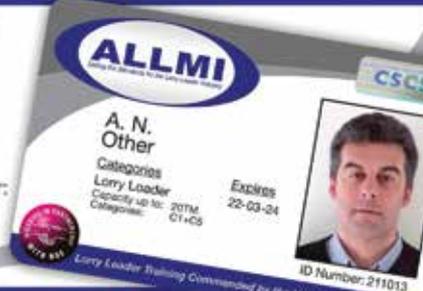
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- Crane Supervisor
- Appointed Person
- Thorough Examiner

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- Instructors
- Managers




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Did you know ?

Cranes & Access is read in the following countries:

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Results are for January 2020 and include printed copies - currently posted to 83 countries - and digital copies downloaded from www.vertical.net or the Magzter newsstand.

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More ALLMI training moves online

In the interests of reducing physical contact and time on site during this extraordinary period, ALLMI will be delivering more of its course theory elements online. The move follows the transfer of ALLMI's Appointed Person (AP) and Manager (AP and Thorough Examiner only) courses to an online format in May, which has proven hugely popular. Chief executive Tom Wakefield said: "Providing the AP and Manager training remotely has been very successful, so we are now looking at delivering the classroom aspects of our Crane Supervisor, Thorough Examiner and Instructor courses online too. We have also extended this option to our training providers in relation to the delivery of theory elements for Lorry Loader Operator and Slinger/Signaller courses."

Someone who has recently benefited from the online format is Shabbir Ahmed Khan of Saudi Real Estate Infrastructure, one of Saudi Arabia's leading contractors, who said: "I have been following the progress of ALLMI for some time and was delighted to access their Appointed Person course remotely. The training was excellent, the instructor was clearly very knowledgeable and he delivered the comprehensive course content incredibly well, in a manner which was easy to understand. The online format worked perfectly, not in any way detracting from the quality of the training and the whole experience has provided me with a deeper understanding of the subject, which will serve me well in my role."

One of ALLMI's recent online Appointed Person courses.



All courses to resume in July

Delivery of ALLMI's Crane Supervisor, Thorough Examiner and Instructor training will resume in July after a hiatus of more than three months. Whilst on site practical training forms a key part of each course, classroom elements will take place online wherever possible. The reintroduction of this training means that the full suite of ALLMI courses will be available for the first time since March.

Courses available from ALLMI are as follows:

Booked through an ALLMI Training Provider:

- Lorry Loader Operator
- Slinger / Signaller

Booked with ALLMI directly:

- Crane Supervisor
- Appointed Person
- Thorough Examiner
- Manager - PUWER 9.2
- Instructor



Contact ALLMI or visit www.allmi.com for further details.

EN 12999 update

The latest revision to EN 12999, the European product design standard for Loader Cranes, is currently undergoing the 'Final Vote and Approval to Publish' stage. If passed, publication is scheduled for October/November this year. The new standard will contain amendments covering a range of areas, including safety systems on remote controls, stability testing, and improved mapping against the Essential Health and Safety Requirements of the Machinery Directive.

HSE Safety Alert - air suspension systems

ALLMI has made its members aware of a HSE Safety Alert aimed at those carrying out, or responsible for, work on vehicles with air suspension systems. Its release follows HSE investigations into several serious incidents. To view the guidance visit: www.allmi.com/hse-safety-alert

BSI distributor status

Standards development is a core ALLMI activity, and adherence to standards is fundamental to ALLMI membership. The association has a long established and mutually valued relationship with the British Standards Institution (BSI), which led to a distributor agreement in 2019, allowing ALLMI to provide members with a 20 percent discount on BSI documents, while non members can benefit from a 10 percent reduction when ordering through the association. Contact ALLMI for further details.



App usage increases

User sessions of the ALLMI App increased by 40 percent during the association's last financial year, demonstrating its reputation as an invaluable industry tool. Demand has continued in 2020 and thousands now use the App to assist them in their day to day roles.

Free of charge and compatible with iOS and Android operating systems, features include:

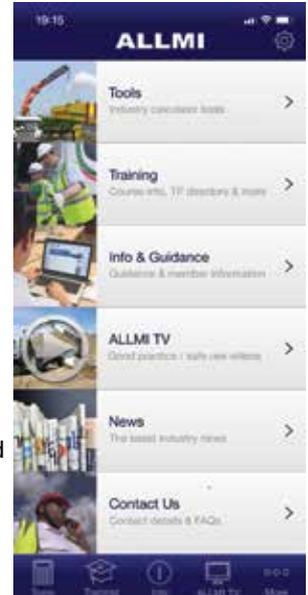
- Details of ALLMI's range of training courses.
- Guidance documents.
- Good practice / safe use videos.
- ALLMI member and training provider directories.
- The latest industry news.
- A course booking facility for accredited instructors.

The ALLMI App also contains a range of tools aimed at those planning lifting operations or carrying out Thorough Examinations. Lift planning tools allow the following to be calculated / established:

- Whether a lift falls into the hired and managed or contract lift category, and whether a site visit is required in advance of the operation.
- Vertical loads placed on stabiliser legs.
- Pad sizes required for a particular lifting operation.
- Sling selection when handling cabins or containers.
- The sail effect of wind on a given load.

Thorough Examiner tools facilitate calculations for overload, stability and sink rate tests, as well as RCI / RCL calibration.

To download the App, visit the Apple or Google Play store.



Home page of the ALLMI App.



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

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HSE & IPAF guidance on LOLER certificate renewals

New guidance has been issued by the UK Health & Safety Executive (HSE), following lobbying from IPAF, clarifying what should happen to machines that require renewal of safety testing certificates while the country is still in partial lockdown.



A Lifting Operations and Lifting Equipment Regulations (LOLER) inspection must be carried out at specified intervals by a recognised inspector to check equipment is safe for use. IPAF worked with the Hire Association of Europe (HAE) and Build UK to represent concerns about renewing or extending expiring LOLER certificates, during a shortage of inspection capability during lockdown.

HSE guidance has now been issued, while IPAF has also published specific guidance on continuing to meet inspection and thorough examination requirements for powered access operators during ongoing Covid-19 restrictions, along with a stringent pre-use inspection checklist. Both documents are available at www.ipaf.org/resources.

The HSE says it will adopt a pragmatic and proportionate approach for equipment used after a certificate has expired, as long as the reasons are related to the resulting backlog in testing. Operators are expected to mitigate any extensions, for example via enhanced regular inspections and maintenance by qualified persons until such time as the certification can be renewed.

IPAF Summit postponed

The IPAF Summit & IAPAs 2020 event, scheduled for October 8th has been postponed until March 18th, 2021 when it will be held at the original venue, the Millennium Gloucester Hotel in Kensington, London. The move is intended to allow attendees to plan with greater certainty and to minimise disruptions that might prevent people from travelling.

Chief executive Peter Douglas said: "While we hope that by October coronavirus is under control, it is fair to assume there may still be restrictions on large gatherings and international travel. It therefore makes sense to postpone until 2021, when hopefully there will be more clarity about how to manage the risk from this virus."

"Economies and companies around the world are starting to open up again, but it will not be an immediate return to business as usual. To ensure everyone hoping to attend the IPAF Summit can plan with maximum certainty, we have made this decision and hope the event will be a great success in 2021."

"Anyone who booked to join us will have their reservations honoured on the alternative date in 2021. A full refund will be offered to anyone who is unable to attend the rescheduled event or who wishes to cancel. Anyone who has booked accommodation is advised to contact the Millennium Gloucester Hotel directly to reconfirm."



Facial recognition added to e-learning

IPAF has modified its eLearning operator theory module to include facial recognition which is already deployed as a security measure on its 'MEWPs for Managers' eLearning course. By utilising the camera on the candidate's device or computer, it ensures only the trainee being assessed is carrying out the course.



The extra security is intended to give all IPAF approved training centres additional confidence to offer distance learning as an alternative to classroom sessions, where maintaining distance between trainees and the instructor might be more difficult.

Training centres have the option of moving the theory element of their operator courses to online only, in order to increase the number of practical assessments they are able to carry out in a day and reducing the need for candidates to congregate in classrooms.

Candidates can complete the theory element of their training online, while the practical element can be conducted in well ventilated covered yards and outdoor compounds, to allow physical distancing and help comply with risk management measures. IPAF's Training Matrix has also been amended to allow training centres to conduct 12 practical assessments - rather than eight - a day for candidates who have successfully completed the eLearning theory module.

Chief executive Peter Douglas said: "Many of our members delivering training are eager to return to offering courses on the scale they were doing before the coronavirus pandemic, but they are equally keen to ensure this is done as safely as possible and in line with the best guidance available to minimise risk of candidates or training centre staff coming into contact with or spreading the virus."

"We think this new flexibility will be of benefit to our training providers as they look to reconfigure the way they work going forwards, and to bolster confidence that their staff and training candidates have the best range of options to allow them to undertake IPAF training with maximum confidence."

For more information visit www.ipaf.org/training.



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Protecting scaffold tower users from Covid-19

A new guidance document helping managers and health and safety professionals keep scaffold tower users safe during the Covid-19 pandemic is available free of charge from PASMA.

The guidance is for anyone responsible for the health & safety of tower users. It outlines the challenges of returning to work during the pandemic and delves into issues such as how long the virus can last on aluminium surfaces, how rescue plans will be affected, and how workers can avoid passing instruction manuals to each other. The guidance also recommends ways of assembling a tower while socially distancing from others. One of the suggestions in the document is to use one person towers specially designed to be built and dismantled by individuals working alone.

As PASMA training resumes, the guidance document also addresses the need for people to be protected during PASMA courses, highlighting the protective measures that delegates can expect to see in place. This includes e-learning and increased hygiene and cleansing. The guidance also explains how PASMA cardholders can extend their qualification if it's due to expire before the holder can safely manage to visit a training centre.



Examples of one person towers from Euro Towers and Pop Up Products



Delegates keeping their distance during recent PASMA training courses.

PASMA chairman, Roger Verallo, said: "Keeping tower users safe means they must now be protected from coronavirus as well as from falls and other injuries. Businesses are facing the unprecedented challenge of getting their people safely back to work during this pandemic. Scaffold towers are only a small part of what needs to be considered, but scaffold towers are what PASMA knows best. We realised we could use our expertise to support companies by helping them ensure every safety angle is covered."

Visit pasma.co.uk/covid-19 to read the guidance.



PASMA
chairman
Roger
Verallo

Withdrawal date confirmed for EN 1004:2004



The 2004 edition of EN 1004 - the design standard for mobile access towers - is due to be withdrawn on 17th May 2021. The revised version - EN 1004:2020 - will be published this month, making the 2004 version obsolete however the older standard will run alongside new standard until May 2021. The move follows a recent vote in favour of extending the withdrawal period to one year, effectively providing a transition period during which designers, manufacturers and suppliers can switch to providing towers that comply with the new standard.

What's changing?

The new standard includes numerous technical and editorial adjustments, such as clarification that EN 1004 only applies to mobile towers on wheels, not towers on baseplates (covered in BS 1139-6). There is also a significant change affecting low level towers. Work platforms under 2.5 metres will now fall within the scope of EN 1004 for the first time, as the standard now includes towers from the ground up (rather than from the current 2.5 metres). For towers with working platforms under two metres, it will be possible for manufacturers to develop products that enable easier access.

What support is available?

Visit pasma.co.uk/en1004 for the latest information and guidance. Anyone interested can register to receive the association's free guide to the revised EN 1004, which includes practical guidance and useful information tailored for those responsible for the health and safety of tower users. PASMA is also inviting questions or comments on the upcoming changes, including any impacts the revision will have, or any specific support or guidance that users would like from PASMA that have not already been addressed.

EN 1298 to become EN 1004 Part 2



The EN 1298 standard that denotes what should be included in instruction manuals for mobile access towers is also being revised. The working group responsible for the revisions is chaired by PASMA technical director Don Aers. The group agreed that it would be sensible for EN 1298 to become part of EN 1004, the standard for the towers themselves, and this has now been approved clearing the way for the revised EN 1298 to be published as EN 1004 Part 2. The group has already completed a first draft of the new standard which will be put to a vote by members of CEN, the European body responsible for standardisation. PASMA will keep the industry updated on the progress of the revision and share any developments.

Where to follow PASMA news

You can keep up to date with the latest tower news, views and resources by subscribing to the PASMA newsletter via the Association's social media platforms.



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

IN THE JULY ISSUE OF **cranes & access**



The next issue of Cranes & Access due out in July, covers the following subjects:

ANNUAL DEALER AND SOURCE GUIDE

Our annual publication of all manufacturers of all types of cranes and lifting equipment, all types and forms of working at height equipment.



PICK & CARRY CRANES

A detailed overview of the latest news from one of the longest established crane types, including new products and developments along with their applications and benefits over other forms of material handling.



LOW LEVEL & INDUSTRIAL ACCESS EQUIPMENT

A look at the market and techniques, ranging from push around scissor lifts, to mast type lifts, micro self-propelled lifts along with a look at mast booms such as the JLG Toucan, Haulotte Star 10 Snorkel MBs etc..



USED EQUIPMENT

A look at the market for second hand equipment, and the options faced by those selling machines from their rental fleets to those looking to buy a good 'never raced or rallied' second hand machine for their own use.



All this plus our usual columns and association news....

Training, Readers letters, Books and models, CPA, ALLMI, IPAF and PASMA



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AND MORE IMPORTANTLY.... Get your company and products in front of 17,000 Cranes & Access readers with an advert in the July issue. Contact us at: advertising@vertikal.net or call our UK office +44(0)8448 155900



Anti-collision training

AMCS Technologies has provided French training provider Afpa with a number of its DCS 61-S anti-collision and zoning systems, allowing Afpa to offer AMCS specific tower crane training.

Installed on a Liebherr 71 EC-B and Potain MC 85 top slewing tower cranes and Potain Igo 50 and HD 25 self-erecting tower cranes at Afpa's training facility in Egletons, Corrèze, the systems will be used to educate and inform manufacturers, rental companies and construction companies on the use of the systems and the benefits, replicating real life site working conditions in which multiple cranes are used.

AMCS systems have been installed on several tower cranes with French training provider Afpa.



SC&RA's new online course aims to reduce occurrences of bridge bashing

Bridge bashing training

The US crane, rigging and heavy transport association SC&RA has introduced an online Bridge Safety & Accident Prevention course.

Developed in partnership with US transportation and government officials, the 50 minute online course aims to educate companies and drivers that operate oversized and overweight vehicles in the various risks involved. Topics include the role of training and advocating safety, permit processes, pre-trip planning and load securement as well as the role and responsibility of pilot cars.

SC&RA vice president of transportation, Steven Todd, said: "According to industry research, 35 states have reported that bridge and infrastructure hits are steadily rising. Bridge hits in general reflect on our industry, fairly or unfairly, and SC&RA has chosen to step up and take the lead on providing this comprehensive training because the negative consequences of bridge hits too often affect our members more than the 'bad apples' out there - the chronic offenders."

According to a recent transportation research report, bridges in the US are struck on a daily basis with trucks and heavy equipment responsible for more than \$1.1 billion in damages every year. The course can be purchased from the association's website for \$39 to members and \$69 for non-members.

\$126,169 fatal fall fine

US roofing contractors CMR Construction & Roofing and Modern Construction Experts face fines of \$126,169 after a man fell 25 metres to his death while working on the roof of the Beach Tower by the Sea hotel in Panama City, Florida. Oslin Jimenez, 20, was working on the hotel's pitched roof last December when he fell five storeys, striking the hotel's awning and then falling a further two stories. He was taken to the hospital where he later died from his injuries.

OSHA area director, Michelle Gonzalez, said: "Workplace safety standards exist to ensure that workers return to their families at the end of each day free from harm. Disregarding legal obligations to identify and eliminate hazards can cause tragedies."

Modern Construction - which faces fines of \$74,217 for its part in failing to provide fall protection systems or equipment - was fined \$5,300 and \$17,500 last year for two similar violations.



The Beach Tower Hotel

UK ladder fall costs £1.1m

UK refurbishment contractor Modus Workspace has been fined £1.1 million plus costs of £68,116 after an engineer fell from a ladder at a site in Hemel Hempstead in 2016.

The engineer was testing a sprinkler system for leaks when the ladder he was working from slipped, causing him to fall three metres. He struck his head and suffered severe blood loss, sustained a fractured vertebrae and soft tissue damage. An investigation by the HSE found that 'reasonably practicable measures' had not been taken to prevent a fall for the engineer as well as other contractors working on the site.

HSE inspector John Berezansky said: "This case highlights the importance of taking reasonably practicable measures when planning and managing the risks regarding work at height. The engineer's injuries were life changing and he could have easily been killed. This serious incident and devastation could have been avoided if basic safety measures had been put in place."

Gail Hounslea, chairman of the Ladder Association, added: "The level of fine imposed, reflects the seriousness of the incident and while we never wish to hear of these, we hope it does highlight the responsibilities placed on employers to keep their employees safe at work."

Who trained them then?

Spotted in Portugal, a boom lift still loaded on the back of flatbed trailer being used at the same time as the trailer's loader crane in order to install components for a new gantry crane.



GOING UP IN THE WORLD



A history of Simon Engineering, the development of the powered access industry and a lifetime as an engineer, by Denis Ashworth

Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

His book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time, the world's largest manufacturer of aerial lifts.

The coffee table sized book, is highly readable and includes around 150 photographs and drawings from the very beginning of the industry. It is a 'must read' for anyone who is interested in powered access, the hydraulic equipment industry or in comparing modern day engineering challenges with those of an entirely different era.

The book is available direct from the publishers at £19.50, plus £4.50 postage and packing.

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Spierings City Boy

The Spierings City Boy is a three axle crane designed for city centre applications and it is capable of being entirely battery electric powered. It also has a single cab used for both the road and crane operation. This model is 1:50 scale and is made by WSI models.

A comprehensive manual provides information about the real machine. It has an illustrated parts list, and many colour photos describe the assembly. This is a complex piece of model engineering and as the manual advises, care is needed when handling it.

The underside of the carrier is very detailed and has independent steering and sprung suspension on each axle. The outriggers have metal beams with sharp chevron graphics. Four metal spreader plates are also included.

The large cab has a detailed interior and a display monitor is clearly visible. It can be raised and lowered up and down the mast using a winch. The seat in the cab can be rotated from the road driving to crane operating positions.

The superstructure has City Boy graphics and there are holes provided

in order to operate the winches with a supplied key. A ladder on the crane superstructure can be folded down. The tower is a telescopic structure. It has a lattice cable rack with a soft cable run, and because of the small scale the cab rail is modelled as separate parts rather than telescopic as on the real machine.

The metal jib is fully triangulated and mechanically complex. The assembly ropes, cables and ties are made to tight tolerances to enable a good looking jib profile. The real crane has a telescopic end section which is provided as a separate part because of the difficulty in modelling a telescopic section in this scale. The jib can be unfolded and either posed horizontal or luffed at an angle just like the real crane.

The trolley is metal, and ropes to move it can be fixed to enhance the accuracy of the appearance although the system is non-functional.

The model poses best fully erected, but it is possible to produce a reasonable transport mode. This type of machine is a real challenge to model in 1:50 scale and WSI have made a very good job of it. There are some inevitable compromises but the focus on high detail has produced a very authentic looking model. It costs €250 direct from the Spierings web shop.

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

Cranes Etc Model Rating

| | |
|--------------------|-----|
| Packaging (max 10) | 8 |
| Detail (max 30) | 28 |
| Features (max 20) | 16 |
| Quality (max 25) | 21 |
| Price (max 15) | 11 |
| Overall (max 100) | 84% |



Posed with a luffing jib



On the road



Very detailed cab



Outriggers include spreader plates



Fully erected

Readers Letters



William 'Bill' Elio Sands 1947-2020

Crane veteran Bill Sands passed away on Monday 15th June, after a battle with cancer - he was 72.

Bill Sands was clearly a real 'old school' crane industry character, especially on the London crane scene.

Around 20 years or so ago he left Emerson Crane Hire to establish his own company Premier Lifting Services to carry out contract lifts and was well known for being a bit of a 'chancer' and a bit of a rogue. But he was also kind and warm hearted, generous, funny and always always paid his bills and satisfied his customers.



We have already received a good number of comments from those who knew him best, which really sum up the big man better than we could possibly do. You can see them all below and we will update this item as we gather more details on his early crane career and details of his funeral etc... We received the following comments regarding the life and times of Bill Sands:

"I am very saddened at the news of the passing of Bill Sands. He was not only my employer for 13 years at Premier Lifting Services, he was a father figure to me since I was two years old. His passion for cranes and work ethic was unrivalled. I owe all my knowledge and success to Bill, as do a lot of others in the industry. Many successful people in the industry have worked for or with Bill in the past and all have been in touch to offer their condolences with many funny stories of his antics which is lovely to hear."

"I strive to be as successful and hard working as he was, with much, not all, of his knowledge passed onto me. Bill Sands was a 'one of a kind' and will be greatly missed."

Daniel Snook Snook's Lifting & Engineering

"Shame to hear about Bill thoughts to the family"

Alec Glover Terranova

"Such sad news to hear about Bill's passing. What can you say about Bill? One of the industry's true old school characters and someone that will be truly missed. Even through his more recent period of ill health you could always rely on Bill for an entertaining conversation and was always a pleasure to deal with. RIP Bill"

"Condolences and best wishes to all he has left behind."

From ALL at Lee Lifting

"Bill Sands, one of the real characters of contract lifting and crane hire in London. He was the only guy who would hire a six axle Spierings mobile tower crane on a Saturday morning and use it on three different jobs and still be finished by one o'clock. Some jobs with permits some not. Most of the cranes from East London would travel in on the Highway E1 and the drivers would all wave at Bill who would be sat outside the pub with a pint and a cigarette at 7.00 in the morning. The pub would be open all night for those in the print trade."

"City Lifting along with many other firms provided Bill with cranes for many years. He was a very kind and gentle character who I learnt a lot from years ago. He was probably one of the Pioneers in contract lifting. I had known Bill for maybe 35 years, and he always wore a dark suit."

Trevor Jepson City Lifting Limited

"Saddened to hear the passing of Mr Bill Sands, an industry veteran and a true character R.I.P. Thoughts are with his family and friends at this time."

James Lawrence (J&M) J&M Crane Hire

"Sad news about the loss of Bill Sands, he was a smashing person to deal with and I've known him for many years. In all that time he was mainly sloshed but there was never a better bloke to deal with. Always honest. A lot of people in the trade couldn't say a bad word about him and must be very thankful for all the help and advice that he gave them. He's in a safe place now and he lived his life to the maximum. Sad loss. A true diamond to the trade."

Terry Cummins

"I have only known Bill/William just under 20 years, when I started working for Premier Lifting Services 17 years ago. Bill was definitely a one off and his team of Alan Murphy and Paul Jenkins (who have both sadly passed away) - the three cavaliers! Bill's sister Elvira would try her best to keep Bill in line."

"His step son Daniel Snook could write a method statement at the age of 14-15, with all the measurements, most senior reps weren't that good. Bill was so proud of him. It was Bill that gave me my first crane, a 35t Kato, and helped me with insurance and work for six months, along with Terry Cummins who originally had London Crane Hire."

"When I started writing this I found it very upsetting but just thinking of all the antics made me cry with laughter, some of the stories could never be explained because they were so unbelievable."

"RIP Bill you were a legend to the crane industry. Very best wishes to all the family."

Robbie Sturley London Crane Hire & Engineering Services

We are sorry to hear of the passing of Bill Sands from Premier Lifting Services, he was a great salesman, known for his quick wit, infectious laughter and passionate spirit to get the job done, an asset to our mobile crane hire and contract lifting industry who will be sadly missed, our thoughts are with his family.

Bill Frost

Jun 23, 2020 emailed comment

Bill Sands was a true gentleman one of lives natural characters and a family friend. Bill had a strong passion for cranes and lifting, sometimes bending the rules slightly but he always completed his jobs. He would only hire guys he knew and trusted and would not suffer fools. Whenever Bill asked for help with a job it was always a pleasure and normally a nice easy job.

Bill you will be truly missed by so many and such a huge loss to the crane industry.

Rest in peace and don't let my dad give you too much grief up there.

Colin Murphy Nationwide Lifting Solutions Ltd

Jun 22, 2020 emailed comment

I first met Bill when I was a boy, when he worked for London Lifting next to my dad's breakers yard. He was always a nice guy who had time to chat and laugh with me.

As a professional I worked with Bill when I started my own business. He always supported me, and we worked together a fair bit over the last few years. He was a very nice man, and I know that I, as well as lots of others, will miss him a great deal.

Sending my thoughts to his family at this sad time.

Jimmy Randall on behalf of Randalls Crane Hire Ltd

Dear Cranes & Access,

Your take on the history of the boom lift on page 27 of this month's magazine, really caught my eye, and it was nice to see a version of the origins of the boom lift that did not just say 'John Grove invented the self-propelled boom lift'! He didn't! He almost certainly did introduce the telescopic boom to the party, and there is no argument that he is likely to have had more impact on the boom lift market than any other single person or company. If though he was doing it all today he would have struggled with health and safety and red tape. The first machines that he and his men shipped out to end customers were not quite the safe and rigorously tested machines that came later. Oh structurally they were sound - overbuilt even - but when it came to stability and handling the platform capacities that he claimed, well that was another thing altogether!

It was also nice to see poor old Carl Ruegg get some kudos for the important role he placed at Selma Trailer. He probably did more than anyone to promote the use of - non telescopic - boom lifts outside of fruit picking. True most of it was on the west coast, but he was a true visionary and a good communicator and touted the product all over the place to anyone who would listen, using photographs and film footage way before digital cameras or video arrived on the scene.

I would like to see you do a lot more on the history of the industry than just this brief throw away lead into an article on the latest products. You clearly have a good deal of material in your archives already and someone needs to start writing the definitive history of powered access before we are all gone, and it is forgotten!

Thank you though for another good read

John Effingham



Well! Good bad or ugly? We appreciate the comments and yes would like to do more on the history of both the crane and aerial lift industry. Cranes are already well covered, but early material on the development of platforms less so. Although saying that there are some good biographies that cover a good deal of material, including John Grove's book - The life and legacy of John L. Grove - sadly now out of print, and more recently the late Art Moore's autobiography, My Story, not to mention Dennis Ashworth's book Going Up in the world published by us and is available to order online at <https://vertikal.net/en/going-up-in-the-world-book>

Finally our main mission is to cover and review the latest technology, and sadly we rarely have time or space for things like history. However we will make a concerted effort to do some standalone pieces but need to hear from you our readers a) Do you want to see more and b) please send us old photographs and information and we will publish it.

Abdul Latif Mohammed R.I.P

Abdul Latif Mohammed the man charged with establishing Kanoo Equipment Rental in Saudi Arabia passed away on May 19th.

Abdul Latif Mohammed, or 'Ikka' (Elder Brother) as he was fondly called, joined Kanoo in 1985 and was charged in 1996 with creating its equipment rental business, dubbed Gulf Lifting Rental Company (GLRC), based in Dammam, Saudi Arabia. The business grew rapidly to encompass a large and varied fleet which also includes fork trucks, hoists, mastclimbers and aerial lifts as well as excavators, skid steer loaders and generators etc...

In 2007 he took over the management of a major fork lift truck rental contract with Saudi Aramco and two years later added the even more significant Saudi Aramco crane rental contract.

He retired in November 2011 after 27 years with the company and moved back to his home town in Kerala, India.

Abdul Latif Mohammed (R) with Srini Kadaba



The following letter came in as a result of our coverage of the tower crane collapse in Nova Scotia last month.

I would have married a crane

I have been a long time in construction game. I started late in about 1986 and stayed till 2011. At 72 now I haven't got the strength any more, but the cranes and rigging was great while it lasted. In the days when I started you didn't have any safety harnesses. And if you couldn't keep up with the work, at the end of the day the boss would say: "I will ring you tonight if I need you tomorrow", which was in effect saying: "I don't need you anymore - you don't pull your weight." You didn't have one of these nice machines to take you up to your job, it was climbing with your riggers belt on. I used to pump iron before I went to work so that I could keep up with men that were 15 years younger than me.

I have always loved machinery and when I got older I was allowed to operate the cranes. I was probably lucky that I married my wife in 1973, otherwise I would have married a crane! To see any crane collapse is sad, there has to be a reason and when you find that out, will the insurance pay up or are you coming up with a loss? Anyway I really like checking out cranes and I like looking at yours.

Yours Truly

AIf - nick name (ugly)

We assume that he means he likes looking at the cranes in the magazine and on the website or course, but nice to hear from a crane fan.

Whats on?

2020

Bauma CTT 2020

September 08-11, 2020
Russian construction equipment exhibition
Moscow, Russia
Tel: +4989 94922-339
www.bauma-ctt.ru



JDL Expo

September 09-11, 2020
French cranes and access exhibition/event
Beaune, France
Tel: +33 (0)1 45 63 68 22
www.jdlexpo.com



Platformers' Days 2020

18 to 19. September
German access and lifting show
Karlsruhe, Germany
Tel: +49 721 3720 5096
www.platformers-days.de



Samoter

October 21-25, 2020
International earthmoving and building equipment show
Verona, Italy
Tel: +39 045 8298111
www.samoter.it/it



Bauma China 2020

November 24-27, 2020
SNIEC Shanghai, China
Tel: +49 (0)89-9492051
www.bauma-china.com



Bauma Conexpo India

December 15-18, 2020
The bauma/Conexpo exhibition in India
Delhi, India
Tel: +49 89 949-20255
www.bcindia.com



Baumag

January 21-24, 2021
Swiss construction equipment show
Lucerne, Switzerland
Tel: +41 56 204 20 20
www.baumaschinen-messe.ch/html/home.htm



2021

The ARA Show 2021

February 21-24 2021
ARA convention and rental show
New Orleans, Louisiana, USA
Tel: +1 800 334 2177
www.arashow.org



IPAF Summit and awards dinner

March 18, 2021
Annual Summit and IAPAs awards dinner of the International Powered Access Federation London, UK
Tel: +44 (0)15395 66700
www.ipaf.org



SC&RA Annual Conference

April 12-16, 2021
Annual Conference of the US crane and heavy transport association including the Jobs of the Year awards
La Cantera Resort, San Antonio, Texas, USA
Tel: +1(703) 698-0291
www.scranet.org



Intermat 2021

April 19-24 2021
The big French international construction equipment show
Paris, France
+33 (0)1 76 77 15 21
www.paris.intermatconstruction.com



Vertikal Days 2021

12-13 May UK/Ireland crane, access and telehandler event.
Tel: +44 (0) 8448 155900
www.vertikaldays.net



Smopyc 2021

May 26-29, 2021 Spanish construction equipment exhibition Zaragoza, Spain
Tel: +34 976 764 700
www.feriazaragoza.es/smopyc-2020



Interschutz 2021

14 -19 June 2021
International fire and rescue show
Hannover, Germany
Tel: +49 511 89-0
www.interschutz.de



Apex 2021

June 15-17, 2021
International powered access trade show Maastricht, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



HIANZ - Conference 2021

Postponed from 2020 - date and venue to be confirmed
Annual conference and exhibition of the Hire Association of New Zealand
Queenstown, New Zealand
Tel: +64 7 575 2563
Website: www.hianz.net.nz



HCEA International Convention and Old Equipment Exposition

August 27-29, 2021
The Historical Construction Equipment Association's annual convention and expo
Concordia, Kansas, USA
Tel: +1 785 243 0083
www.hcea.net



ICUEE /Demo Expo

September 28-30, 2021
The US utility industry's largest show
Louisville, Kentucky, USA
Tel: +1 414-274-0644
www.icuee.com/



Liftex/LEEA conference

October - dates to be confirmed
Annual conference of LEEA Lifting Equipment Engineers Association
Liverpool, UK
Tel: +44 (0) 203 488 2865
www.liftex.org



CICA Conference 2021

October 2021- to be confirmed
The annual conference of the Australian crane association - possibly the best crane conference in the world. Perth, Australia
Tel: +61 03 8320 0411
www.cica.com.au



2022

The ARA Show 2022

ARA convention and rental show
New Orleans, Louisiana, USA
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www.arashow.org



Mawev

March 24-27, 2022
Austrian construction Exhibition
St. Pölten, Austria
Tel: +43 316 8088 216
www.mawev-show.at



Bauma 2022

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| Bravi | www.bravisol.com |
| Bronto Skylift | www.brontoskylift.com |
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| 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.pbgbmh.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 Intelligent Equipment | 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 |
| SAE Climber | www.saeclimber.com |
| SGB | www.sgb.co.uk |
| LTC Hoists Division | www.lfchoists.co.uk |
| Safi | www.safi.it |

Specialist Scaffolding

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

Platform Rental

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|-------------------------------|--|
| 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 |
| 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

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

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|-----------------------------|--|
| 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/ |

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| North American Rentals | www.bigbooms.com |
| Rothlehnert | www.rothlehnert.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 |
| Rival | www.rival.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

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| 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

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|------------------------|--|
| Acrolift | www.acrolift.co.uk |
| DENKA Narrow | www.rothlehnert.com |
| Easy Reach Scotland | www.easyreachescotland.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

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|--------------------------------|--|
| 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

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

Self-Propelled Modular Transporters

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

Telescopic Handler Manufacturers

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|------------------------|--|
| 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

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

Telehandler Rental

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| 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

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

Industry Associations

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| 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

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|-------------------------|--|
| Böcker Maschinenwerke | www.boecker.de |
| Galizia | www.galiziagru.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

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|------------------------|--|
| Atlas Cranes UK | www.atlasgmbh.com |
| Effer | www.effer.it |
| Ernest Doe & Sons Ltd. | www.hiab.com |
| Hiab | www.ernestoeloaidercranes.com |
| Palfinger | www.palfinger.com |
| Penny Hydraulics | www.pennyhydraulics.com |
| PM Cranes | www.pm-group.eu |

New & Used Cranes

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|------------------------|--|
| AGD Equipment | www.agd-equipment.co.uk |
| Cotec Oy | www.cranefi |
| 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 |
| Ernest Doe & Sons Ltd. | www.ernestoeloaidercranes.com |
| High Sparks TCS | www.highsparks.co.uk |
| 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

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

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

Crane Hire

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|------------------------------------|--|
| AB2000 | www.ab2000.co.uk |
| ABBA | www.abbaplanthire.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 |
| High Sparks TCS | www.highsparks.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.cranehire-ireland.com |
| NRC | www.nrcplant.co.uk |
| Port Services Heavy Crane division | www.portservices.co.uk |
| Sangwin | www.sangwin.co.uk |

Mini Crane Hire

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| 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 |

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| NRC | www.nrcplant.co.uk |
| Hird | www.hird.co.uk |

Self Erecting Tower Cranes

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|--------------------|--|
| Bryn Thomas Cranes | www.brynthomascranes.com |
| Cork Crane Hire | www.corkcranehire.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

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|---------------------|--|
| High Sparks TCS | www.highsparks.co.uk |
| London Tower Cranes | www.londontowercranes.co.uk |
| Electrogen Int | www.electrogen.ie |

Heavy Lift Management

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

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| A1A Software | a1asoftware.com |
| DWLS | www.dwls.com |
| HLC Consulting | www.hlconsulting.com |

Ancillary Equipment

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

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| Ritchie Brothers | www.rbuction.com |
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Battery Suppliers & Manufacturers

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

Load Cells & Load Monitoring Systems

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|---------------------------|--|
| 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

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| Specialist Insurance | www.finchgroup.net |
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Online Technical Help

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

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| 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

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

Parts & Service Suppliers

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|---------------------------------|--|
| 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 |
| Ernest Doe & Sons Ltd. | www.ernestoeloaidercranes.com |
| 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

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|--------------------------------|--|
| Aerial & Handling Services Ltd | www.aerialandhandlingservices.com |
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Recruitment

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

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| Higher Concept Software | www.higherconcept.co.uk |
| Inspire | www.inspire.com |
| MCS Rental Software | www.mcs.co.uk |

Replacement Filters

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|---------------|--|
| Plant Filters | www.plantfilters.co.uk |
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Safety Equipment

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| 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 |
| Live Line Defender | www.livelinedefender.com |

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| 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 |
| inspire | www.inspire.com |
| Matusch GmbH | www.matusch.de |
| MCS Rental Software | www.mcsrentalssoftware.com |
| vWork | www.vworkapp.com |

Structural Repairs

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

Training Associations & Networks

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|-------|--|
| 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

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| 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.ltctraining.com |
| 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/ |

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| Access Training | www.workplatformltd.co.uk/customer-support/operator-training |
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Safety Training

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| 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

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| 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.mrplanthire.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

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Crane Attachments

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Wire Rope & Cable

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| Atlas Traffic Management | www.atlatm.co.uk |
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