

cranes & access



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February 2019 Vol.21 issue 1

**Van mounted
platforms**

**Aluminium
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Batteries

**Bauma
preview**

Telehandlers

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On the cover:

The 2nd Alpini Regiment of the Italian Taurinense Alpine Brigade carried out disaster relief/humanitarian aid training and assessment exercises at the Merlo Training and Research centre which included abseiling from a 30 metre telehandler platform and airlifting Merlo telehandlers in containers.



C&A contents

17 Van mounted platforms



27 Aluminium boomed cranes



33 Telehandlers



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Comment 5 News 6

ELS to enter the telehandler market, More Genie XC models, Longer boom for Grove GMK3060, New 35 metre Teupen, Skyjack goes higher, Lithium ion power for JLG booms, New 31m Easy Lift, 230 JCB telehandlers for Nixon, Xtreme unveils three new telehandlers, ALE expands US operation, New Snorkel telehandlers, Crowland wind speed sensor, 36 Liebherr for Al Faris, Genie launches Lift Connect and financials roundup...



Van mounted platforms 17

The van mounted market was turned on its head when Klubb entered the sector three years ago.

We review developments since and in a separate article interview Klubb chief executive officer Julien Bourrellis.



Aluminium cranes 27



The benefits of the aluminium boomed crane are slowly being appreciated by customers looking for reach rather than maximum lift capacity. Throw in quick set up, excellent road speeds, significantly lower purchase prices and reduced costs to maintain and repair and you have to ask why is it not more popular?

In the next C&A

The next issue of Cranes & Access scheduled for mid March will feature the 2019 Vertical Days first preview, Bauma main preview, the ARA review, Telescopic crawler cranes and Mastclimbers & hoists. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

Telehandlers 33

With the popularity and usage of telehandlers still growing, we take a look at the market including the niche sectors - ultra-compact, compact and heavy duty - particularly as manufacturers gear up for new launches at Bauma 2019.



Bauma 2019 first preview 43

The greatest plant and equipment exhibition in the world is rapidly approaching. In our first preview we reveal new models that are scheduled to be launched at the show in Munich in April.



Batteries 53

Battery development continues to progress in leaps and bounds and is becoming more and more important as the combustion engine's popularity declines. We take a look at the latest developments.



regulars

NASC/CISRS 57

Training 59

ALLMI Focus 61

IPAF Focus 63

PASMA Focus 65

Books and Models 67

CPA 69

Letters 70

What's on 72

Online directory 78

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It's showtime!

The next three months is the busiest time of the year for many manufacturing and distribution companies as they prepare for several key exhibitions in our market sector, such as the ARA Rental show in California, Bauma in Munich and Vertikal Days in the UK. This issue and the next three, feature show previews, reviews, or both.

For exhibitors these shows are expensive, hard work and time consuming, but for visitors involved in using or purchasing the equipment, they are vital opportunities to see new products and developments, talk to manufacturers' senior management and compare models from all over the world, in one place at the same time. They are

also an opportunity for manufacturers to test and/or showcase new ideas, concepts and prototypes, with the feedback often more inciteful, honest and therefore valuable than expensive 'independent' market research studies.

This year is even more exciting as for the first time ever, the actual machines may not be the stars of the show. Instead it is likely to be new technology - such as VR, AR, AI, advanced telematics, electric or hybrid power and intelligent remote controls etc - being used and adopted which promises to benefit and improve the user experience and safety. Manufacturers have made substantial investments in this area over the past 12 months and this will be reflected in the exhibits in the upcoming shows.

In our November issue we ran our first feature dedicated to Technology and looked at ideas and developments already beginning to have an impact on cranes, aerial lifts and telehandlers. Many of these developments will be demonstrated on stands such as JLG, Skyjack, Terex and Manitowoc and Manitou. A number of component manufacturers will also be demonstrating even more radical ideas in a bid to wet appetites and gain feedback.

We are entering a period of rapid change. This month's feature on Batteries for example highlights the significant developments of the past year in what has been a very traditional sector. Technology that seemed in the distant future a year or two ago is now entering the market.

However not everyone welcomes such rapid change. After all, the equipment's primary role is to lift people or materials day in, day out, without failure or drama, and it only seems like yesterday that cranes and work platforms reached general levels of reliability where breakdowns became the exception. Having to master new technology and risk the teething problems that usually comes with it can be an unwelcome distraction, especially in these uncertain economic times.

The new developments will however allow those companies that embrace them, to become more efficient and offer customers exciting new features and services. On the other hand, it also presents other manufacturers an opportunity to offer less tech-intensive machines to those who want to keep things simple. That is the market working exactly as it should.

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*

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ELS is to enter the telehandler market



ELS to enter telehandler market

Turkish aerial lift manufacturer ELS is to unveil a new telehandler in the form of a prototype at Bauma - the company's first step into the telehandler market. It says that it will have a lift height in the region of 6.35 metres and a capacity of 3,200kg which it should be able to lift to its full height. The new telehandler is being developed in partnership with Sanko Holding which builds the MST range of telehandlers and the information we have received suggest that it is a development of the MST ST 7.40, the company's its smallest telehandler.

ELS says it will be taking pre-orders at Bauma with the final product being ready to ship in the third quarter. Components have yet to be finalised but MST tends to use Perkins engines, Rexroth hydrostatic transmissions and Dana axles. ELS is aiming the telehandlers at the rental market and could quickly expand its range if the strategy works. MST currently builds fixed frame telehandlers up to a 17 metre/3,000kg model.

More Genie XC's and lithium scissiors

Genie will launch two new XC Extra Capacity telescopic boom lifts at Bauma - the 45ft S-45 XC wheeled boom lift and the 65ft S-65 TraX crawler boom. They join the SX-135 XC, SX-125 XC, SX-105 XC, S-85 XC and S-65 XC models.

The S-45 XC has a maximum outreach of 11 metres with an unrestricted platform capacity of 300kg and a 454kg maximum capacity and is rated for three people with their tools. - the same as the rest of the XC model range. The S-65 TraX has a maximum outreach of 16.51 metres.

The XC models incorporate upgraded boom structures to cope with the higher loads, and fully automatic working envelope control which retracts the boom automatically as it reaches the limit of its safe operating range for the weight in the platform. The load sense cell continuously checks the weight in the platform and can be calibrated without requiring a test load.

This new model will be available in the European region from April, while the S-65 TraX - built in the Umbertide plant in Italy - will be available in Europe later this quarter.

Genie also announced a lithium ion battery pack option for its slab electric scissiors.

More in next months issue.



The Genie S-65 TraX



The new Genie S-45XC

The Grove GMK3060L will be launched at Bauma



Longer boom for Grove GMK3060

An updated, longer boomed version of the 60 tonne Grove GMK3060 All Terrain crane - the GMK3060L - will be launched at Bauma. The three axle GMK3060L will feature a 48 metre six section main boom, five metres longer than its predecessor and an 8.7 to 15 metre bi-fold swingaway extension. The load charts are also said to have been improved significantly in a number of areas.

The company claims that new model will have the most compact dimensions of any three axle All Terrain crane. Overall carrier length is 8.68 metres and overall width 2.55 metres. Overall height with the suspension fully lowered is 3.48 metres. Manitowoc's Crane Control System (CCS) is standard, while the MAXbase variable outrigger set-up system is available as an option. Power is supplied by a six cylinder Cummins diesel in both Tier 4 Final/Euromot V and Tier 3/Euromot III variants.

New 35m Teupen

Teupen will launch the upgraded version of its 35 metre Leo35T plus spider lift. The new Leo35T features a five section boom plus jib with 17 metres of outreach and a maximum platform capacity of 400kg, or 300kg unrestricted. Overall dimensions are 1.58 metres wide, 7.5 metres long and 1.98 metres high. Total weight is 5,400kg. The overall width and height of the tracked chassis can be hydraulically extended to provide greater stability on uneven or sloped ground or to increase ground clearance when necessary.

Radio remote controls are standard, with a two line digital display which includes the fuel level indicator, the platform's capacity when lifting and the actual load as a percentage of the capacity available for the actual height and outreach.

The remote control is also equipped with an engine start/stop function. The outriggers have several set up positions to cope with different work areas and also allow the lift to level up on slopes of up to 30 percent. The machine is available with four different platform sizes with widths ranging from 900mm to two metres.



Teupen's new 35 metre Leo35T plus

The AL.SK350 makes the 2,890 tonne lift



ALE completes heaviest lift in Texas

An ALE AL.SK350 crane has carried out one of the heaviest lifts to have been carried out in the Americas at an oil and gas project in Texas. The crane lifted a 2,885 tonne MRU module at a radius of 31.4 metres on a 124 metre main boom with 4,000 tonnes of ballast suspended at radius of 49 metres.

The lift was the second of three heavy module lifts on the project in Ingleside. The AL.SK350 was able to reach all three lifts from a single location saving time on rigging and relocation.

Skyjack goes higher

The new Skyjack SJ9263RT

Skyjack will unveil two new larger full size Rough Terrain scissor lifts at the ARA and Bauma. The new models are based on the highly successful 50ft SJ9250RT but have been completely updated and redesigned to create the 53ft SJ9253RT, which provides and 18 metre working height, and its bigger brother the 63ft SJ9263 RT. Both have the same 2.34 metre overall width, decks and extensions, while

being slightly shorter than the SJ9250RT in terms of overall length.

The SJ9263RT was unveiled at the ARA/Rental Show, while the SJ9253RT will make its debut at Bauma in April. Details on the new machines had not yet been revealed as we went to press but will include substantial updates and improvements on the SJ9250 and include an updated version of the company's Elevate telematics system and new controls.

The company is also updating its larger slab electric scissor lifts, with a second generation SJ4740 that features a new control box, updated telematics, an improved scissor stack and a new pothole protection system. Skyjack also delivered its first European built boom lift, which shipped from a Linamar plant in Hungary in January. The plant has started building both the 46ft SJ46AJ and 51ft SJ51AJ articulating boom lifts.



The electric models will be two wheel electric wheel motor drive.

Lithium power for JLG booms

JLG will launch three new lithium ion battery powered articulated boom lifts at Bauma this April. The new models are based on the current 34ft 340AJ, 45ft 450AJ and 52ft 520AJ diesel powered articulated boom lifts, using the same structure and lift mechanism but incorporate an electric drive motor to power the machine's hydraulics and two electric wheel motors for travel.

While a four wheel drive version will not be available at launch, the high powered wheel motors are said to have enough 'grunt' and gradeability to handle all but the worst rough terrain site conditions. The benefits of the machines include lower maintenance and fuel costs, along with no emissions and little noise. At the same time, they have a very high level of parts commonality with the diesel models.

The company is also releasing its SkyGuard SkyEye secondary guarding for boom lift controls into production. The system uses an ultrasound beam that runs horizontally over the control box, which when broken stops the boom lift functions, and then reverses the functions used immediately prior to the point the beam was broken. The company first demonstrated the basic system in concept form at Conexpo 2017.



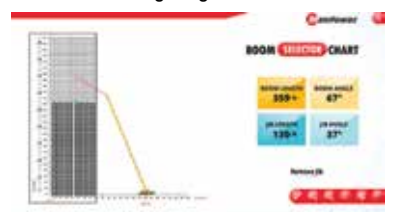
The new all electric JLG boom lifts will be based on the current Diesel RT models

The JLG SkyGuard SkyEye system will now go into production and available as an alternative to the standard SkyGuard system

Crane configuration App

Manitowoc has launched a free smartphone App to help crane operators determine the overall boom and jib length combination required for a lift.

The Manitowoc Boom Length Selector app allows operators to select specific boom and extension/jib length combinations, building heights, radii and other crane parameters using a sliding scale to determine the setup for a specific lift. The App is available on the App Store and Google Play Store by searching for Manitowoc Boom Length Selector.



New 30m Easy Lift spider



The new machine has 14.5 metres outreach at a height of 15 metres

Italian aerial lift manufacturer Easy Lift will launch a new 30 metre articulated tracked spider lift at Bauma. The new machine - the RA31 - employs a three section telescopic riser/lower boom and three section top boom crowned by a 1.8 metre jib with 170 degrees of articulation, providing a working height of 30.2 metres and 14.5 metres outreach at an up and over height of 15 metres. Maximum platform capacity is 230kg and total weight of the hybrid model is 4,300kg.

The first unit, the hybrid RA31HY has diesel/ battery power with a 200Ah, 48 volt lithium ion battery pack and AC drive motor in addition to the diesel engine.

When the engine is running a hydraulic generator automatically recharges the battery, while there is also a high speed onboard charger. The boom is manufactured from high strength Strenx steel, allowing thin wall construction with a larger cross section for added rigidity.

The outriggers have a variable footprint, while the overall stowed width is 890mm although the tracks extend for greater stability when travelling. Overall height is 1.9 metres and overall length with basket removed 6.1 metres. Standard equipment includes Scanreco radio remote controls as well as a fixed control console in the platform and electric auxiliary/emergency pump.

Easy Lift RA31HY working height is just over 30 metres



Xtreme unveils three new telehandlers

Xtreme Manufacturing has unveiled three new telehandlers, they include the three tonne/13 metre Xtreme XR742 with a maximum capacity of 3,175kg, lift height of 12.8 metres and forward reach of 8.2 metres. The four tonne/13 metre XR944 - which replaces the Xtreme XR842 - has a lift height of 13.4 metres and 8.7 metres of forward reach. The two models use the same chassis design as the Xtreme XR1055 and XR1147 and feature three section booms with boom rollers. Both are electric over hydraulic with fully automatic transmissions and share a common control system with the XR619, XR1055 and XR1147.

Power for both comes from a Cummins Tier 4 Final diesel, 11 degrees of frame levelling left to right is standard and overall weight is 12,245kg and 13,018kg respectively. The units are equipped with a fully rated boom lift point to handle suspended loads. Production is scheduled to begin during the second quarter.

The third new machine is the compact 2.7 tonne/5.8 metre XR619 with a forward reach of 3.35 metres. It replaces the Xtreme XR5919 and is the smallest model in the range. It weighs 4,672kg and is powered by a Deutz Tier 4 Final diesel. Overall width is 1.8 metres and overall height 1.9 metres. The boom features long-life boom rollers and a lift point for suspended loads. A choice of three cab configurations is available. Production is expected to begin during the second quarter.



The new Xtreme XR619



The new Xtreme XR742

230 JCB telehandlers for Nixon Hire

UK telehandler rental company Nixon Hire has ordered 230 JCB telehandlers - ranging from seven to 17 metres - in a deal worth £10 million for delivery throughout this year.

Managing director Graham Nixon said: "We have committed to spend more than £22 million in 2019, the £10 million JCB order it is actually the largest single order for equipment we have ever placed."

Nixon runs a fleet of 410 telehandlers, making it the ninth largest fleet in the UK. Last year it purchased 163 new telehandlers.

One of Nixon Hire's JCB telehandler



Manitou expands aerial lift production

Manitou says that its sales of aerial lifts have reached a point - apparently more than €200 million in 2018 - that requires more capacity. As a result, the company has approved a €26 million investment in additional production facilities at the Candé aerial lift plant, which should be completed by the end of 2020.



Manitou's Candé aerial lift plant



Pradel runs a mixed fleet of booms and scissors, in addition to truck mounts

Mateco acquires in Spain and Germany

Germany's largest access rental company Mateco has acquired German regional aerial lift rental company Pradel Arbeitsbühnen, and Spanish sales and rental company Ciaman of Zaragoza.

Pradel runs a fleet of around 150 machines including truck mounted lifts, scissor lifts, boom lifts and spiders from two locations, Cottbus and Frankfurt an Oder, both south east of Berlin. They will join Mateco's branch network in the Germany's North Eastern region, which includes Berlin, Leipzig and Dresden.

Ciaman operates from a single Zaragoza location with a fleet of Merlo telehandlers - for which it is a dealer - Haulotte booms and scissor lifts, as well as regular fork trucks, pallet trucks and some earthmoving and compaction equipment. The company also focuses on operator and safety training courses and runs a repair and maintenance service for aerial lifts, telehandlers and fork trucks. The acquisition takes Mateco's depot network in Spain to six locations, following the opening of two new branches in Madrid and Barcelona

North last month, adding to existing locations in Tarragona, Barcelona South and Muro de Alcoy to the south of Valencia.



Ángel Remon of Ciaman seals the transaction with Carlos Jordà of Mateco Spain

More Liebherrs for Weldex

Scottish crane rental company Weldex has taken delivery of a 1,000 tonne Liebherr LR 11000 crawler crane and has ordered six, 60 tonne Liebherr LTR 1060 telescopic crawler cranes.

The LR 11000 includes 108 metres of main boom, 114 metre luffing jib, derrick system and ballast trailer. The LTR 1060 features a 40 metre main boom, plus a 9.5 to 16 metre bi-fold swingaway extension.

Parts of the LR 11000 being delivered



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TIME



Administration for Hawk Plant Hire

ALE expands US operation

International heavy lift specialist ALE has established a subsidiary in the USA, moving into new offices in Houston. It is also recruiting additional staff - including engineers, offshore specialists and sales people - as well as investing in new equipment including specialist transporters and new cranes.

Regional director Richard Peckover said: "The team is securing more medium and large profile jobs across the Gulf Coast, Texas and Louisiana, with huge growth potential locally and nationally."



ALE has won several major contracts in Texas.

UK telehandler rental company Hawk Plant Hire entered administration in mid January due to cash flow issues, partly related to last year's failure of contractor Carillion. Administrator EY restructuring has taken over the financial running of the business while it seeks a buyer or works out a recovery plan.

Hawk Plant Hire - which makes up around 80 percent of the business - reported revenues of £75.4 million in 2017, with a pre-tax loss of £734,000. The accounts also indicated balance sheet issues, well before Carillion went into administration.

In spite of this no warning was given by the company or auditors KPMG when group accounts were filed. The group employed 420 staff, but 83 were let go on appointment of the administrators. Since then Bristol-based Plantforce Rentals acquired the Hawk business operations and assets at the Hinkley Point C nuclear power plant in Somerset, including around 100 employees. Hawk is owned by senior managers and Business Growth Fund.



Hawk runs a fleet of 385 telehandlers

New Snorkel telehandlers

Snorkel has launched two new telehandlers - the 4,200kg/13.5 metre SR9244 with a forward reach of 9.5 metres and the 4,535kg/16.4 metre SR1054 with a reach of 12.6 metres. Both have an overall width of 2.3 metres and a stowed height of 2.56 metres and share features with the 2,600kg/5.8 metre SR5719. They include foam filled tyres, power steering and Deutz TLD Tier 4 Final diesel power. They are built by Italian manufacturer Faresin and are badged versions of its 14.42 and 17.40 models.



Snorkel SR1054



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36 Liebherrs for Al Faris



One of Al Faris' LTM 1450-8.1 All Terrain cranes

Dubai-based Al Faris Equipment Rentals has ordered 36 Liebherr All Terrain and Rough Terrain cranes in a deal worth €25 million.

The order includes 12 LRT Rough Terrain cranes including the 90 tonne LRT 1090-2.1 and 100 tonne LRT 1100-2.1, adding to the 14 Liebherr LRT cranes delivered last year, and 24 All Terrain cranes including the 90 tonne LTM 1090-4.2, 230 tonne LTM 1230-5.1 and 50 tonne LTC 1050-3.1 city type All Terrain crane. Al Faris runs one largest crane fleets in the Middle East with more than 350 All Terrain, Rough Terrain and crawler cranes from 25 to 1,200 tonnes, as well as aerial lifts and forklifts.

Crowland wind speed sensor

UK-based Crowland Cranes has developed a new wireless wind speed measurement system for both mobile and tower cranes.

Two types of in cab display are available - a standalone battery powered screen, or hardwired display requiring a 12 or 24 volt supply. The system comes with standard magnetic brackets for the sensor, along with a mounting bracket for the display screen, providing a quick solution for wind speed monitoring. The hardwired version also offers a Wi-Fi connection for remote off site viewing via Crowland's cloud-based software. Both systems have a range of up to 1,300 metres.

The hardwired display with Wi-Fi connection.



Genie Lift Connect

Genie has launched its new Genie Lift Connect telematics programme to help manage equipment fleets from 10 to 10,000 machines.



The new system will be available in North America in the next month or two and in Europe, the Middle East and Africa by mid year. Other markets should go live by the end of the year. The system will keep fleet managers updated remotely on how each piece of equipment is performing.

Genie's Christine Zeznick said: "The world is changing. Our customers are operating their businesses faster and more efficiently and looking for ways to add value and drive growth. One technology that is opening up new opportunities is the use of telematics."

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Manitowoc Cranes achieved full year revenues of \$1.85 billion, up 17 percent on 2017 thanks to a strong US market. Order intake was three percent up on the year at \$1.91 billion taking the order book to \$670.6 million, 11 percent up on the year. However the results include a pre-tax loss of \$71.7 million - almost double that of 2017 - due to an \$82.5 million goodwill write off, without which profits would have been \$10.8 million compared to a \$39.5 million loss in 2017.



Cramo has reported full year revenues of €779.8 million, up 6.9 percent a result of acquisitions and organic growth. Pre-tax profits however were flat at €105.3 million. Capital expenditure for the year was €203.6 million, down marginally on last year.



Ramirent posted full year revenues up 3.8 percent at €711.7 million, while pre-tax profits plunged 27 percent to €56.4 million, due to a €32.3 million write off on the sale of its Temporary Space division, otherwise profits would have been more than 13 percent higher at €88.7 million. Capital expenditure increased 20 percent to €199.5 million.



Full year revenues at **Hiab** improved six percent to €1.15 billion, with orders rising 13 percent to €1.26 billion. The order book at the end of December was 51 percent higher than last year at €453 million. Operating profit fell 15 percent to €133.8 million due to supply chain problems and increased costs. A higher Euro also had a negative impact. Fourth quarter revenues were 13 percent higher at €318 million, with order intake rising 24 percent to €357 million, operating profits declined 14 percent to €34.4 million.



Full year sales at Hiab's sister company **Kalmar** were flat at €1.62 billion, while order intake increased 23 percent to €1.92 billion. Operating profit was nine percent higher at €138.1 million.

Cargotec as a whole, including MacGregor, reported revenues of €3.36 billion, up two percent on 2017. Pre-tax profits dropped 15 percent to €161.1 million.

US-based **United Rentals** achieved full year revenues of \$8.05 billion, a 21 percent increase on 2017. Pre-tax profits increased 41 percent to \$1.48 billion. Organic growth came from having 6.9 percent more equipment on rent and a 2.6 percent hike in rental rates. Capital expenditure increased 21 percent to \$2.29 billion. In the fourth quarter revenues were 20 percent higher at \$2.31 billion with pre-tax profits rising 27 percent to \$425 million.



Haulotte achieved its highest quarterly revenues since 2007, taking full year sales to €555.9 million, 11 percent up on the year. New machine sales were €488.9 million - up 13 percent - parts and service revenues €50.9 million - up three percent - while rental revenue declined 14 percent to €16.1 million. The company's order book is at its highest level for 11 years. Fourth quarter revenues increased four percent to €142, with new machine sales up 16 percent, parts and service up five percent and rental down seven percent due to challenges in Argentina. The company has warned that profits will be lower, due to an unfavourable sales mix, higher raw material costs and the costs of implementing its new strategic plan.



Full year sales at **Manitou** were €1.88 billion - a new record - up 18 percent on 2017. Growth occurred in all three divisions - Material Handling & Access sales by 18 percent to €1.29 billion, Compact Equipment/Gehl 28 percent to €314 million, while Services and Solutions was 10 percent higher at €276 million. The order book at the end of December was just over €1 billion, up 45 percent on the year. Fourth quarter sales increased 21 percent to €523 million with Material Handling & Access at €364 million, up 21 percent, Compact Equipment up 29 percent at €88 million and parts & services revenues up 12 percent.



JLG revenues for the first quarter to the end of December increased almost 32 percent to \$826.5 million, including Aerial lift sales of \$337.7 million - up 4.5 percent - while telehandler sales more than doubled to \$269.5 million and other revenues - parts, services and used equipment sales - increased 25 percent to \$219.3 million. The order book at the end of December was 7.5 percent up on the year at \$1.7 billion. Operating income more than quadrupled to \$66.4 million thanks to higher volumes, price increases and the absence of last year's restructuring costs.



Italian truck mounted and spider lift manufacturer **Pagliero Multitel** has reported a record year for 2018. Production exceeded its previous record of 1,200 units, while the company booked orders for 1,500 units, 40 percent higher than last year. Total revenues for the year were €80 million, almost half coming from France. The company opened two new production facilities during the year and now employs more than 300. Monthly production is currently running at 120 units a month on an upward trend.



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

Power Tower Duo

UK-based Power Towers launched the European version of its Power Tower Duo at the UK's Executive Hire Show in Coventry earlier this month.

The Duo - which has already been supplied to some customers in the Middle East - is based on the standard Power Tower with 5.1 metres working height, 250kg platform capacity and overall dimensions of 780mm wide and 1.6 metres long. However the Duo is rated for two people, rather than one. Weighing 396kg it is 54kg heavier than the regular Power Tower, due to the four stabilisers and attachment lugs that provide the two person indoor/outdoor rating.



The new Power Tower Duo

CPA rail crane safety guide

The UK's Construction Plant-hire Association's Crane Interest Group has launched a new publication entitled **Good Practice Guide: Requirements for Mobile Cranes Alongside Railways Controlled by Network Rail.**

The 29 page publication is aimed at All Terrain cranes, loader cranes, crawler and spider cranes and mobile self-erecting tower cranes, as well as telehandlers and excavators used for lifting suspended loads. Produced in cooperation with Network Rail it is based on the same principles as the previously published guidance on tower cranes working alongside railways and is free to download from the CPA website.



Executive Hire Show

The Executive Hire Show had a good few crane and access stands, along with safety equipment and software exhibitors, but no major new products. However Snorkel displayed an updated A38E boom lift and a UK built S2755RT Rough Terrain scissor lift, and WernerCo announced the appointment of Access Platform Sales (APS) as official UK distributor for its BoSS scissor lifts.

More coverage on www.vertikal.net



Joanne Mitchell of WernerCo (L) and Steve Couling of APS - official UK dealer.



The Comet Solar



Snorkel's S2755RT - now built in the UK.



The show entrance with the Böcker RK 36/2400 tracked crane.

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- **Curtiss-Wright Controls** has launched the VTS2021 tilt sensor.

- UK's **CPL** has produced its 1,000th aerial lift vehicle conversion.

- **Darren Bennet**, national account manager at **Liebherr GB**, has died age 51.



Darren Bennet

- UK's **Orion Access** has taken a 37m **Palfinger P 370 KS** truck mounted platform.

- **Magni Telehandlers** has appointed **Henne Nutzfahrzeuge** as dealer for Erfurt, Leipzig and Dresden in Germany.

- **JLG** has appointed **Wade Jones, Ken Ferguson, Willie van Ryneveld** and **David Wei** to senior management roles in its global product support operations.



Wade Jones



Willie van Ryneveld



David Wei

- Italy's **Multitel Pagliero** held its first European distributor meeting.

- **H&E Equipment Services** has opened a new branch in North Phoenix, its third in Arizona.

- **Manitex** has appointed **Giuffre Brothers Cranes** as **PM Crane** distributor for Wisconsin.

- **Terex Cranes** has appointed **Ulrich Strieder** as operations director for its facilities in Zweibrücken, Germany.

- **Manitou N. America** has appointed **Myron Birschbach** as VP service and aftermarket, **Scott McGuigan** as VP eastern region and **Jill Pintor** as business coordinator.



Myron Birschbach



Scott McGuigan



Jill Pintor

- Scotland's **Leggat Plant** has taken a 100t **Demag AC 100-4L All Terrain** crane.

- Germany's **ETA Vermietung** has taken its 30th **Haulotte** aerial lift, a **Star 10** mast boom.

- Spain's **Loxam-Hune** has appointed **Sara Andrade** as director of strategic marketing & business development.

- **IPS** has supplied **Riwal UK** with a new parts management system.

- Montana's **Rental Equipment Investment Corp** has acquired **All Rents Tools & Equipment** of Seaside, Oregon.

- **TVH Parts America** has appointed **Dirk von Holt** as president.



Dirk von Holt

- Finland's **Suomen Kiipeilytekniikka** has taken two **Falcon** spider lifts.

- Germany's **Lanz** has purchased a **Palfinger P300 KS** and a **Niftylift HR21**.

- Canada's **Cropac Equipment** has taken seven 73t **Terex Crossover 8000** truck cranes.

- UK's **Central Crane Hire (Hull)** has taken a 200t **Liebherr LTM 1200-5.1 All Terrain** crane.

- **LGMG Europe** has appointed **Hans Aarse** as senior advisor Europe and **Maurice Jassies** as Benelux manager.



Hans Aarse



Maurice Jassies

- **Alastair Robertson**, owner of **Universal Equipment**, has died aged 69.

- UK's **AFI** has ordered nine **Scania G320** trucks.

- Germany's **BKL Baukran Logistik** has acquired **Bruns Spezial Logistik**.

- **Raimondi** cranes has appointed **Cristian Badin** as sales director.

- **BMS UK** has taken a 103m **Palfinger/Wumag WT1000**.

- Canada's **Cooper Equipment Rentals** has acquired **Star Rentals** of Vancouver.

- **Terex Utilities** has relocated its Seattle, Washington, service centre.

- UK tower crane company **Bennetts** has taken two **Saez SL 450** luffing jib cranes.

- Turkey's **ELS Lift** has appointed material handling dealer **EMH** as UK distributor and **Small Lift** as its Spanish distributor.

- Australia's **Kennards Hire** has appointed **Nicki Page** as a non-executive director.



Nicki Page

- Jersey's **Keda Structures** has taken a 13t **Kato CR-130Rf** city crane.

- **Manitou** has appointed **Chandlers Farm Equipment, Rod Gaskin** and **Powerlift Materials Handling** as UK dealers.

- Italian crane accessories manufacturer **Ferrari2** has appointed **Heba** as distributor for Denmark and the Netherlands.

- UK-based **Lifting Gear Hire (LGH)** has moved to a new location in Crayford.

- France's **Mediaco** has taken two big **Liebherr** lattice boom cranes.

- Japanese rental company **Kurokawa** has taken the first two **Demag AC 130-5 All Terrain** cranes in Japan.

- **IPAF** has appointed **Claude Dubé** as UK technical and safety manager.



Claude Dubé

- UK's **John Sutch Cranes** has taken a second 250t **Grove GMK5250L All Terrain** crane.

- **Danfoss** has acquired US motor manufacturer **UQM Technologies**.

- **Kalmar** has appointed **Stephen Foster** as senior vice president finance.



Stephen Foster

- **United Rentals** has named **Skyjack** as its Supplier of the Year for 2018.

- **Zoomlion** has opened the world's largest 'intelligent' tower crane factory in Changde, China.

- UK-based **PP Engineering Crane Hire** has taken a 100t **Demag AC 100-4L** crane, with a 45t **AC 45** on order.

- **inspHire** has promoted **Martin Bestwick** to sales director.



Martin Bestwick

- **Avice Hunt**, MD of UK access specialist **John Rusling** in the 1980s has died.

- Germany's **MSG Krandienst** has taken a 450t **Liebherr LTM 1450-8.1**.

- UK-based **Gibsons of Kendal** has taken two 75t/m **Palfinger PK 78002 SH D** loader cranes.

- US-based **Custom Equipment** has appointed **Terry Dolan** as CEO.



Terry Dolan

- UK-based **Planforce Rentals** has acquired the **Hawk Plant Hire** business at Hinkley Point C nuclear power plant.

- **AMCS** has installed its **DCS 60** anti-collision system on a **Comansa 21LC1050** tower crane in Sweden.

- The UK's **CPA** has published a guide for mobile cranes working alongside railways.

- **Sennebogen** has appointed **Almovi** as its distributor for Portugal and Cape Verde.

- Germany's **Franz Bracht Kran-Vermietung** has taken a 450t **Liebherr LTM 1450-8.1**.

- **Dana** has acquired the **SME** group.

- **JLG** has expanded its BIM library to include spider lifts.

- UK's **Spence Crane Hire** has taken a 150t **Grove GMK5150L All Terrain** crane.

- US dealer **Kirby-Smith Machinery** has opened a branch in McAlester, Oklahoma.

- The UK's **Access Alliance** has appointed seven new members.

- **Genie** has launched a **Seasonal Capital Repayment finance programme** in the UK.

- Ireland's **Aerial Platform Hire** has taken the first new **JLG 660 SJ** telescopic boom lift.

- Turkey's **Nurol Construction** has taken a **Raimondi LR213** tower crane.

- France's **Occilev** has taken a 220t **Demag AC 220-5 All Terrain** crane.

- Australia's **Kennards Hire** has opened a 'pop up' branch in Heatherbrae, NSW.

- Dubai-based **Manlift** has launched an innovative pan regional Rental App.

- Italy's **Almac** has appointed **Luana Acocella** as marketing and communication specialist.

- UK's **JMS Powered Access** has taken 30 **Niftylift** trailer and boom lifts.

- UK's **Barhale group** has taken a **Kato CR-350Ri** city type All Terrain crane.

- **Mateco** has acquired two new rental companies - **Pradel** in Germany and **Ciaman** in Spain.

- Germany's **Blumenbecker** has appointed **Richard Mayer, Harald Golombek** and **Olaf Lingnau** as joint managing directors.



Olaf Lingnau, Richard Mayer and Harald Golombek

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

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The changing van mounted landscape

C&A

van mounts

Three years ago the European van mounted landscape was subjected to a number of changes with a split and emergence of a new manufacturer as some smaller players dropped out. The longer-term effect appears positive with the market growing, both in terms of expanding fleets and new users switching to vans mounted lifts from other forms of access equipment including ladders and towers. The latest C&A Top 30 survey of UK and Ireland rental fleets indicates a 13 percent growth in the number of van mounted lifts operated by larger rental companies. The biggest van mounted markets are France and the UK, although uptake is growing in other markets.

When a new player enters a market and makes an immediate impact there will always be collateral damage. The European van mounted sector entered a new phase in the summer of 2015 with a number of events. The first and relatively minor one came from Aldercote, a small UK manufacturer which agreed a sales and assembly partnership with sales, parts and service group IAPS, with the aim to give the product a boost. At the time it looked as if it might transform Aldercote into a more mainstream player, but this has not transpired, as IAPS struggled to find significant sales in a market dominated by Versalift. Aldercote

however is still active and recently made a few sales, but these are little more than crumbs from under the top table and have little impact on the market leaders which continue to win the major orders.

One such order for 12 van mounts - six 14 metre VZ140P-T on Ford Transit vans and six 18 metre VZX180 mounted on Ivecos - worth £700,000 was placed this month by McCann - a civil and electrical engineering company working in the UK on road, rail and airport infrastructure projects. The new vans will be used on street lighting contracts in Grimsby and London.

A far more significant development came at the start of 2016 when



Time Versalift's French dealer and installation partner Time France, decided to produce its own van mounted platforms, forming a new company called Klubb. As if that was not bad enough it also set its sights on becoming the market leader. At that time it was selling around 500 van mounted lifts a year, all in France.

In a very short space of time Klubb transformed itself, lifting sales to somewhere in the region of 1,200 lifts a year. In early 2017 it acquired the assets of bankrupt French aerial lift manufacturer Comilev, having previously hired some of its engineers and set up an office in the region. The deal included the Comilev brands and intellectual property, including the new Xtenso range of truck mounted lifts for the utility market. Shortly after forming Klubb it appointed Kettering based CPL (Cumberland Platforms Ltd) as its UK dealer which had been looking to expand in the van mounted platform market, after a fair amount of success with its 4x4 pickup platforms. A year later Klubb acquired a majority stake in CPL, converting it into a UK subsidiary.

Meanwhile Versalift responded rapidly to the sudden and surprising

loss of its largest distributor, exasperated by its conversion into a major competitor. It formed Time Versalift France early in 2017 and in its first year of trading delivered more than 100 platforms from an all-new production facility in Morlaàs, Southern France, while quickly setting up a national product support group to look after the thousands of Versalift van mounted lifts in the country. Last year it increased production by at least 50 percent as the new facility gathered momentum. Klubb now claims to be not only market leader in France with sales of 550 van mounted platforms but market leader in the whole of Europe.

More recently Klubb acquired French manufacturer EGI, which produced firefighting and fully insulated platforms up to 65 metres. (See interview with Klubb's Julien Bourrellis page 20). While Versalift is facing significantly greater competition this - as we have often seen in the past - can cause the overall market to expand. The lifting world is littered with examples of a dominant player actually doing better after the arrival of new competitors as increased activity



Civil and electrical engineering company McCann ordered 12 Aldercote van mounts last month

draws in new users - spider cranes are a case in point.

Record year for Versalift

Versalift says 2018 was a record year in Europe, in terms of order input. "The natural five to seven year replacement programmes of the larger buyers has kept the market buoyant over the past year," says Versalift UK's Andy Bray, "Other factors may also have contributed to a general upsurge in business such as low interest rates etc. Orders have come from a broad cross section of the market including end users, large and medium sized contractors serving the signage, highways, security and telecoms sectors etc and this in turn fuels the rental market. One of the big differences has been the increase in sales for the LAT-135-H pick-up mounted platforms we launched in 2018, giving us a good product to compete in this sector."

The company carried out an in-depth customer survey after the launch of its E6 van mount in 2016 and has several new products in development as a result.

The first machines in the new VTL - Versalift Telescopic Light - range built in Denmark were delivered to UK lighting contractor Sparkx. The order included six VTL-145-F van mounts on 3.5 and five tonne Mercedes Sprinter vans, with 14.6 metre working heights and 9.2 metres of outreach. The range also includes the 13.8 metre VTL-135-F which offers 8.4 metres outreach, with 265kg capacity on five tonne vans. Options include secondary guarding and working area cut outs which allows full reach over the rear of the vehicle without stabilisers being deployed, but limits slew over the side until the platform is within the permitted radius or the stabilisers are set.

Other new Versalift platforms include a new hybrid model - a

sector that looks set to dominate as users begin to appreciate the benefits, cutaway van versions and all electric models for city centres. An all-electric lift and van without stabilisers has also been developed.

Brexit

"Rental companies are concerned about increasing costs post Brexit," says Bray. "With the uncertainty of a 'no deal' Brexit, we are seeing buying cycles come forward with customers ordering earlier and stocking up. We are also working on several initiatives to manage the possible impact, such as increased parts and component inventory - now around £6 million - for both production and aftersales to ensure continuity should a 'no deal' become a reality."

"Since Time Versalift was acquired by The Sterling Group in early 2017, there has been an integrated approach between Denmark, France and the UK. A number of innovative additions are due in the coming months and new models will be released at Bauma and Vertical Days. Our French facility is regaining market share, with most platforms currently mounted on 3.5t Renault Masters - usually with fixed jibs and no stabilisers. Versalift celebrates 25 years in the UK and Ireland this year, with more than 7,000 units delivered during that time. We are planning customer events for later in the year."

Custers

Dutch manufacturer Custers has been producing the 12 metre articulated Taurus 230-12ML and the 14 metre telescopic 230-14ML van mounted lifts for many years, largely for streetlight maintenance work in the Benelux region. Mounted on 3.5 or five tonne vans are available with no stabilisers



The Versalift LAT-135H



All-electric Klubb K20



Custers 12 metre articulated Taurus 230-12ML and the 14 metre telescopic 230-14ML



The cut away Klubb K38p inner city van mount for street lighting maintenance and installation

or with inboard jacking. Platforms - either truck or van mounted - can be all electric - both chassis and platform - or hybrid with the platform powered by batteries and the chassis by diesel.



Klubb's boom assembly area at its Croissy-Beaubourg site

The company has also changed the stabilisers on its larger 17 metre van mount, so that they set within the vehicle's overall width. Look out for a new range of Custers van mounts later this year.

CPL Cutaway K38p

UK Klubb subsidiary CPL is promoting the K38p inner city van mount for street lighting maintenance and installation.

Available with 'cutaway' bodywork, it offers an improved payload and is easier to manoeuvre in urban areas. The full van model has a working height of 13.7 metres and an outreach of 7.9 metres with 120kg unrestricted platform capacity or 200kg up to six metres outreach. The cutaway version has the same working height, but outreach is slightly better at 8.2 and 6.8 metres respectively. 1kV boom and basket



The new Versalift VTL-135-F



Versalift has developed an all-electric van without stabilisers

protection is standard while a 'key out' system allows the vehicle to be locked while the engine runs so the operator can work in the platform without risk of disruption from below. An optional Green Pack hybrid version with battery powered upper is also available.

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Klubb plans further expansion

The rapid rise of French aerial work platform manufacturer Klubb owes a great deal to its owner and chief executive Julien Bourrellis. C&A editor Mark Darwin managed to catch up with him at Charles de Gaulle airport in Paris just before he hopped onto a flight to Asia.

Bourrellis has been very busy the past three years, ever since he set up Klubb after ending Time France's distributor agreement with Time Versalift. However he points out that he has been busy for 20 years, building the van mounted platform market in France from almost zero to more than 500 units a year.

"Klubb has a much higher profile than Time France did as the Versalift distributor for France," says Bourrellis. "Previously we could only sell in France, but we were no less busy."

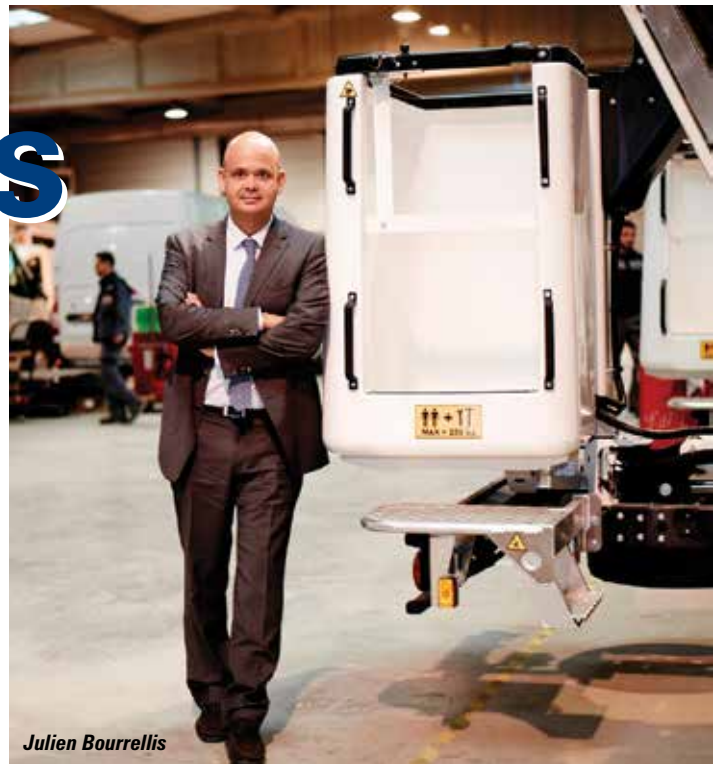
So why the change from distributor to manufacturer?

"There were three major reasons. First, the exchange rate when the Euro dropped by more than 30 percent against the dollar - from \$1.6 to \$1.1 - seriously affecting our profit margins. This meant taking drastic action, such as firing 100 of our people or deciding to produce a van mounted boom myself. Secondly I did not like the new range of machines from

Versalift which made increasing use of electronics. During my time as a distributor I sold 7,000 Versalifts, but increased complexity meant it was becoming more difficult to give a good backup service, if my engineers didn't have the right equipment/computers etc... And third, I had reached the age of 40, was the van mounted platform market leader in France, and I needed another challenge."

"We sold Versalift van mounts but Versalift just supplied the booms. We did all the work preparing the van including fabricating sub frames and mounting the boom as well as providing the backup, spares and service which is critical to building market share. The reason we are now number one in France is because the whole group - which includes Klubb and several other companies - provides the full sales and product support functions for its products to its customers."

Klubb designs and produces its own booms and has three manufacturing facilities - two to



Julien Bourrellis



EGI makes aerial lifts for firefighting and insulated booms with working heights from 18 to 65 metres

the east of Paris and another that came with the EGI acquisition in Charleville-Mézières, North East France. The group also includes distributor Klubb France and Mobitec a specialist bodywork company which adds custom-built items such as tool boxes etc to the platforms.

"Last year we did two crazy things, adding two new companies to the organisation. We bought our UK dealer CPL right in the middle of the Brexit uncertainty. Both my bank

and advisors told me I was crazy, however just a few months later they secured a large order with BT for 130 machines. I had been looking at an acquisition for two years in order to grow the business which had reached its limit in France. Although the UK market is one of the best for van mounts I did not think of approaching CPL but we found out they were also thinking of selling - it was a perfect match."

"The second crazy thing was when we had an opportunity to



Klubb France workshops



Klubb's facility in Croissy-Beaubourg to the East of Paris

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purchase firefighting and insulated boom manufacturer EGI after its parent company Gimaex went into administration. EGI is a small company with just 35 people but has a large 12,000 square metre factory on six acres of land. This was a lucky break for us because we were expanding so quickly, that I was already in the process of looking for a third production facility. Having a large factory with the expertise and 20 years experience building specialist platforms was invaluable. It also meant that we could add firefighting machines and insulated platforms to our product range. In France when a company is in Chapter 11 you can choose who you want to hire but in this case we took on everyone working at the company, to make sure we could do the deal and also because finding skilled labour is very difficult in France."

"These two acquisitions were huge for our company and they will form a major part in our future growth. EGI was a small company that was breaking even so not in bad shape financially. Now we have a new strategy to expand to become a prominent player in both the fire fighting and insulated platform market over the next few years. One

problem we face is that EGI's main products are turntable type ladder trucks for firefighting, or special machines rather than truck mounted platforms."

"We now have two export managers - Xavier Moreau, who was previously the export manager of EGI for special lifts such as firefighting and insulated lifts and my brother Henri for the Klubb platform lifts. Our initial aim was to be market leader for van mounts in Europe and last year I think we achieved that on sales numbers and revenues, selling 1,200 van mounts. Versalift may have sold 300 to 450 in the UK and 150 in France, but we sold 550 in France, 80 in Germany, 100 in Northern Europe and about 80 in the UK, including the BT order. We think we are now ahead of them." We should point out Versalift does of course also sell in Germany, Benelux, the Nordic region and other European markets.

Group service departments

Klubb also operates a number of service companies, including Delta Services, Nacelle Assistance and Services, TFC and the Design office. Delta offers financing for specialist vehicles, leasing solutions, used equipment, fleet management and



Klubb product ready for delivery to customers



The boom assembly area



Busy service workshops



The control room at Croissy-Beaubourg

sales as well as running a long term rental fleet of around 350 lifts. Nacelle is an after sales company providing maintenance and repair services for platforms of all makes, with national coverage provided by 25 mobile service engineers throughout France. TFC offers specialist transport services while the Design office provides R&D for the various group companies, as well as providing engineering services for external customers.

"When I say I have sold 7,000 Versalifts you have to remember that apart from the boom, all of the work that goes into producing a van mount and supporting it, was carried out by ourselves. To go from a dealer to a manufacturer has its advantages - yes we needed to learn new things but when you

are a customer for 20 years you have a good idea of what is needed from a manufacturer. Our dealers are therefore very important to us and the development of the company. Each company within the group operates as stand-alone company and are independently managed with their own targets and Profit & Loss accounts. The Klubb France strategy for example with its 45 percent market share, is totally different to EGI which has zero market share. Our target is to be a major international aerial lift manufacturer and you cannot do that by being in one sector. We need to expand our product offering."

Main van mount markets?

"In 2001 when I started with Time France/Versalift the van mounted lift market in France was almost zero,



Klubb claims to be market leader for van mounted platforms in Europe

now it is around 600 a year. I like the story about two shoe salesmen - one from Japan the other from France - who travelled to Africa to check the market. The Japanese man returned home and said there was no point setting up in Africa because no one wore shoes. The French salesman however said we must go there, it's a huge untapped market. It is all a matter of attitude and application and we have done it before in France so we can do it elsewhere."

"The van mounted market is mainly in Europe with very few sold in Asia - but that can change. France is Europe's biggest market, followed

by the UK with around 600 units. Klubb is number one in France and number two in the UK. Germany is the third largest with about 100 van mounted platforms. Versalift is sold in Germany by Ruthmann so the potential is strong. We have sold more than 40 vans in Belgium, so we are number one or two, and have a good partner in Sweden but in other countries numbers are very small at the moment."

"In Germany we sold 10 fully electric van mounted platforms to Mateco through our partner Charterlift but are in the process of looking for another dealer. We currently have 18 dealers around

the world about half of them in Europe. Eastern Europe is where we plan to look next - in colder climates it is better to work from the van rather than a truck mounted platform. Outside Europe we have dealers in Russia, India, Malaysia, Algeria, Uruguay, Peru and Australia. A dealer must have the capacity to demonstrate machines, offer a full after sales service and have bodyshop facilities to mount the booms. However the large specialist and insulated machines - such as a 25 metre, 700kg insulated platform

we produced for an electricity provider in Turkey - will be made in France."

Any Bauma launches?

Klubb will launch a new range of products at Bauma - but all it will say is that they are not van mounted platforms. "We have a full range of van mounted platforms with the smallest on the two tonne baby vans such as the Peugeot Partner. We also have the two tonne K20 which was all electric but is now available on a diesel van. We will



Producing more than 1,200 van mounts a year causes problems finding space to store the completed vehicles before delivery

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show platforms on a 2.2 and 2.8 and 3.5 tonne from nine to 15 metres. The 3.5 tonne 12 metre platform has the biggest market share in France and 13 metres in the UK.

Investment in innovation

A month ago Klubb hired Cédric Magnien as group innovation director. He joins after 20 years with Poclair Hydraulics and heads a department of 18 engineers across all the group companies. "In the

early years the most important thing was to develop products with small advantages over the competition," says Bourrellis. "Now we need to go big on innovation. The new products to be launched at Bauma are very innovative."

Klubb group

Klubb group now employs 250 people with revenues of €80 million and is apparently still growing at a rate of 20 percent. "I think we



Booms ready for assembly



A Klubb K32 Master Van

have at least one more good year in Europe," says Bourrellis. "We are probably at maximum sales demand and therefore we need a big effort to find other markets. We will continue to manufacture in France whatever the sales demand from other parts of the world. We assemble product in our facilities but 80 percent of everything we use is made in France the rest in Europe and everything is designed in-house. We currently produce between 1,200 and 1,400 platforms a year but our capacity is 2,500 to 3,000 units. If we did ramp up production one of the problems would be finding skilled labour."

Long term plan?

"In the next five to 10 years I would like to be number one in the world for lifts. I still own 87 percent of the company with the other 13 percent held by the banks and other private shareholders, so we have the capacity to invest and acquire but at the moment we have a lot of work to get on with at EGI and Klubb and it will take time to integrate our two new acquisitions into the group. The team we have now has arrived from different backgrounds and companies with different skills and products, but we are now ready to move forward to the next stage of development."

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Less can be more...

There are many different ways of carrying out a particular lift depending on the weight, load, radius and working area. Traditionally crane rental companies supplied a crane based on its nominal capacity, the higher the capacity the longer its boom and the more it could lift. However in recent years this rough rule of thumb method has been turned on its head, as crane manufacturers developed new technology and deviated from the old ratios between nominal capacity, boom length and overall load chart performance. However a factor that has played a far more significant role in changing the rules is the arrival of a range of new crane types that simply do not conform to the old guidelines. They include spider cranes which can get in close and carry out lifts that might otherwise require a much larger crane, or mobile self-erecting tower cranes which can outlift cranes with nominal capacities 10 times greater and finally aluminium boomed truck mounted or trailer cranes, the subject of this article.

These new crane types require an open mind to spot their potential, and an ability to educate regular crane users that there is a better... or different way. Not everyone is able to convince a regular customer that calls for a 50 tonner, to try a three tonne spider crane or a four tonne aluminium crane in its place. It is counter-intuitive.

If 10 years ago you had tried to sell a four tonne truck crane to most crane buyers - except in Germany where the abilities of small self-erecting tower crane were already appreciated - you would probably have been laughed at? The thought that a crane with such a small nominal capacity could be compared to All Terrain cranes of 40 tonnes or more was totally alien. However the aluminium crane is more about reach than nominal capacity with most being able to take 500kg to a radius of around 25 metres,

while the larger models will take a tonne to more than 30 metres. This makes them ideal for jobs such as lifting and placing roof joists, air conditioning units, prefabricated chimney stacks etc... anything that is not too heavy but needs a good reach. The fact they are considerably lighter can also allow them to get closer to the work.

The aluminium crane has several other advantages though. Being mounted on a commercial chassis it has excellent road speeds and is significantly less costly to repair and maintain compared to an All Terrain crane. It is quick to set up, has no separate counterweight, and can go anywhere a regular truck can go, allowing it to carry out multiple lifts each day with a bit of good scheduling. But perhaps most importantly, it carries a significantly lower purchase price than a small All Terrain crane that would be used to perform similar lifts.

Most trailer cranes have a GVW of less than 3.5 tonnes



C&A aluminium cranes

Aluminium cranes are ideal for lifting and placing roof joists



So why are they not more popular? The first aluminium truck crane was introduced 30 years ago by Böcker in Germany and this remains its main market. However over the past five years sales have grown in other countries, such as France and the UK. There are now two major aluminium crane producers - Böcker and Klaas - both based in Germany. The first Böckers were mounted on a 7.5 tonne chassis - allowing the crane to be driven on a standard car licence - and could lift 650kg to a height of 25 metres. Developments over the past five years however have been dramatic, with the larger models now able to lift a maximum of three tonnes to a height of 35 metres, while the largest model has a 12 tonne capacity with a maximum tip height of more than 50 metres and the ability to take one tonne to 34 metres radius.

Aluminium booms are not solely mounted on trucks - they have always been available as trailer cranes. Weighing less than 3.5 tonnes they can be towed reasonably easily however with lengths of over seven metres they may need a vehicle weighing more than 3.5 tonnes in some countries. Another application is the inclined material lift or hoist

A Böcker furniture lift working in Gorinchem, the Netherlands





The K1003 RSX is the largest capacity Klaas truck crane available

for lifting large items of furniture or building materials through upper floor windows. And more recently the boom has been mounted on a tracked undercarriage.

The other major aluminium truck crane manufacturer is Klaas, founded in 1933 by Theodor Klaas it is a family run company based in Ascheberg just north of Dortmund and close to Böcker's base in Werne. It developed the inclined material lift in the late 1940s, but it wasn't until the 1970s and 1980s that son Ludger Klaas saw the benefits of aluminium, producing the first aluminium crane in 1993. Mounted on a 7.5 tonne truck it had a capacity of 500kg. This proved a turning point in the company's history and the basis for developing other equipment, including firefighting equipment, partnering with Iveco Magirus in 2000 and now producing three ranges of fire fighting and rescue machines. In 2005 it developed the new TS aluminium boom profile still used today, which reduces weight while increasing strength and stability. Sales of its cranes have increased steadily over the years as their benefits became more widely appreciated in Germany and increasingly elsewhere. Klaas took 20 years to produce its 1,000th unit, six years for its 2,000th unit and just three years to supply its 3,000th in 2013. Production currently runs around six cranes a week. In the same year it started using the stir welding method for the aluminium booms - an innovative welding process that fuses the two elements of a boom section without adding additional material, resulting in zero distortion, increased strength and improved stability. There are apparently just four stir welding machines in the world, with Klaas operating two of them.

Over the years Klaas also expanded its product range, with the launch of the 25 metre Theo 25 truck mounted platforms on a 3.5 tonne chassis. In 2016 the company launched a new range of four aluminium cranes - three with telescopic jibs. It also added the K850 RS, with a maximum five tonnes capacity and a hook height of nearly 37 metres. There is also the option of an electric three phase motor for the larger machines.

Export markets

Germany is still the largest market - particularly for the smallest cranes on 7.5 tonne trucks. However over the past seven years or so, the UK has become one of its best export markets - coming after many years struggling to sell its trailer cranes. A key factor in the UK becoming its best export market was the appointment of Kranlyft UK as distributor in early 2013. As the European master distributor for Maeda spider cranes Kranlyft had extensive experience of selling a new concept, and new brands, having been responsible for launching Kato in Europe in the 1970s, and later introducing Spierings self-erecting mobile tower cranes.



The largest capacity aluminium crane - the Bocker AK52

Prior to Kranlyft's appointment, Böcker was represented by several companies that were simply not geared to selling and supporting the product. The appointment of an experienced crane distributor with parts and service support made all the difference. It also coincided with a period where small All Terrain cranes had become economically unviable. Why spend upwards of £350,000 on a piece of equipment that can achieve day rates of about £300 including the driver?

Using a commercial chassis, the cranes were quick on the road, reliable, had cheaper replacement parts and were substantially less expensive than an All Terrain. Under Kranlyft sales of Böcker cranes really took off, however the situation changed dramatically last year when the manufacturer decided to open a 'company store', setting up Böcker UK - in Dudley, West Midlands. The operation is headed by Alan Peck, who had been responsible for Böcker sales at Kranlyft. The decision apparently came as a surprise to Kranlyft but using the experience it had developed in the aluminium crane market, it did the obvious and became the distributor for Klaas cranes, not only for the UK



A 3.5 metre wide hydraulically extending platform for Böcker cranes

and Ireland but also Sweden and Denmark.

Products

Klaas has a six model range on chassis ranging from 7.5 to over 26 tonnes, with capacities from 1.5 to six tonnes. Böcker's six models are mounted on similar chassis with maximum capacities from three tonnes up to the 12 tonne AK 52 - the largest aluminium crane currently available. Mounted on a three axle 26 tonne truck with rear axle steering for extra manoeuvrability, the AK 52 features a four section main boom plus three section luffing jib giving a 52 metre maximum tip height with the option of 55 metres.

Basic lift capacity in single line is three tonnes to 17 metres, with a single sheave hook block it takes



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A Böcker RK36/2400 tracked crane



A Böcker spider crane working at Leicester City Football Club

How the largest Böcker and Klaas cranes compare?

	Böcker AK 52	Klaas K1003 RSX
Max capacity single fall	3 tonnes	3 tonnes
Max capacity double fall	6 tonnes	6 tonnes
Max capacity four fall	12 tonnes	-
Max boom length	52m/55m option	54m
Jib length	6.28 / 10.28 / 14.28m	6.61/15.4m
3t @ radius to height	3t @ 17m to 31m	3t @ 11m to 32m
2t @ radius to height	2t @ 22m to 33m	2t @ 18.5m to 27.5m
1t @ radius to height	1t @ 34m to 30m	1t @ 30m to 30m
0.5t @ radius to height	500kg at 40m to 25m	500kg @ 40m to 23.5m
Slew	360 degree continuous	360 degree continuous

four tonnes to 13 metres and six tonnes to 10 metres. Its maximum lift of 12 tonnes at five metres is available when reeved with four parts of line. The crane has a maximum radius of 45 metres and can take 1,000kg to a 34 metre radius at a height of 30 metres.

The largest Klaas machine is the updated K1000 RSX which has significantly better performance in the form of the current K1003 RSX. It may on paper have slightly less performance to the AK 52 but is apparently substantially less expensive to purchase.

Another advantage of the aluminium crane is that it can easily be converted into an aerial work platform. Böcker uses the Easy-Lock system which allows the 3.5 metre wide, hydraulically extending platform to be added quickly giving a maximum working height of 51 metres with a 100kg unrestricted platform capacity or a maximum capacity of 600kg. Thanks to its compact design and minimal tail swing, the AK 52 is well suited to working in tight spaces.

There are also several differences between the Klaas and Böcker machines. All Klaas cranes have 360 degree continuous slew and feature a superstructure engine. The advantages are similar to those All Terrain manufacturers using two engines rather than opting for the carrier engine to power the superstructure as well.

Klaas says that by using two engines fuel consumption is better and noise is reduced. It argues that single carrier engines fitted with a

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A Klaas K750 RS on a DAF chassis.





A Klaas K21-30-TSR trailer crane.

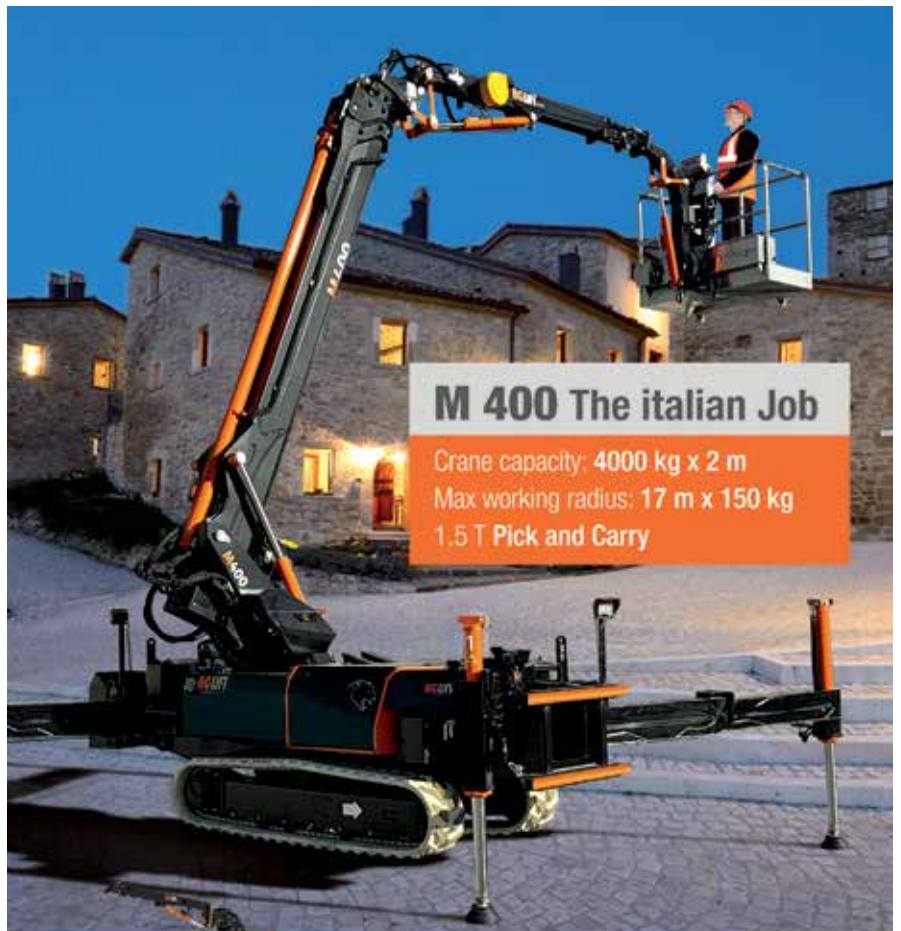
Diesel Particulate Filter can have problems when the engine is ticking over for extended periods. Klaas also claims superior smoothness of operation. We have already mentioned the stir welding method for the aluminium boom but Klaas also employs dual slew motors, twin lift cylinders and twin luffing cylinders on the jib. Main boom telescope uses cables rather than multiple or multi-stage cylinders, saving weight.

Andy Crane of Kranlyft said: "Customers appreciate the rigidity of the Klaas booms, and can choose their preferred carrier from MAN, Mercedes, DAF, Scania or Volvo. For the 7.5 tonne K750 the most popular chassis is the Mitsubishi Fuso which is a big crane on a small chassis, with either a two or four tonne capacity, 36.4 metre hook height and capable of lifting 500kg to 21 metre radius and a height of 26.2 metres and can take 250kg to 30.5 metres radius."

Both Klaas and Böcker mount cranes on trailers with overall weights of less than 3.5 tonnes. Another German manufacturer - Paus - also produces a trailer model - the Sky Worker PTK 31 - which can lift 1,600kg and has a maximum lift height of 31 metres. Klaas offers four trailer crane models, with capacities from 800kg to 3,000kg and hook heights from 24 to 33 metres. Böcker which launched the first trailer crane in 1997 also has a four model range from 1.5 to 2.4 tonnes capacity and 27 to 36 metres lift height. However the company went one step further at Bauma in 2016, when it mounted its largest model on a tracked spider chassis to create the RK36/2400 with a capacity of 2.4 tonnes and maximum lift height of 36 metres. With twin drive speeds of 2.4 and 4.5kph, the crane can pick & carry up to 250kg. With a total weight of 4,500kg it needs a larger truck to move it around. It can also be supplied with an electric motor for reduced noise, emissions and indoor applications. A fully integrated work platform can also be added.

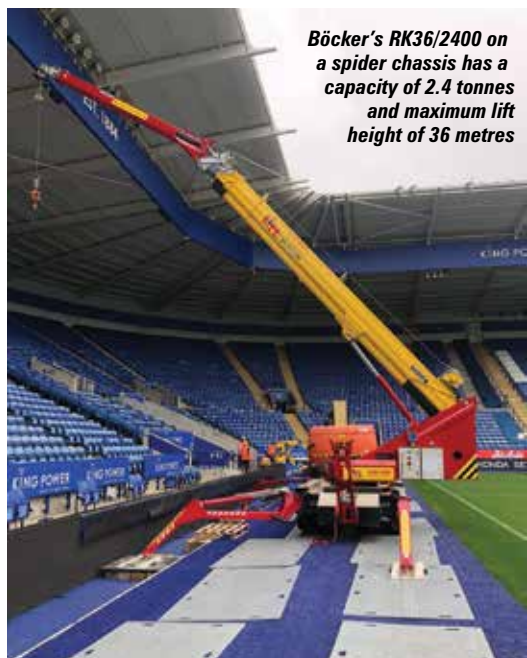


Böcker AK52



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Crane capacity: 4000 kg x 2 m
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Böcker's RK36/2400 on a spider chassis has a capacity of 2.4 tonnes and maximum lift height of 36 metres

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Telehandlers still on the up...

Since the first models appeared in the late 1970s the telehandler has grown in popularity as their used spreads steadily around the world. In addition to the geographic growth, users are still finding new applications while manufacturers expand the product range to cover new sectors with compact/ultra-compact, heavy duty and 360 degree machines. Development since our last major feature 12 months ago has been steady and with Bauma approaching we are likely to see more new product launches.

Global telehandler sales are a healthy 65 to 70,000 units a year, the vast majority being fixed frame machines with heights lifting ranging from eight to 20 metres, and capacities of between 2,500kg and 4,500kg. However there is a definite growth in niche sectors such as ultra-compact - with overall widths of 1.6 metres or less - compact - under two metres wide - and heavy duty/high capacity models of six tonnes or more - although these still make up a relatively small percentage of total sales. While there now around 30 telehandler manufacturers the vast majority are still produced by a handful of companies.

The market leaders in Europe are Manitou and JCB followed a fair way back by Merlo. In North America JLG/SkyTrak dominates the market largely with the classic high boom North American models manufactured for the major rental companies. The more exotic 360

degree models represent less than five percent of global sales, and these tend to be supplied by even fewer manufacturers including Manitou, Merlo, Magni and Dieci. JCB does not currently have a 360 degree telehandler in its range, having been dismissive of the concept in the past. However there have been sightings of a prototype machine which suggests that it may be planning to launch its own machine in the near future - possibly at Bauma? This follows failed supply talks with Magni a few years ago about badging its 360 degree models for JCB dealers to sell.

While 360 degree models are likely to remain a small niche product, an increasing number of manufacturers are offering compact and the even smaller ultra-compact machines which take the telehandler concept into new applications and smaller job sites. They include four metre lift height machines such as the Manitou MT 420 H, Ausa T144 H Plus, the JCB 516-40 and Wacker



A Sambron telehandler of the 1970s

Neuson TH412. Wacker Neuson previously had an even smaller model, the TH408, but this now seems to have vanished from its three model range. These smaller but perfectly formed telehandlers are proving invaluable in space restricted work areas across a variety of industries. Ausa claims that its T144 H Plus is the lightest and most compact telehandler available and plans to show an upgraded version of it at Bauma. Ausa says it is also working on upgrading its two other compact

telehandlers - the T204 H and the T235 H.

Another manufacturer with an ultra-compact telehandler is Tobrocco Giant which over the coming years is looking to invest €14 million in the expansion of its production and automated warehousing in Oisterwijk, the Netherlands. It currently only produces one telehandler model, the 3648 Tendo HD, with a larger engined brother called the 4548. Tobrocco also supplies Kubota with badged versions of these models.



In North America JLG/SkyTrak dominates the market



Weighing 2,400kg the Ausa 144 H can be trailed behind a 3.5 tonne vehicle.



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The Giant 3648 Tendo HD is also badged and sold by Kubota

Compact telehandlers - how they compare?

Make Model	Manitou MT 625 H	Xtreme XR619	Dieci 26.6	Merlo P27.6/Plus	Snorkel SR5719	JCB 525-60 Hi-Viz	Genie GTH-2506
Max capacity	2,500kg	2,700kg	2,600kg	2,700kg	2,600kg	2,500kg	2,500kg
Max lift height	5.85m	5.8m	5.78m	5.9m	5.8m	6.0m	5.79m
O/A Height	1.92m	1.90m	1.95m	1.95m	1.90m	1.89m	1.92m
O/A Width	1.81m	1.80m	1.85m	1.84m	1.88m	1.84m	1.81m
O/A Length	3.90m		4.13m	3.91m	4.00m	4.00m	3.84m
GVW	4,800kg	4,672kg	5,000kg	4,850kg	4,700kg	5,490kg	4,580kg

A new slightly larger machine is due to be launched - the 5048 - which features a more powerful Stage V 50hp engine and is about 30mm wider. The company is launching all-electric wheel loaders at Bauma and is planning to introduce this technology into its telehandlers at a later date, as is Wacker Neuson. Tobrocco telehandler production is currently around the 500 units year including the the Kubota versions which are proving popular in France. These new ultra-compact telehandlers have an overall width of around 1.5 metres, capacities up to two tonnes and lift heights of less than five metres. Most have at least one class winning feature, and although the AUSA claims to be the world's most compact telehandler that only applies to its overall width at 1.41 metres. The Wacker Neuson is shorter, while Dieci claims that its new Mini Agri has a lower overall weight. A critical factor here is that it is light enough to be transported on a standard two axle equipment trailer by a 3.5 tonne truck.

One machine that performs particularly well is the two tonne/4.3 metre Mini Agri 20.4 from Dieci. Although it follows the principles of its larger brother, the 2.5 tonne/six metre 25.6, the Mini Agri has been extensively redesigned and despite weighing just 2,000kg, it can take its maximum two tonnes capacity to a lift height of 4.3 metres. The new cab interior has been completely updated and the dashboard

features a new instrument layout, all of which translates into greater comfort and space for the operator, even though it is even smaller than the recently introduced 26.6 model. The light weight allows the use of a smaller Kubota diesel, coupled to a hydrostatic transmission housed in a newly designed engine compartment that completely opens up for easier inspection and maintenance.

Manitou's MT 420 H - a replacement for the old Buggyscopic which was dropped from the company's range eight years earlier - is proving a big hit with sales volumes double those anticipated by Manitou, even though it weighs in at a relatively hefty 4,260kg. Aiming to maintain its popularity Manitou is launching an updated version at Bauma. This includes improved visibility of the forks by redesigning the boom head, and a new 57hp Kubota Stage V engine with DPf.

At the opposite end of the scale Manitou will also launch a new heavy duty model, the MHT 12330, with a lift capacity of either 35 tonnes on a hook or 33 tonnes on the forks. Maximum lift height is 11.76 metres. While not due for an upgrade its compact MT 625 is also doing well, with the company claiming that it is the bestselling compact as well as being Manitou's bestselling model in unit terms.



Manitou will also launch a new heavy duty model, the MHT 12330, with a maximum lift capacity of 35 tonnes

Compact telehandlers

Moving up in size from the ultra compact to compact means overall widths increase to around 1.9 metres, lift capacities to 2,700kg and lift heights to six metres although to be classed as a compact machine generally means having an overall width and height of less than two metres.

Snorkel launched its first telehandler - the compact 2.6 tonne/5.8 metre

SR5719 - about a year ago although it is a badged machine made by Italian manufacturer Farasin.

Snorkel has also added two larger Faresin built machines to its range, the 4,200kg/13.5 metre SR9244 with a forward reach of 9.5 metres and the 4,535kg/16.4 metre SR1054 with a forward reach of 12.6 metres. Both new machines have overall widths of 2.3 metres and stowed heights of 2.56 metres however they share similar equipment levels to the smaller SR5719, including standard foam filled tyres, power assisted steering and Deutz Tier 4



Manitou's MT 420 H is proving a big sales success.

How the Ultra compact telehandlers stack up

Make Model	JCB 516-40	Manitou MT 420 H	Wacker Neuson TH412	AUSA T144H Plus	Dieci Mini Agri 20.4	Giant 4548 Tendo HD
Max cap	1,600kg	2,000kg	1,200kg	1,350kg	2,000kg	1,400kg
Max lift height	4.05m	4.3m	4.26m	3.9m	4.3m	4.8m
O/A Height	1.8m	1.9m	1.94m	1.94m	1.91m	1.97m
O/A Width	1.56m	1.49m	1.56m	1.41m	1.55m	1.57m
O/A Length	3.23m	3.63m	2.92m	3.71m	3.63m	3.13m
Weight	3,420kg	4,260kg	2,700kg	2,400kg	2,000kg	2,950kg



Snorkel launched its first telehandler - the compact 2.6 tonne/5.8 metre SR5719 - about a year ago



The new
Xtreme XR619

Final diesels. The cab includes an adjustable suspension seat and fully proportional joystick controls as standard.

Snorkel's sister company Xtreme has also recently launched new telehandlers including a compact machine and its smallest model to date - the 2.7 tonne/5.8 metre XR619 with a lift capacity of 2,721kg, a lift height of 5.79 metres and forward reach of 3.35 metres. It is a replacement for the slightly larger Xtreme XR5919 and becomes the smallest model in the company's range. Overall weight is 4,672kg with an overall width of 1.8 metres and overall height of 1.9 metres with power supplied by a Deutz Tier 4 Final diesel. The XR619 features boom rollers rather than wear pads, a boom lifting point for handling suspended loads and a choice of three cab configurations. Other options include LED work lights, a reversing camera and synthetic oil for cold environments. Production at Xtreme's manufacturing facility in Henderson, Nevada is expected to begin by June this year.

Xtreme's other new telehandlers include the three tonne/13 metre XR742, which has a maximum capacity of 3,175kg, a lift height of

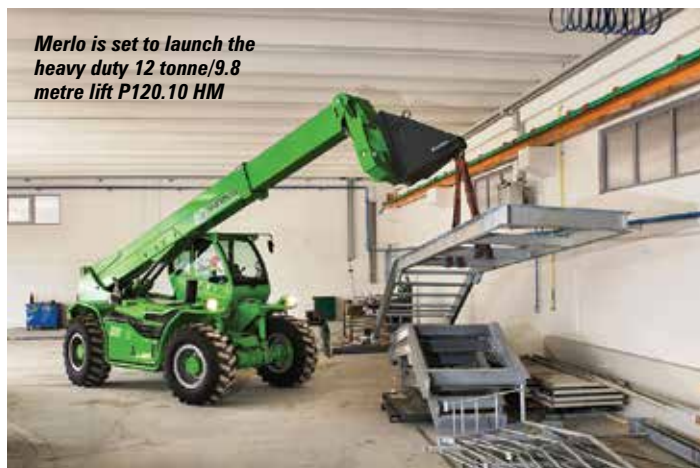
12.8 metres with a forward reach of 8.2 metres and four tonne/13 metre XR944. The two models use the same chassis design as the Xtreme XR1055 and XR1147, and feature three section booms with boom rollers as standard. Both are electric over hydraulic with fully automatic transmissions. Power for both units comes from a Cummins Tier 4 Final diesel. Frame levelling up to 11 degrees left to right is available and the Gross Vehicle Weights are 12,245kg and 13,018kg respectively.

Merlo Panoramic and Rotos

Merlo recently introduced the new compact 2.7 tonne/six metre P27.6 - to replace the 25.6 - with 200kg more capacity and new stage IIIB Kubota engines. It features the same modular cab as the larger models in the range. At Bauma Merlo will launch a further eight new models - four in the Panoramic range and four new Rotos including its largest to date the 34.2 metre/4.95 tonne Roto 50.35S-Plus.

Merlo launched the original Panoramic range in 1987 when it moved the engine from the rear of the machine to the right hand side, setting the trend that changed

Merlo is set to launch the heavy duty 12 tonne/9.8 metre lift P120.10 HM



the future design of the European telehandlers and increasingly North American models too. The new Panoramic machines include the 11,13 and 17 metre P35.11TT, P40.13, P40.17 all with stabilisers as standard, and the heavy duty 12 tonne/9.8 metre lift P120.10 HM which is aimed at quarry and mining applications as well as heavy load handling on larger construction jobs.

The P120.10 features a new FPT Tier IV final diesel powering a Merlo CVTronic continuous variable transmission. Other features include a new modular design with increased structural strength, a new portal axle shaft that provides more ground clearance and larger, more heavily reinforced axles resulting in increased carrying capacity. The new stabilisers are fixed directly to the front axle and allow levelling on slopes up to 24 percent, while operating within the machine's overall footprint.

EPD - Eco Power Drive - electronic control automatically adjusts engine speed to match the power required by the transmission, significantly reducing fuel consumption. The machines feature the new Panoramic cab and MCDC safety system which graphically shows the type of attachment, the load, extension and boom angle.

The new Roto machines include the Roto 40.16 S, Roto 50.21S Plus, Roto 50.26 and the Roto 50.35S

Plus, with lift heights of 16, 21, 26 and 35 metres respectively and lift capacities of four and five tonnes. Merlo showed the first telehandler with a slewing superstructure in 1991 and it remains the market leader with its 'Roto' product line.

A choice of maximum slew is available on each of the new machines - the Roto 400 with 415 degrees slew, Roto 600 with 600 degrees and Advanced with 360 degrees continuous slew. Different versions include Basic - a machine for the rental market, Medium - the machine (also available in a Plus version) for those that require more innovation and features, but which are said to still be simple to maintain and operate and the fully equipped 'high tech version'.

The Roto four tonne capacity 400 range is available with a lift height

Merlo P27.6



Dieci Apollo 25.6



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Merlo's largest Roto to date - the 34.2 metre/4.95 tonne Roto 50.35S-Plus

of either 15.7 or 17.6 metres and can be ordered in basic rental configuration or with suspension and the Plus set-up. The 4.95 tonne capacity mid range Roto 600s have lift heights of 20.8 or 26 metres and use multi position outriggers with automatic or manual control for levelling on slopes of up to six degrees. They are also available in either a basic rental specification or with suspension and other features.

The top of the range Roto Advanced machines feature the multi-position stabilisers with automatic configuration, the advanced safety system and 360 degree continuous slew, along with the new modular cab which can tilt up to 20 degrees, new electronic joystick controls mounted onto a multi functional armrest integrated with the seat with two sensors that automatically detect the operator's hand preventing accidental movements. Three buttons on the left select travel - forwards, neutral and reverse - while the slew is controlled by a miniature mouse operated without moving the hand from the joystick. Operation of the outriggers and suspension etc are also integrated into the armrest and joystick. The CVTronic variable transmission with constant acceleration to 40kph without a gear change.

The new ASCS safety system analyses all the input data, such as load position - boom angle, superstructure slew position and outrigger positions - along with the weight of the load and attachment in use in real time to create a load chart, with a clear visual display showing areas of safe/unsafe operation.



The world's highest reaching telehandler, the 46 metre Magni RTH 6.46 SH

Record breaking Magni

Last summer Magni delivered its 2,000th 360 degree telehandler, having delivered its very first machine in early 2013. During that time, it has pushed the performance envelope launching the world's highest reaching telehandler, the 46 metre RTH 6.46 SH - which is already proving popular in the USA and Europe. At Bauma the company is set to launch the highest capacity 360 degree machine - the 13 tonne/26 metre RTH 13.26 SH. One improvement to the cab is the addition of a 10" XL touchscreen replacing the seven inch version on all RTH models from the RTH 6.26 and above. The smaller display will continue to be used on the Smart telehandler range.

JLG market leader?

As mentioned earlier, JLG and its main brand SkyTrak, is by far and away the major producer of telehandlers in North America. The eight model JLG range goes from the six metre/2.5 tonne G5-18A to the 17 metre/5.4 tonne 1255. The company also has a High Capacity



Skyjack SJ843

model the 10 metre/7.6 tonne 1732. The SkyTrak machines range from the 11 metre/2.7 tonne 6036 to the 16.21 metre/4.5 tonne 10054.

Last year JLG revenues, jumped 25 percent to \$3.78 billion, a new record, helped by strong telehandler sales which increased 44 percent to \$948.9 million, mainly from sales in North America of course. This surge in telehandler sales must put the company close to overall market leadership or at the very least on a par with JCB and Manitou. The company still has an agreement with Caterpillar although this seems to have reduced in importance as Caterpillar turns its focus away from the sector as the other major global equipment producers such as Komatsu and Case have done. At the same time JLG has phased back its telehandler efforts in Europe, given that it struggled to achieve any significant market share via organic growth. Given its global ranking, it is not impossible to imagine that the company might make an acquisition if a decent opportunity arose. Although there are no indications that it is in the market for such a deal.

One of the advantages of the telehandler as a materials handling machine is the amount and variety of attachments that can be used. JLG's latest is a fork mounted

extendable truss jib for lifting and placing suspended loads such as roof trusses for both of its JLG and SkyTrak telehandlers. The attachment - targeted at erecting roof trusses and steel frames - is designed for a maximum fork size of 60 x 178mm x 1.8 metres long, has a 3,630kg capacity and capable of handling 907kg at its fully extended length of 3.65 metres.

Skyjack doing well

Skyjack entered the market in 2007 with the purchase of Canadian telehandler manufacturer Carelift Equipment which made heavy duty telehandlers marketed under the ZoomBoom brand with lift heights from 10 to 19 metres and capacities up to 14,500kg. The following year it acquired the US telehandler and Rough Terrain forklift division of Ingersoll Rand. The 2008 recession probably curbed the company's appetite for the market, however sales for the heavy duty machines picked up in 2013, but the biggest change came in 2015 when emissions regulations forced an update to the product lines, which spurred the company on to completely revamp the range with the introduction of four new models,



JCB 516-40



Snorkel SR9244



Bobcat TL43.80HF

two 13.2 metre/43ft lift height units - the 2.7 tonne SJ643 TH, and 3.6 tonne SJ843 TH, a 13.5 metre/4.5 tonne SJ1044 TH and 17 metre/4.5 tonne SJ1056 TH. All are Tier IV Final compliant. The company currently produces seven models ranging from the compact 2.5 tonne/six metre SJ519 TH - with its overall width of 1.8 metres, overall height of 1.92 metres and 4,800kg GVW - up to the 17 metres/5.4 tonne SJ1256 THS or the heavy duty nine tonne/14 metre ZB2044. The new models have significantly boosted sales, although it remains a small player in the market compared to JLG, Manitou and JCB of course.

Pettibone traversing boom

A North American manufacturer offering something a bit different is Pettibone with its traversing boom telehandler. Founded in 1881 Pettibone has been producing material handling equipment since the 1940s and was once a big name in Rough Terrain cranes as well as offering truck cranes. It had some success in Europe in the 1970s and 80s with its massive Carrylift loaders which could handle up to 27 tonnes. While not telescopic, the front end loader type lift arm pivot points could be moved forward to increase the reach and were particularly popular in the logging and saw mill business.

The 13 metre/four tonne Pettibone Traverse T944X claims to be the only new telehandler with a boom

that slides forward - moving up to 1.78 metres - when the machine is stationary. Pettibone says that the traverse function allows contractors to carry out work with a smaller machine, in that it has the ability to move the load forward without the need to telescope or raise the boom, allowing users to place loads more precisely at full lift height or through tight openings without having to coordinate multiple boom functions. Power comes from a choice of Cummins Tier IV Final diesels, the cab includes a new analogue/LCD gauge cluster as standard with an optional seven inch digital display with integrated reversing camera and the all steel fuel and hydraulic tanks are part of the machine's simple rugged build.

All-electric and hybrid from Manitou

Manitou has been working closely with Deutz on the electrification of telehandler drive lines as part of the Deutz modular product portfolio for electric drives, which allows manufacturers to choose between diesel or battery electric power or a hybrid combination in order to best suited to their needs. The programme is also aimed at producing a more efficient drive train that reduces overall running costs, fuel consumption and emissions in equal measure.



The 13 metre/four tonne Pettibone Traverse T944X with traversing boom

How the new Bobcat LT43.80HF compares

Make Model	Bobcat TL43.80HF	JCB 541-70	Manitou MLT 840 120	Merlo TF42.7 140
Max capacity	4,300kg	4,100kg	4,500kg	4,200kg
Max lift	7.5m	7.0m	7.55m	7.1m
Speed	40kph	33kph	32kph	40kph
O/A Width	2.3m	2.23m	2.42m	2.25m
O/A Length	5.0m	4.99m	5.22m	4.49m



Manitou electric telehandler



Merlo P27.6

The first all electric Manitou telehandler - a 3.5 tonne/11 metre MT 1135 - is equipped with a 360 volt power supply with a 30 kWh battery feeding a 60 kW electric motor. The unit is currently on cycle testing at the new Manitou R&D facility near its headquarters in Ancenis, France. We witnessed the machine running at full speed around the company's road and rough terrain tracks, stopping to shovel gravel from one silo to another and then repeat the circuit. Speeds are virtually the same as the current diesel model, but it is of course a good quieter, with the whine of the transmission or the scraping of the bucket along the ground being the loudest noise.

A hybrid version replaces the Deutz TCD 3.6 diesel of the current MT 1335 with a smaller Deutz TCD 2.2 diesel plus a 20 kW electric motor and 48 volt electrical electric system. The test units currently use a lithium ion battery pack slung under the chassis, but this will be incorporated into the machine proper once the long-term testing programme is completed.

Manitou chief executive Michel Denis said: "The integration of electric drives into our telehandlers

is very encouraging for the future. Deutz has rapidly assumed a pioneering role in the field of electrification and has the necessary expertise and knows our special requirements."

Gehl

The Gehl division of Manitou has also been busy, launching four new third generation telescopic handlers for the North American market with capacities of 4,990kg and 5,440kg, and lift heights of 12, 13.5 and 17 metres. All four are very similar using the same Tier IV Cummins diesel and four speed Dana powershift transmission, standard hydraulic frame levelling with an overall width of 2.5 metres. The overall length of the machines varies from 5.9 metres to 6.4 metres, while the overall height varies between 2.3 and 2.35 metres depending on the model. The higher capacity models have standard front stabilisers and boom tip auxiliary hydraulic lines, both of which are available as options on the two lower capacity models. Maximum capacity at full horizontal reach is the same for all four units at 907kg, but forward reach ranges from eight to 12.2 metres on the two 17 metre models.



Genie GTH 2506



Bobcat's latest telehandler is the 7.5 metre/4.3 tonne TL43.80HF

The new models feature improved visibility and show a greater Manitou influence than in the past. All feature the same cab configurations and include single joystick control for boom extension and retraction, attachment tilt, auxiliary hydraulics and forward/neutral/reverse, leaving one hand free for the steering wheel. Three types of attachment system are available - the narrow Dynattach which has an automatic locking system and the wider DynacARRIER available with or without hydraulic locking quick attach.

Bobcat

Bobcat's latest telehandler is the 7.5 metre/4.3 tonne TL43.80HF which offers a little more capacity

without sacrificing the relatively compact dimension of machines in this sector. Bobcat now offers a range of 15 rigid frame telehandlers with capacities from 2.6 to 4.3 tonnes and lift heights from six to 18 metres. This is impressive, or surprising when one considers that the company is only a very marginal player in the telehandler market, with market share said to be about two percent. Designed and produced at the company's plant in Pontchâteau, France all Bobcat telehandlers are now covered by a three year/3,000 hour warranty as standard, with the option of a five years/5,000 hours warranty.

The TL43.80HF has a two section boom with a maximum forward

reach of four metres, a box frame chassis, low centre of gravity, long wheel base and a large rear counterweight. Dimensions are typical for a 7.5 metre/4,000kg machine, with an overall width of 2.3 metres, a length from rear bumper to fork face of five metres and a turning radius of 3.71 metres.

The machine features new heavy-duty Dana Spicer axles with limited slip differentials, standard boom cushioning, a speed limiter system that controls speed regardless of the engine speed. Power comes from a Bobcat Stage IV/T4f diesel or where permitted a Perkins Sage IIIA/T3, while Bobcat says that the standard Eco mode can provide fuel savings of up to 15 percent.

Other manufacturers

Turkey-based MST has been producing telehandlers for about 10 years and is the only telehandler manufacturer in the country. It has a six model fixed boom range from the four tonne/6.35 metre ST 7.40 to its largest the three tonne/16.3 metre ST 17.30.

On the whole, Chinese telehandlers are quite poor with several essentially small wheeled loaders with fork carriages instead of loader buckets. The exception is XCMG which has been producing machines for about a decade and had moved its focus from construction to the agricultural sector reflecting the limited domestic demand from China's construction industry.



MST has a six model fixed boom range from the four tonne/6.35 metre ST 7.40 to its largest the three tonne/16.3 metre ST 17.30



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C&A

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Bauma 2019 is again nearly upon us. The show continues to grow and grow while other international exhibitions give way to smaller, more specialised local events. For many manufacturers it is the culmination of three years work to ready products for a truly global launch. For visitors this is the one to go to if you only ever go to one show.

Held once every three years in Munich, the exhibition feels like it comes around quicker and quicker. In 2016 it broke all previous records with more than 600,000 square metres of exhibition space attracting almost 3,500 exhibitors from 58 countries and nearly 600,000 visitors. This year the layout has been reorganised slightly with the addition of two large new halls - C5 and C6 - as well as optimising the outdoor space which has increased the space by a further 10,000 square metres.

Although the show is open for seven days - from April 8th to 14th - there are so many stands and exhibitors to see that it soon becomes apparent how important it is to plan your visit. The site is vast so that even planning your visit well can mean walking 10-20km per day!

In this issue and the March issue we have the first and main previews which highlight all the major product launches expected at the show. The dedicated Vertical Guide to Bauma then has a walk-through of each type of product - AT cranes, spider lifts, loader cranes etc - guiding you to the relevant stand in each category in the most efficient way possible, pointing out the major news and product items along the way.

One thing to remember - many senior company executives only attend the show for the first

few days so if you do need that important face to face meeting plan it for the early part of the week.

Getting there

Flights to Munich airport are plentiful and it is well-served by domestic and international airlines. Rail connections from Frankfurt and Stuttgart airports are also good. From Munich airport you will find a shuttle bus to the showground - or Messe Gelände - or you can take the U-Bahn from the airport with two changes or take the U-Bahn and a bus with just one change. The showground is direct from the central station. Taking the taxi from the airport is quite expensive - allow about €75 - and depending on the time of day and traffic, it may be quicker on public transport. Be warned though - mornings until around 10 can be a challenge to squeeze on board the U-Bahn. And remember take the second showground station for the crane and access areas.

Accommodation

Finding accommodation during Bauma is a challenge - finding anywhere cheap is like searching for the Holy Grail as prices can double or even treble that week it is simple case of supply and demand. If you really get stuck it is possible to find good hotels at a reasonable price 60 to 100km outside of Munich and then either drive or use the train to get to the show.



Hotels should be booked through an agency you know or direct with the hotel to avoid any scams etc. Or if you are buying a new crane or access equipment you might get help from the distributor or manufacturer.

Getting in

Everyone has to pay to get in at Bauma, even exhibitors only get a few free staff passes. They can and do buy tickets for their guests, so it is worth checking with some of those you plan to visit.

It is also about 40 percent cheaper booking your tickets online - a day ticket for example is €24 online or €35 at the show.

Tickets	Online	At the show
Day ticket	€24	€35
3-day ticket	€49	€69
7-day ticket	€62	€85

A reduced day ticket for students, trainees or pensioners is €26 and can only be purchased at the show with the relevant documentation. Children up to 14 years old can get in free if accompanied by a parent.

Bauma 2019 first review What to see...

Liebherr

Liebherr has by far the largest stand at the show and starts building its three storey stand several months before the shop opens. It has numerous new product launches planned, along with the 230 tonne, five axle LTM 1230-5.1 All Terrain with 75 metre boom and the 800 tonne LR 1800-1.0 crawler crane, both of which were shown as prototypes at the Liebherr Customer Days event last year. Two other new All Terrain cranes will also be unveiled - all we know at the moment is that one will be an eight axle crane 'designed for maximum performance' - possibly a big brother to the LTM 1450 launched at bauma 2016. The other new product

will be a five axle crane with 'great economy and flexibility in use'.

Liebherr Nenzing will show a new 300 tonne duty cycle crawler crane - the LR 1300 SX. For heavy loads the crane can be fitted with a derrick boom and additional counterweight. The radius of the new suspended counterweight can be adjusted hydraulically. Another feature is the 'Boom Up and Down Aid' which is said to automatically prevent an operator lowering a boom and jib combination in a configuration that could overturn the crane.

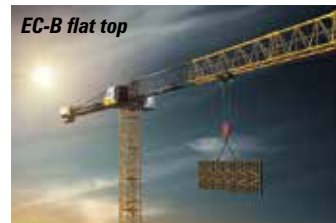
Liebherr will also launch its largest self-erecting crane to date, the 125 K - with a radius of 55 metres



LTM 1230-5.1

and maximum hook height of 65.5 metres - which it claims is the largest on the market. The basic hook height of 29.5 metres can be increased by adding five tower sections to reach 41.5 metres while the jib can be luffed to 30 degrees to reach its maximum hook height. The crane has an eight tonne maximum capacity and can lift 1,300kg at 55 metres radius thanks to its Load-Plus function.

A new eight model range of EC-B flat top tower cranes have capacities from six to 16 tonnes and jib tip capacities from 1.6 to 2.8 tonnes at a radius of up to 58 metres. Three of the new tower



EC-B flat top

cranes will be equipped with the company's new fibre rope developed with Teufelberger. As well as the increased service life, the rope provides up to 20 percent more jib tip capacity compared with steel rope on a high rise.

Manitowoc

The group will launch six new cranes - three Grove All Terrains and



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Potain Hup 40-30

three Potain tower cranes including a flattop, a luffer and a new self-erector along with several new technological developments. While details of most of the new launches are being kept secret, the company has confirmed that one of the new products is an upgraded three axle, 60 tonne GMK3060 with longer - 48 metre - seven section pinned boom, improved load charts and a slightly shorter overall length. It will also be available with a choice of Tier 3 or Tier 4 final diesels. Other cranes on show will be the new four axle 90 tonne GMK4090 which was announced at the end of 2017 and an 80 tonne four axle GMK4080-2 - essentially the same crane with less counterweight.

Alongside the three new Potain tower cranes will be the new company's Cab-IN internal operator hoist developed in partnership with German hoist manufacturer Geda. The system is compatible with all Potain bases, allowing it to be retrofitted into both existing crane models. Maximum capacity is 200kg.

TII Group

Global manufacturer of heavy duty and specialist vehicles Transporter Industry International (TII) Group comprises of Scheuerle, Nicolas, Kamag and Tiiger brands has several launches. For the wind industry TII is showing a third generation wind turbine blade transporter with more lifting power - 610 tonne metres - and easier blade pickup which is ideal for blades over 80 metres long.

Designed in Germany and made in India is the Tiiger Smart Duty (SD) modular platform trailer for moving loads up to 240 tonnes on public roads or industrial areas. Up to 18 tonnes can be transported per axle line. The EuroCompact semi-trailer is an all-rounder that can carry loads from 30 to 115 tonnes for construction machinery,



TII SPMT

transformers and plant components. Finally there is the SPMT and SPMT Light self-propelled modular transporters. The SPMT Light has a platform measuring six metres by 2.43 metres with four pendulum axles and integrated PPU. A 700mm lift ensures sufficient space for lifting and positioning loads.

Fassi

Recent acquisitions mean that the Italian Fassi Group now includes French aerial work platform manufacturer ATN, Jekko spider and mini crawler cranes as well as Fassi loader cranes - all of which can be seen on stands around the showground.

New Fassi cranes include two new XE-dynamic loader cranes in the 30 and 35 tonne/metre class and feature 360 degree continuous slew and between two and eight extensions. Fassi will also show its latest technical developments which help the operator use the crane smoothly yet quickly, while improving safety. They include the FX-Link, Automatic Winch Control, Automatic Crane Folding, Cab Collision Detection and Integral Machine Control to name a few. Also on display will be the Easy. Box, a solution to storing ignition keys and identification credentials on machines shared by numerous drivers.

Jekko will launch the new JF990 heavy duty tracked spider crane using a Fassi loader crane upper, the hybrid version of the SPX1280HYB mini crawler crane, a full lithium battery SPX532 as well as the MPK06 and MPK12 mini pick & carry cranes. Technology includes a new interface for the Jekko remote controls and the J-Connect



Jekko JF990

telemetry system.

Manitou

Manitou's MT 420 H - a replacement for the old Buggyscopic - is proving to be highly popular, and to maintain its momentum, Manitou will launch an updated version with improved visibility to the forks thanks to a redesigned boom head, and a new Kubota Stage V diesel. The company will also show the heavy duty MHT 12330. Powered by a Stage V Deutz it has a capacity of either 35 tonnes on the hook or 33 tonnes on the forks. Lift height is 11.76 metres.

Manitou has also been working closely with Deutz on the development of an all electric telehandler drive line. It will show two prototypes, the 3.5 tonne/11 metre MT 1135 equipped with a 360 volt battery pack feeding a 60 kW electric motor and the MT 1335 hybrid, normally fitted with a smaller Deutz diesel, combined with an electric motor and 48 volt battery pack.



Manitou MRT 12330

Tobroco Giant

Tobroco Giant will launch a new slightly larger machine - a wider, more powerful compact telehandler - the 5048 and will unveil a line of all electric loaders, with technology that will eventually transfer to its growing telehandler line.



Giant 4548

Terex Cranes

Terex Cranes will show all of its new Demag All Terrain, City type cranes, and a brand new mid range CC crawler crane, the capacity of which is currently not being disclosed. On the tower crane front it will

show the all-new CTT 202-10 flat top tower crane, alongside its new tower crane elevator that can be used both internally within the tower sections or externally. Also check out its new T-Link tower crane telematics system. Rough Terrains will be represented by an upgraded RT90 together with details of future models. Other All Terrain cranes on the stand will include the three axle AC45 City, AC55-3, AC100-4, AC220-5 and AC300-6 with luffing jib.

Terex CTT 202-10



Genie

As part of a line-up of 17 products Genie will show two new battery powered Rough Terrain articulated boom lifts, with optional hybrid version. While the company has not elaborated on the size of the new booms, we believe that they will include 45ft and 51ft models. The company will also show the latest XC Xtra Capacity telescopic booms including the 65ft S-65 TraX. Also check out the new Lift Connect Telematic system.

Bauma will also be the first opportunity for most visitors to see the new 13ft GS-1330m electric drive micro scissor unveiled at Bauma China in November. With an overall length of 1.4 metres the 780mm wide machine weighs just 885kg. The company will also show a new scissor lift, possibly a bigger brother to the GS-4047 and the lithium option for its slab electric scissors.



Genie GS-1130m



Magni 8.25 SH

Magni

Magni will show the new 13 tonne/26 metre RTH 13.26 SH 360 degree telehandler, the world's largest in terms of lift capacity. Also on display will be the 46 metre RTH 6.46 SH. Cab improvements include the addition of a 10 inch XL touchscreen replacing the 7" version on all RTH models from the RTH 6.26 and above. The 7" version will continue on the Smart telehandler range.

Since 2016 Magni has been developing a range of boom lifts with its minority owner Dingli, production models of which will be on the stand. The company also says that it will unveil new Magni designed scissor lifts.

Skyjack

Skyjack will be one of the few aerial lift companies with an indoor

Skyjack SJ9253 RT



stand, and can be found in Hall C4, where it will show a new top end Rough Terrain scissor lift based on the SJ9250 - the 53ft SJ9253. It will also show the first models of its next generation electric slab scissors including the SJ4740 - a totally updated model with new scissor stack - which meets new standards and has improved pothole protection and a new controller. All models are updated to the new ANSI rules and new designs and nomenclature will be adopted. It will also show the SJ46 and SJ51 articulated booms manufactured in Oros, Hungary as well as an updated version of its Elevate telematics system.

Stonebrige Orlaco

Stoneridge-Orlaco will unveil MirrorEye, an integrated system of cameras and digital displays as an alternative to conventional rear view mirrors which it is currently testing. Also on the stand will be RadarEye - a radar proximity active vision system designed to detect and view objects in zones obscured from the operator's view which can be integrated into any in cab display on the market.

Wolffkran

Wolffkran will have three tower cranes on show - the new Wolff 133 B hydraulic luffer, the 60 tonne 1250 B and the latest 6020 clear flat top. The 133 B - Wolffkran's smallest luffing jib crane - is available in two versions, the six tonne capacity 133.6 B with a 2.3 tonne jib tip capacity at 45 metres radius and the larger eight tonne 133.8 B with 2.1 tonnes jib tip capacity.

Although the Wolff 1250 B has been around since 2009 Wolffkran's largest crane has never been seen at a trade show. It has a maximum free standing height of 90 metres, an 80 metre jib with an 11 tonne jib tip capacity. The Wolff 6020 Clear flat top was launched in 2017 and is available in six and eight tonne versions and capable of lifting two tonnes at its 60 metre jib tip.

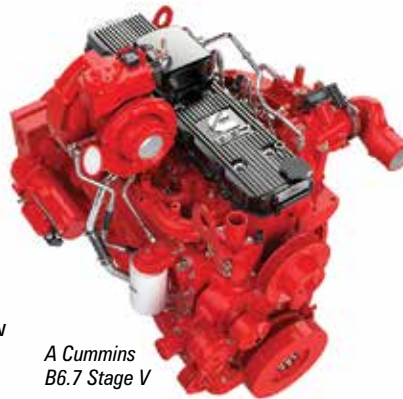
Cummins

Cummins is celebrating its centenary and will show its latest Stage V diesel developments, which offer more power and fuel efficiency allowing it to replace engines of higher displacement. Also on show will be the Stage V F3.8 power unit



Wolffkran 1250 B

and an electric solution using a Hyundai battery pack.



A Cummins B6.7 Stage V

Atlas

Also celebrating its 100th anniversary Atlas will have six loader cranes on display including the new 26 tonne/metre 262V ST brick and block crane which was designed in response to dealer input and available in the A11/A12/A13 and A14 versions.

Redesigned and updated models include the 256.3 and the 226.3 which now weigh considerably less achieved through a redesigned structure rather than high strength steel, with new sequential controls and improved corrosion protection.

Atlas 173.3E



Bobcat/Doosan

Bobcat will show its latest telehandler - the 7.5 metre/4.3 tonne TL43.80HF, with two section boom with a maximum forward reach of four metres, a box frame chassis, low centre of gravity, long wheel base and a large rear counterweight. The machine features new heavy-duty Dana Spicer axles with limited slip differentials, standard boom cushioning, a speed limiter system and standard Eco mode, providing fuel savings of up to 15 percent.

Bobcat TL43.80



Enerpac

Enerpac will launch the Trolley System ETR1250 comprising electrically driven trolleys which can carry heavy loads along a fixed rail system, allowing fast

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Enerpac SL200 hydraulic gantry

continuous movement compared with skidding systems. It will also show the SCJ50 50T Cube Jack and the new SL200 Super Lift hydraulic gantry, with 200 tonnes capacity, featuring two stage lift cylinders with a maximum lifting height of 6.7 metres.

Sennebogen

Sennebogen is celebrating 60 years in business with a number of new machines including its largest telescopic crawler crane - the 130 tonne 6133 E - with a 52 metre main boom and 15 metre extension. The crane has a Tier V engine, dual winches and the Maxcab cab with 20 degrees tilt. The undercarriage

extends from a width of just under four metres to 6.3 metres.

The new 200 tonne 5500 G is the first in the new G Series of crawler cranes with a new modular boom and maximum system length of 104 metres. Load chart improvements are said to be 50 percent better than the old model. A 180 tonne version will also be offered. Power is supplied by a Tier V diesel and with tracks removed the transport width is just three metres. The company says that it will have five other new machines at the show.

Sinoboom

Attending Bauma for the first time, Chinese manufacturer Sinoboom will show several new models including five scissor



Sinoboom GTJZ1212E



Sinoboom GTZZ16EJ

lifts and an articulated boom. They include the 45ft GTZZ16EJ articulated boom lift with direct electric drive, 40 percent gradeability, 9.3 metres outreach and 230kg platform capacity. Overall width is 1.9 metres and overall height of two metres. Of the five new scissor lifts, the 12.4ft GTJZ0407SE is the smallest scissor lift in the

Sinoboom range, it has direct electric drive, an overall length of 1.42 metres, is 760mm wide with an overall height of 1.97 metres. Total weight is 880kg. The 39ft slab electric GTJZ1212E-2 has a platform capacity of 320kg, direct electric drive with a lithium battery option..

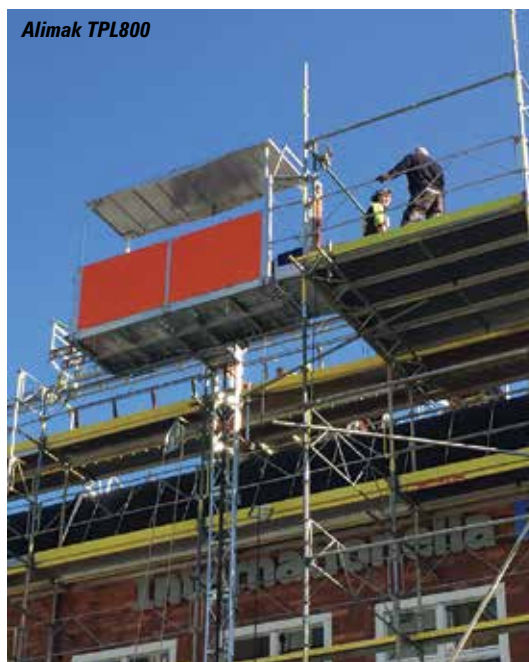
Alimak

Alimak will launch several new models including an upgraded Alimak Scando 650 FC-S hoist and the new MC 650 mastclimber with a 19 metre platform in single mast configuration rising to more than 40 metres with twin masts. Maximum platform capacities are 4,000kg and 7,100kg respectively. It uses the same mast as the Alimak Scando 650 hoist and can be tailored for corners, curves and angles.

Alimak is also extending its transport platform range - suitable for both passengers and materials - with the addition of the single mast TPL 800, a five person hoist with a lifting height of 100 metres. Lift speed is 12 metres a minute in passenger mode and double that for materials.



Sennebogen 6133 E



Alimak TPL800



Hinowa LL 33.17

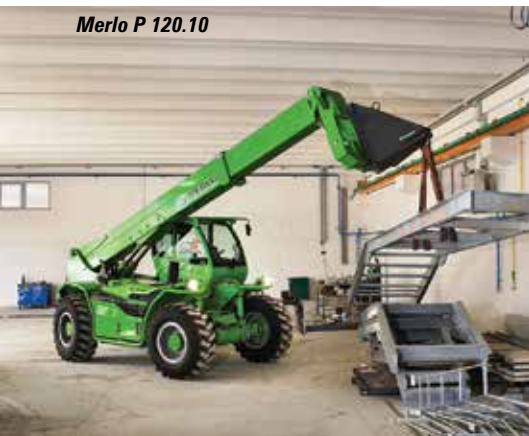
Hinowa

On its outdoor stand Hinowa will show its 32.5 metre Lightlift 33.17 as well as the Lightlift 26.14 bi-energy spider lifts with lithium batteries and Kubota Tier 4/ Stage V, diesels. The 33.17 is also equipped with Hinowa's RAHM control and remote diagnostics system, with a full telematics suite and will switch off completely if left unattended for more than two hours. The Lightlift 26.14 has a 25.7 metre working height, 13.75 metres outreach and a 230kg platform capacity.

Merlo

Merlo will launch eight new telehandlers, including four Panoramic straight frame models all of which are available in two versions with stabilisers or without. They also incorporate all of the new features launched at the last Bauma on its agricultural range. Four new Roto units can be seen including its largest to date the 34.2 metre/4.95 tonne Roto 50.35S-Plus. The new ASCS safety system in the new Roto range analyses data in real time such as load position - boom angle, turret rotation and undercarriage rotation - outrigger position, weight of the load and attachment in use to create a load diagram showing areas of safe/unsafe operation.

Merlo P 120.10



Palfinger

With two stands - one for cranes and one for platforms - Palfinger will display several new products. On the cranes stand will be a new 57 tonne metre electric PCC tracked heavy-duty articulated spider crane, the 25 to 37 tonne metre TEC series, 20 to 25 tonne metre SLD cranes including Smart Boom Control. The stand will also feature VR simulators allowing visitors to sample some of the new features such as the Smart Boom Control system which allows the operator to specify the destination of the boom tip while Paltronic calculates the necessary movement combination.

The access stand will feature its first hybrid truck mounted platform - the 37 metre P370 KS E - and a prototype PK 18502 SH electric powered model, two new Light class NX platforms the P220 BK and the P280 CK, and the P130 A and P 200 AXE Smart class platforms together with a 25 metre P 250 AJTK spider lift and an insulated platform with 14 metres outreach.

A Palfinger PK 135002 TEC 7



A Palfinger P370 KS E



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IPAF

IPAF will use Bauma to launch its global safety campaign to address the increase in accidents when operating an aerial work platform on or alongside roads - a significant cause of accidents in Europe as well as North America. It will emphasise the effectiveness of planning and traffic management to reduce danger of operating near pedestrians and vehicles. Visitors will also have the chance to review the updated MEWPs for managers course which is now available as an eLearning module.

Geda

German hoist manufacturer Geda with its new corporate branding will show a new improved rack and pinion mast system for its hoists and an all-new Multi Lift hoist. One feature will be a 'Selfie Tower' allowing visitors to test one its hoists in order to take a panoramic selfie. Another focus will be its range of tower crane operator elevators which it can install on any manufacturers' tower systems. It is likely to have one installed on the Wolffkran stand.

Hiab/Effer

Hiab's acquisition of Effer - which was finalised in November - will

mean that the two companies will have a combined stand. Hiab is celebrating its 75th anniversary this year but with many models launched at the IAA exhibition last September there will be few surprises. As well as its loader cranes it will show Hi-Connect which remotely connects Hiab equipment through the cloud along with its Hi Vis system which allows the operator to work the crane from the comfort of the truck cab. Effer will, perhaps surprisingly, launch two new Light loader cranes in the five to 11 tonne/metres range and may also show its 2255 flagship model which can reach a height of 55 metres.

Dalbe

Family owned Italian crane company Dalbe has exhibited at Bauma before, but always on a dealer stand. This year it will have its own stand, albeit a booth in hall B5, with no chance to have an actual crane on show. It manufactures a full range of self-erecting cranes, flat top cranes and luffers.

JLG

JLG is celebrating its 50th anniversary and will have a substantial number of new products on show including three new lithium powered articulated boom lifts. The new models are based on the current 34ft 340AJ, 45ft 450AJ and 52ft 520AJ diesel powered models, with the same structure and lift mechanism, but incorporate an electric drive motor to power the machine's hydraulics and two direct drive electric wheel motors for travel with a heavy duty lithium ion battery pack. They are said to have enough 'grunt to handle all but the worst of rough terrain conditions.

The company will also show its latest Rental series slab electric scissor lifts, including the new 1330 micro model show as a concept machine at Bauma China. It offers a 13ft platform height, 760mm overall



A Unimog mounted Atlas loader crane



TII's wind turbine blade transporter

width, direct electric drive and an overall weight of under 900kg. Along similar lines are the new 15ft 1530 and 19ft 1930R, along with the new 26ft 780mm wide 2632 and 32ft/1.2 metre wide 3246.

There is also plenty of other products to see, including new platform options for boom lifts, the production version of the SkyGuard SkyEye beam type secondary guarding for boom lifts. A new ultrasound proximity detector for scissor lifts and a good deal of new technology, including its BIM modelling system. There will also be an Augmented Reality Mobile phone app that allows a user to superimpose a machine onto the actual work for planning purposes and an app that will allow a mobile phone to be used as a remote controller for drive and steer

functions on its scissor lifts, for safer loading/unloading etc...

Look out for more coverage in our second preview in the March issue.



JLG Rental series scissors

Liebherr LR1800-1



A JLG 520AJ





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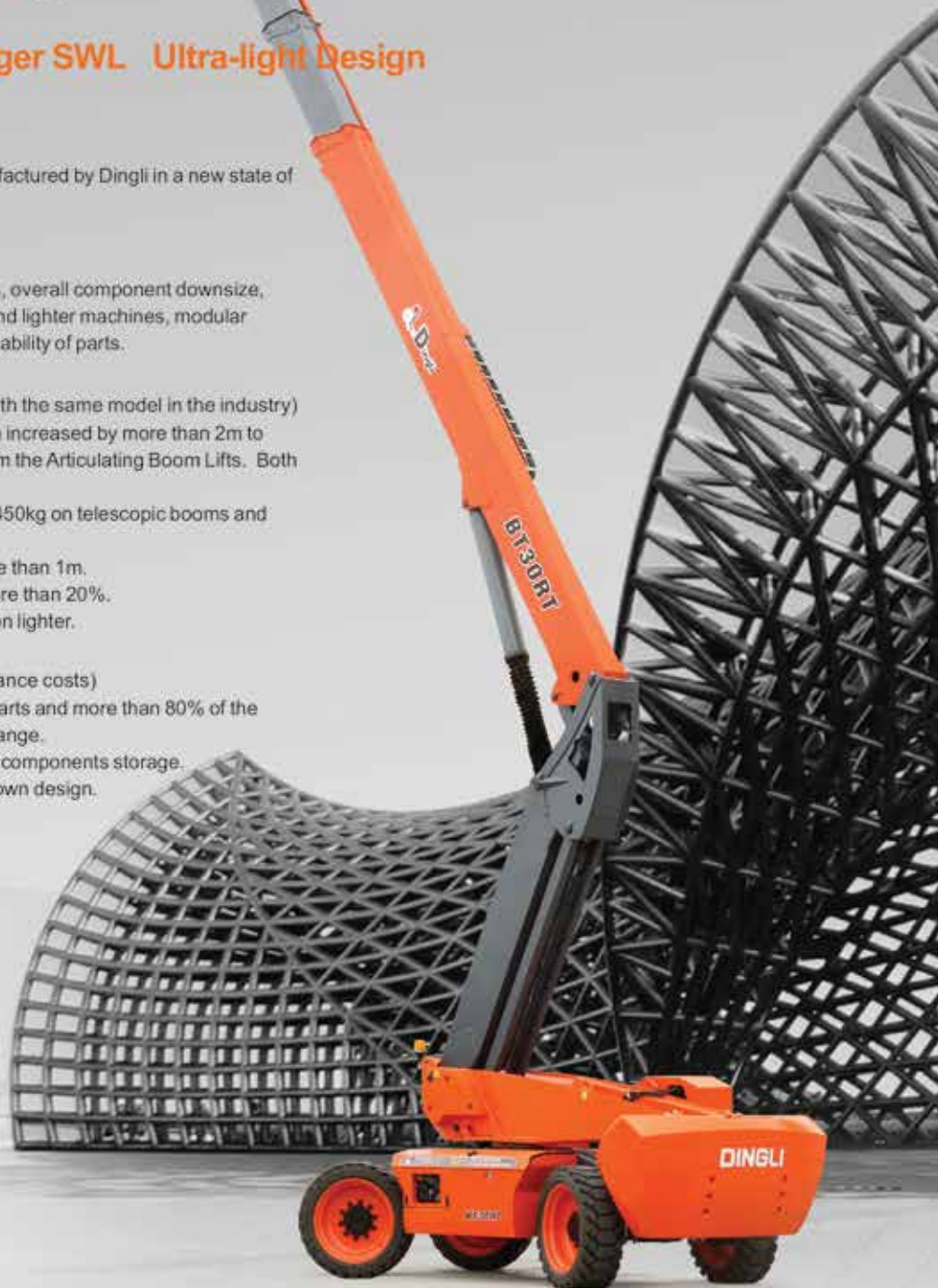
Telescopic Boom Lifts

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

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

Articulating Boom Lifts

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



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Turn on to batteries

The past year was somewhat surprising in terms of the battery developments in the aerial work platform market. Around 70 percent of all self-propelled aerial lifts are powered by batteries - the vast majority being slab electric scissor lifts - that use a fairly standard and traditional lead acid battery pack made up of four six volt 225 Amp/Hour batteries. In order to work at peak efficiency they need to be kept well charged and be regularly maintained. Ignore this last point and their life can easily be reduced to little more than a year, while looking after them properly can easily extend this to five years or more. With rental rates remaining weak and margins thin, this can be the difference between turning a profit or a loss.

When a battery pack fails on the job, the cost can easily escalate to more significant levels, given the cost of a call out to check the problem, a second visit to replace the batteries - or the machine - lost revenues, and possibly worst of all, the loss of a good customer. It is therefore an area that is increasingly receiving more and more attention.

However with good service engineers hard to find and increasingly expensive, more lift owners and rental companies are looking into battery choice up front. This is the area that has changed most in recent years. In the past the most you might do was ensure that a good quality semi traction battery pack was installed.

All major manufacturers install such batteries on their new machines and have done so for many years. But there was a time - at least in

Europe - when this was not so when it came to replacement time, usually due to abuse or lack of maintenance. Inferior or under specified batteries were all too often fitted, due to the lack of availability or the cost of an original replacement. Almost without exception the best lead acid batteries for this application come from the USA and brands such as Trojan, US Batteries and Crown etc.. In the past 15 years or so these batteries have become readily available in Europe at a competitive price and so these days most owners replace their battery packs with such products.

In the same time-frame battery powered lifts have become significantly more efficient thanks to motor controls and direct wheel drive etc largely solving the battery life problems of old - or at least reducing their occurrence - making battery life between re-charging a non issue. However most fleet

The best lead acid batteries come from the USA and brands such as Trojan, US Batteries and Crown.



C&A

batteries



A classic battery pack on a Skyjack scissor lift



The low profile Stealth Watering System from TVH fills all battery cells to the same level at the same time and claims to take one tenth the time of doing it manually.

owners are still spending a good deal more on battery replacement and maintenance than is necessary.

A sign of change in this area came at the start of last year when an increasing number of rental companies began seriously considering alternatives to traditional lead acid batteries. This may have been spurred on by the

increasing use of lithium ion battery packs on spider lifts, which have chalked up a good track record, since Hinowa pioneered them in 2009. The first ones have been in service for almost 10 years now, and in most cases substantially outperformed the original claims in terms of battery life, both between charges and in the number of years



Battery powered lifts have become significantly more efficient thanks to direct wheel drive such as on the Genie Z-60/37DC



Lithium ion batteries are now an available option on Genie GS slab scissors



A Nifty HR21E

they would last before needing to be replaced. Hinowa says that apart from some early failures during the warranty period, they have yet to replace a single battery pack.

The reason that they have not until now spread to other platforms is price and until recently the lack of a standard off the shelf product that could simply replace the six volt lead acid unit. Products are now coming on the market but are double or triple the cost of a wet lead acid battery, but it can be argued that you can use fewer of them. JCB for example uses two, 12 volt lithium ion batteries in place of the traditional four, six volt lead acid battery pack. The company added them as an option on its slab scissor lifts after landing a large order from the Dutch rental start up Hoogwerkt. Given that the JCB scissors use traditional hydraulic wheel drive motors, battery life between charges is unlikely to be



JCB for example uses two, 12 volt lithium ion batteries in place of the traditional four, six volt lead acid battery pack

any better than the standard pack. However they are maintenance free, have a long operational life and are cleaner. All of which can yield significant manpower savings, possibly allowing a reduction in service engineer headcount? It also means that end user customers do not need to concern themselves with checking batteries, or where they recharge - as unlike traditional wet batteries they do not emit hydrogen - an increasing concern on

Trojan Battery recently revealed its first lithium batteries Trillium - Trojan Intelligent Lithium - which replaces lead batteries using the same charging equipment.



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Lead Crystal batteries

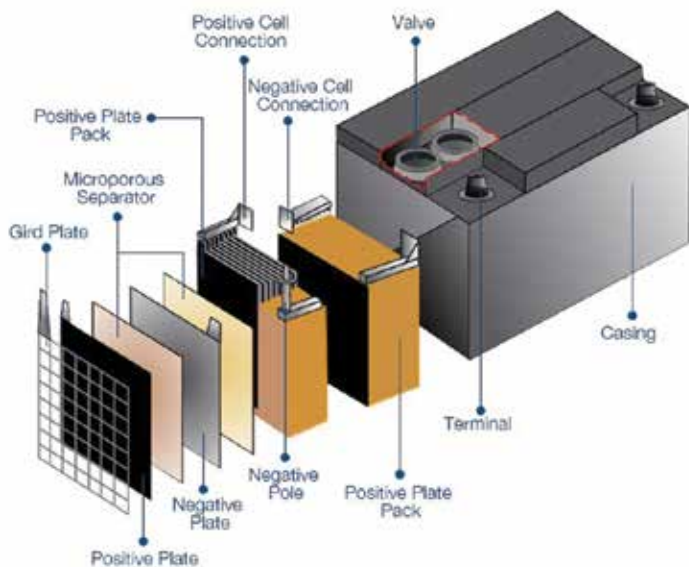
Another alternative is emerging - Lead Crystal - which is said to deliver a similar performance to lithium ion, partly due to the fact that they can be discharged to almost zero without stressing the battery, they recharge in half the time of lead acid, do not 'leak' charge when stored, do not suffer from 'memory' and are said to last up to 18 years - all for a lower price. They are also 99 percent recyclable through traditional channels and classified as non-hazardous goods for transport.

The technology uses pure lead, high purity calcium selenium plates and a safe silicon dioxide (SiO₂) electrolyte solution that solidifies into a white crystalline powder when charged/discharged. It also contains less acid, no cadmium and no antimony.

Battery distributor Ecobat launched a Lead Crystal range of batteries last year, strategic director Derek Anderson said: "Contrary to common belief, matching the correct charger to the battery is as important as identifying the most appropriate battery for the application. This is particularly the case with a highly engineered

safety conscious sites and projects. Given the costs of lithium ion another maintenance free alternative is gaining ground, the AGM or Absorbed Glass Mat battery. They were originally used as a less expensive, maintenance free alternative to Gel batteries, for applications in food preparation areas and clean rooms etc. The downside was that for a given physical size they were not as good as the lead acid equivalent, often only achieving 90 percent of the run time. Back when scissor lift battery life was a pressing issue, this was significant - pay more and get less performance! However in the years since everything has changed, AGM batteries now offer more storage capacity than lead acid, they have the maintenance free benefits of lithium ion and offer a real alternative to both. When combined with machines featuring direct electric drive they offer enough life to manage two shifts of intense use. All this at a lower cost than lithium, without the concerns some companies have of lithium overheating or their recycling challenges.

The make-up of a Lead Crystal battery



product such as Lead Crystal, which is designed to provide a realistic real-world alternative to lithium and other lead-based products."

More powerful packs for booms

The benefit of battery packs with a greater power to weight ratio is that larger battery powered boom lifts are becoming practical alternatives to diesel. Battery powered booms up to 86ft are now finding favour, with JLG offering an all-electric version of its 800 series of telescopic boom, although it currently uses a very large traditional battery pack. Most 86ft Niftylift HR28s have been sold as hybrids with a complete battery pack and a small diesel.

When it comes to the 60ft class the choice is wider still, with Genie having unveiled its all electric Z-60/37DC and hybrid FE version in 2017. Both units use four electric wheel drive motors which can outperform the diesel Rough Terrain Z-60s in the rough. At Bauma they will extend the concept, most likely to the popular 45ft Z-45/25 and 51ft Z51/30 articulated boom lifts. Haulotte unveiled its new HA20 LE Pro Pulseo last April, and went further, stating that it will cease manufacturing internal combustion units over the next few years as part of its Blue Orientation strategy - essentially Haulotte's environmental policy with plans for the entire company to become carbon neutral and as environmentally friendly as possible within its time frame.

At Bauma we are likely to see

other companies introducing electric boom lifts, JLG has already said that it will unveil lithium ion battery powered versions of its 34ft 340AJ, 45ft 450AJ and 52ft 520AJ articulated boom lifts, using the same structural elements as its Diesel RT models, but with and electric motor to power the hydraulics and two electric wheel motors for travel. Expect Manitou to follow suit, possibly at Bauma. But even more interesting is its new electric telehandler using a large lithium ion battery pack. A hybrid version with the addition of a small, emission friendly diesel is also to be launched. The development is part of a cooperation programme with Deutz which is focusing much of its R&D efforts on hybrid and all-electric drive trains. During a recent visit to the Manitou plant in France, the new battery powered telehandler was performing test laps of the endurance track, which includes a rough terrain section and gravel shovelling work station. The speeds were clearly as good as a regular diesel model, but without the noise and emissions. The loudest noise during full speed travel is the 4x4 transmission, normally drowned out by the engine noise.





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Qatar insists on CISRS training for scaffolders

The Qatari government is insisting that companies tendering for its major construction projects employ scaffold installers/erectors that are Construction Industry Scaffolders Record Scheme (CISRS) trained. The procurement announcement has been issued by Ashghal, the department responsible for overseeing large scale infrastructure, buildings and public utility developments in the country and was confirmed during a meeting between Ashghal representatives, and officials from CISRS and Simian Risk during a visit to Simian's scaffolding training centre in Waltham Forest, UK.

Following a tour of the facility, CISRS scheme manager David Mosley made a short presentation on the history of CISRS and the creation and ongoing expansion of the Overseas Scaffolders Training Scheme. "I welcome Ashghal's announcement, which will encourage more scaffolders to undergo certified OSTs scaffolding training and lead to greater safety standards, improved knowledge and skill levels on sites throughout Qatar," said Mosley.

"It was great to hear that safety is such a key driver for Ashghal, as evidenced in their achievement of passing 100 million hours without Lost Time Injury for infrastructure (roads/drainage) projects. We were pleased to present them with a trophy and certificate in recognition of this milestone and listen to their plans to implement new policies and forge new partnerships to build on this."

Simian Risk partner Ian Fyall added: "We were delighted to welcome Ashghal to our new training centre and explain how we are delivering a variety of CISRS scaffolding courses at various locations in the UK as well as the CISRS OSTs courses we deliver with local partners in Africa, India, China and the Middle East."

Ashghal representatives visited Simian Risk's training centre in the UK.



New NASC CoP category

The NASC has added a seventh category to its Code of Practice (CoP) compliant product list - pre-fabricated structural transom units.

Scaffolding supplier and manufacturer members are now required to comply with the requirements of the associated product audit form. Samples are then subjected to UKAS accredited independent laboratory testing, with those deemed as meeting the necessary standards listed in the CoP compliant product list.

Other products on the list include EN 39:2001 tube [4mm], EN 10219-1:2006 high tensile tube [3.2mm], BS 2482:2009 timber boards, EN74-1 couplers, aluminium beams and BS EN 12810/11 system scaffolds. The NASC published a suite of scaffolding product purchasing guidelines for these products in November 2018.

The Product Guidance documents provide contractors with a simple, go to resource to ensure the equipment they source is up to standard. Each note details purchasing best practice and outlines the standards to which the products they are sourcing are manufactured and tested to. A guidance note relating to pre-fabricated structural transom units will be published later this year.



C&A NASC/CISRS

New CISRS Scaffold Awareness course

Tradesmen and other construction workers will soon be able to undertake a one day Scaffolding Awareness course at a range of training centres across the country. The course is open to anyone who has cause to work on scaffolding - such as painters, bricklayers, electricians and plumbers - and those wanting a better understanding of scaffolding operations and has been created by the Construction Industry Scaffolders Record Scheme (CISRS).

It will provide attendees with a greater understanding and appreciation of the potential dangers of working at height on scaffolds and enable them to identify the core components of a safe scaffold. Delegates will be issued with a CISRS Scaffolding Awareness certificate upon successful completion of the course.

CISRS administrator Laura Weekes said: "This classroom based course will give tradesmen a basic understanding of what compliant scaffolding looks like and guidance on how they can work at height safely. We are looking to offer this course at training centres nationwide from this summer onwards."

The introduction of the course has been welcomed by the National Access & Scaffolding Confederation (NASC). Stephen Allen-Tidy, NASC health and safety advisor, added: "The NASC is committed to promoting the highest standards of safety within the industry. Through the publication and dissemination of a wide range of industry recognised safety and technical guidance - including SG4:15 Preventing Falls in Scaffolding Operations - we continue to drive safety standards upwards."

"This is clearly evidenced in our annual NASC Safety Reports. The 2018 edition saw accidents and injuries recorded by NASC members, collectively employing more than 16,000, fall to an all time low - with just 89 incidences occurring on site throughout 2017. Through the introduction of the scaffolding awareness training course the scope of safety training efforts is being extended beyond scaffolding operatives, helping to ensure that all workers who set foot on a scaffold can carry out the tasks they require safely."



NASC

NASC

Established in 1945 NASC is the national trade body for access and scaffolding in the UK comprising over 240 leading contractors and scaffolding manufacturers.
www.nasc.org.uk

CISRS

CISRS

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Loader crane fatality costs £134,000

UK companies Cumbria Design Scaffold and Larkin Eng Services have been fined a total of £80,000 plus almost £55,000 of costs, following an incident in which a Larkin employee was crushed to death by a loader crane. Cumbria Design was fined £60,000 plus costs of £27,464, while Larkin was fined £20,000 plus costs of £27,211.

In March 2012, Andrew Bowes, 37, a metal fabricator employed by Larkin, had to collect two large metal walkways and deliver them to a customer using a flatbed truck fitted with a loader crane. The first walkway had been lifted onto the back of the truck but was not tied down. As the crane slewed to pick up the second walkway, a sling snagged on the first one, causing it to fall onto Bowes, who sustained fatal crush injuries. An investigation found that Cumbria Design Scaffold had failed to properly plan the lifting operation, had failed to recognise the risks involved and did not have a safe system of work for what was a complex lift. The company also failed to supervise the lifting operation properly. It also found that Larkin Eng Services had failed in its duty to ensure the safety of Bowes, who had only joined the company a week earlier.

Community service and fine for director

Graham Dyson, the director of Coventry, UK based Globalforce Contracts was sentenced to 200 hours community service and ordered to pay costs of £6,849 plus a victim surcharge of £85, after an employee sustained serious injuries in a fall.

On 7th April 2017, Globalforce employee Slawomir Miller fell through a roof light, dropping six metres onto the concrete floor below. He suffered multiple fractures to his vertebrae, ribs, elbow, wrist and sacral bones and spent eight weeks in hospital.

The HSE investigation found that Dyson had failed to properly plan the work or provide adequate fall protection and ignored the fact that Miller had never carried out roof work before and instructed him to gain access to the roof via a scissor lift, which he was not trained to use. He was also left to work without supervision on a fragile roof. Dyson pleaded guilty to breaching the Work at Height Regulations 2005. The company has now been liquidated.

HSE inspector Adam Hills said: "This incident could so easily have been prevented. Work at height on asbestos cement roofing is dangerous and requires adequate planning, organisation, training and equipment. The director was aware of the need to access and repair the roof. He could have provided work at height training and equipment to workers, or simply contracted the task out to a professional roofing company. Directors should be aware that they may be held personally accountable if they endanger the lives of their employees."



AMCS training simulator

French tower crane anti-collision system manufacturer AMCS Technologies has developed a crane simulator - the SIM 61 - in collaboration with Acreeos.

The simulator allows users to create a virtual job site, including environmental factors such as wind speed, location type - such as city, desert, shipyard etc - the size of the job site, the type and size of the cranes, the shape and size of any buildings, and the performance capabilities of the crane. The simulator can be used in conjunction with AMCS' DCS 60 or DCS 61-S anti-collision devices, which simulate the sensors used on a real crane.



Images from the SIM 61 simulator

Genie courses updated

Genie has updated its US operator training programmes to comply with the new ANSI standards for safe use and training.

The courses include new content such as machine terminology, how to select the proper aerial lift for the application, how to create and adhere to a safe use plan, how to perform detailed risk assessments which include rescue planning, best practices for record keeping, and knowledge of machine operation and best practices safe use.



Genie has updated its operator training programmes

Who trained him then?



Spotted by a reader in Glasgow, Scotland, a truck mounted lift being used in the road with no attempt to warn traffic or prevent it from being clipped by a passing truck or bus, or to protect pedestrians walking underneath the work area. The operator also failed to employ outrigger mats.

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New ALLMI Code of Practice

Earlier this month ALLMI released its new revised and updated Code of Practice (CoP) for members of the association.

Chief executive Tom Wakefield explains the changes and rationale behind the new Code: "We released the revised document at the beginning of our new membership year on 1st February, and the response has been extremely positive. Further to extensive consultation with ALLMI board members and a discussion at our Membership Event last year, we have taken a radically different approach to the format of this

document, compared to the previous Code of Practice. The reason for this is that the vast majority of the former Code's subject areas are now covered by applicable British and European Standards, to which ALLMI has direct input and influence, along with ALLMI Guidance Notes, the ALLMI/CPA Best Practice Guide, and the association's various training programmes. Therefore, to revise the Code using the same format would involve an impractical and unnecessary duplication of documentation. Furthermore, this new approach enables the Code of Practice to focus on a Statement of Commitment for members to sign up to, confirming that they will work in accordance with applicable standards and legislation, manufacturer guidelines, ALLMI guidance documents and good practice, as well as verifying employee training and safety, and the highest levels of professionalism, honesty and integrity. These are all guiding principles that have long formed the basis of our membership auditing system."

"The new Code of Practice will be heavily promoted during the coming months and beyond, thereby providing even more credibility to members of the association. We are very happy to provide a copy to all industry stakeholders, and so would encourage people to contact us, should this be of interest."



The new ALLMI Code of Practice

BSI Distributor Status for ALLMI

ALLMI has reached an agreement with the British Standards Institution (BSI) to become an official distributor for the organisation. ALLMI technical manager, Keith Silvester explains: "With standards development being one of the association's core activities, we have a long established and mutually valued relationship with BSI, and this new agreement further strengthens those ties. All ALLMI members of course sign up to adherence with the applicable standards, and distributor status means that we can now provide these documents at a significantly discounted rate, making them even more accessible."



ALLMI to sponsor ISO Crane Conference

ALLMI will be one of the key sponsors for the ISO TC 96 Crane Conference, taking place in London from 31st May to 7th June this year. ALLMI chairman, Mark Rigby said: "This international conference takes place annually, and it is great to see it back in the UK for the first time since 2009. It will enable the coming together of technical specialists from more than 20 countries worldwide, with numerous working groups discussing a range of important issues affecting the design and safe use of cranes. We therefore take great pleasure in supporting such an important and high-profile event, which plays a crucial role in the development of industry standards."



Election Time

Having both successfully retained their places, Mark Rigby of Palfinger UK will now serve a 14th consecutive term as chairman of the association, whilst Steve Frazer-Brown of David Watson Transport makes it 14 years in a row as chairman of ALLMI's fleet owner division.

Mark Rigby said: "It is a great privilege to be able to continue in the chairman's role and to work with the ALLMI board, as well as the wider membership, in bringing about positive change to the industry. ALLMI has a strong and ever increasing influence over the raising of standards, and the projects we have planned for 2019 will see us taking further significant steps forward in this regard, improving health and safety to the benefit of all those involved with lorry loaders."

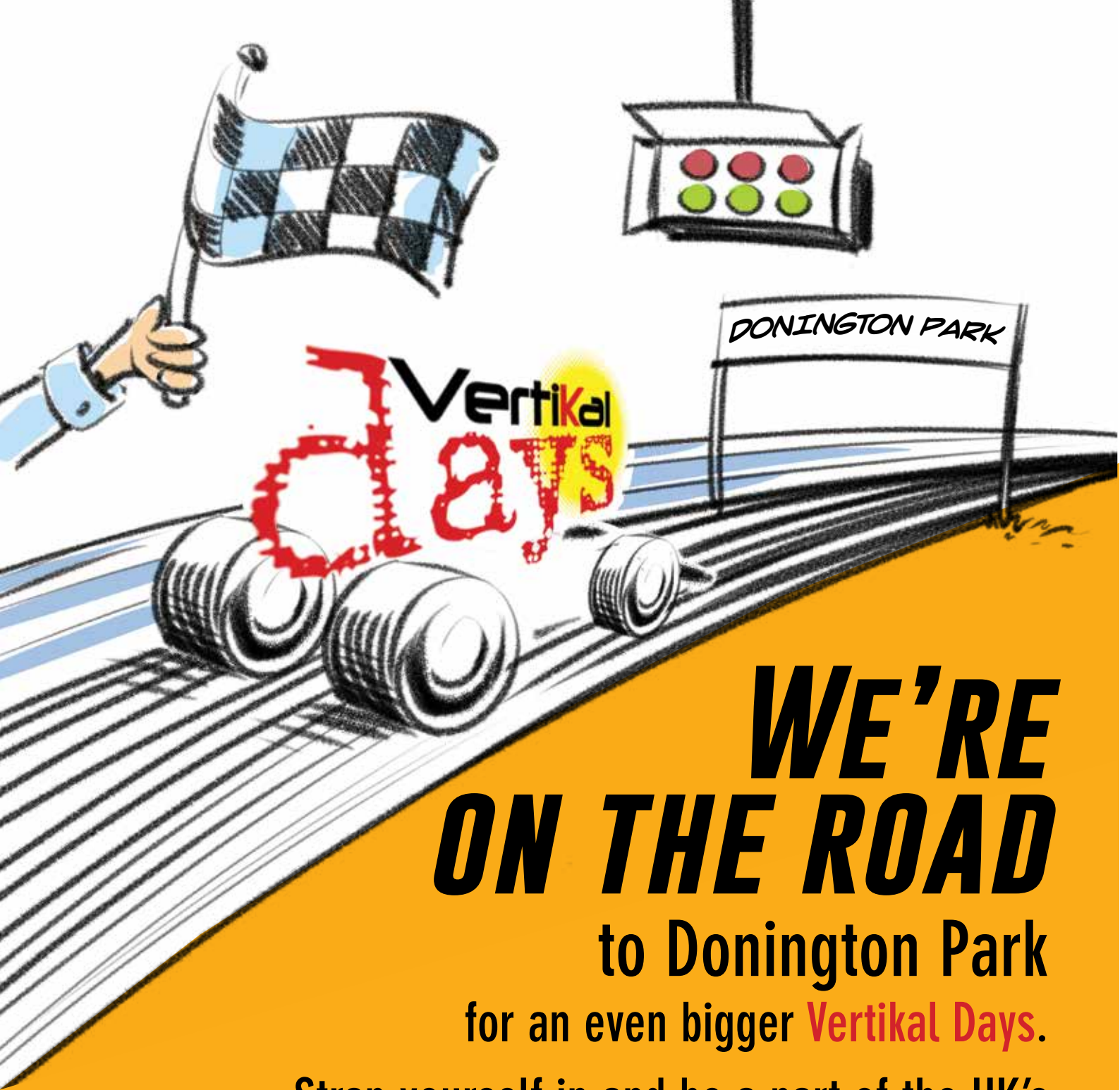
Steve Frazer-Brown added: "I am honoured to serve in the Forum chairman's position once again, to continue to represent fleet owners on the ALLMI board, as well as to work with the Forum Executive Committee on so many important issues. ALLMI has always done an excellent job of developing and promoting good practice, but with every year that passes the association gains further strength and impetus on numerous fronts, ensuring that safety remains at the forefront of operators' minds and attitudes."



Mark Rigby (left) and Steve Frazer-Brown (right)



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



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IPAF to launch global safety campaign at Bauma

IPAF will launch its 2019 global safety campaign at Bauma, in April. The IPAF stand, located in hall C4, will allow visitors to review the updated 'MEWPs for Managers' course, which is now available for eLearning. It will also feature a simulator, to highlight some of the recommendations in the IPAF eXtended Reality (XR) Strategy document, including a demo of the IPAF PAL+ advanced operator course as an integrated simulator training package.

The new safety campaign has been created to address the increase in accidents while operating powered access equipment alongside or on roads, a trend identified through IPAF's accident reporting project and a significant cause of accidents when working at height. The campaign, based on actual incidents, will emphasise the need for good planning to reduce the danger of operating near pedestrians and traffic.

Chief executive Tim Whiteman said: "The eyes of the world will be on Bauma, with half a million visitors expected, so it is a great opportunity for IPAF to showcase advances to its training along with its safety and technical guidance.

For more details IPAF's safety campaigns see www.ipaf.org/safe

IPAF adds to Technical & Safety department

IPAF has appointed Claude Dubé as UK Technical & Safety manager, based at its head office in Cumbria. A Canadian who has lived in the UK for many years, he is fluent in English and French and brings a wealth of experience garnered across a career working as an engineer for access equipment manufacturers in North America and Europe.

Andrew Delahunt, director of technical & safety, said: "It is a pleasure to welcome Claude. He brings invaluable expertise and will be a huge asset to IPAF and our members."

Dubé added: "It is an honour to join such a well respected organisation as IPAF. Safety is the most important concern for everyone who works at height and I look forward to working with my new colleagues to make a positive difference."



Claude Dubé

New date for APPG report to Parliament

The publication of the findings of the All Party Parliamentary Group inquiry into falls from height in the workplace, led by MP Alison Thewliss, has been confirmed for Tuesday 26th February. Richard Whiting and Peter Douglas will represent IPAF at the event.



MP Alison Thewliss



Simulators 'should enhance but not replace'

Technologies such as virtual reality and simulators will soon be enhancing operator training, but not likely to replace practical testing in the foreseeable future, according to IPAF's eXtended Reality (XR) strategy paper. The industry wide consultation into this exciting new technology produced a detailed strategy paper based on the findings. IPAF members worked with the association to produce a policy document on how virtual reality systems can be effectively and safely harnessed to train operators. This led to a ground breaking set of recommendations that are now being implemented.

Tim Whiteman said: "The training sector is undergoing a virtual reality revolution, with simulators now so advanced that operators have been known to reach for an imaginary harness while operating them, or even asked to get off the simulator because they suffered vertigo or motion sickness!"

IPAF has demonstrated its latest simulator at a number of events around the world, from Intermat in France and Vertical Days in the UK, to the IPAF conference in Malaysia and the Euro Institut: Health & Safety Forum at the EU Parliament.

IPAF has ruled out developing equipment or simulators itself, opting instead to develop a system under which it may review, approve and certify XR packages that may be interfaced with IPAF's own training programme, in particular the IPAF PAL+ qualification, or play other key functions in delivering familiarisation and safety instruction.

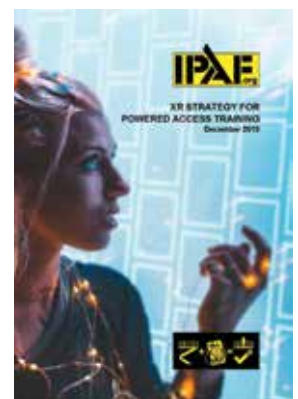
IPAF's strategy paper states that XR can be applied to:

- Complement IPAF's guidelines and advice for the safe use of powered access.
- enhance learning for operators.
- enhance safety for operators.

Furthermore, the paper proposes the following key recommendations:

- Simulators can be used to prepare candidates effectively for practical testing.
- Augmented reality (AR) would enhance pre-use inspection of machines and enrich theory and practical training.
- Interactive 360 degree video can contextualise a range of hazards associated with work platform use.
- VR simulators could play a major role in refresher training and to test ongoing operator competency.

IPAF is working closely with members and those developing the technology to implement its XR strategy, which will provide a framework and terms of reference for those seeking to apply or adopt it to enhance training and complement the safe use of powered access. For more information, visit www.ipaf.org/XRstrategy



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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

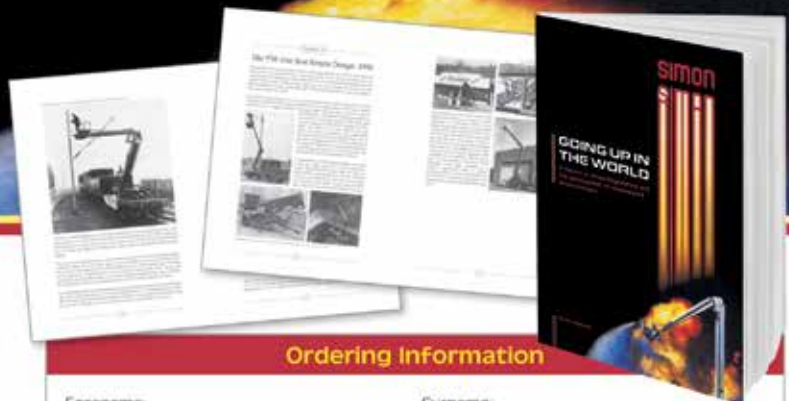
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

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.

- Continental Europe €23 plus €6.50 postage & packing
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PASMA's Hire & Assembly membership category includes companies that provide rental, consultation, specification, design, assembly and dismantling services for advanced mobile access tower builds.

The flexibility of configuration, strength - combined with lightness, and speed of assembly and dismantling - mean that these towers are the ideal solution for accessing height in a variety of more challenging and demanding situations.

All Hire & Assembly members employ trained specialists who have successfully completed the PASMA Towers for Professional Riggers Course, a five day intensive course incorporating daily examinations and practical assessments. Completing the course ensures that



the riggers undertaking the work have the experience and expertise necessary to build large, complex and advanced towers to agreed specifications.

These members also stock components that conform to industry standards EN1004 and BS1139-6, so that their customers know that they are working with safe, compliant equipment. For more details of PASMA Hire & Assembly members visit www.pasma.co.uk

AIF National Conference 2019: Access for Life

Held every three years, the national conference of the Access Industry Forum (AIF), the alliance of the 11 principal trade associations and federations involved in work at height, will take place on Thursday, 14th November, at the AJ Bell Stadium in Manchester. Focusing on the future of working at height, Access for Life will bring together a diverse line up of expert speakers to address the issues and topics set to shape the future height safety agenda. They include representatives from the HSE, RoSPA, the Health & Safety Lawyers' Association, the Office of Product Safety and Standards and the All Party Parliamentary Group for Working at Height (APPG).

The conference is aimed at anyone with responsibility for setting, implementing or advising on height safety, or directing and managing work at height on a day to day basis. From company directors and managers to health and safety professionals - across a wide range of industry sectors - the Forum says this conference has something for everyone. To register your interest and receive 'early bird' details, email info@accessindustryforum.org.uk

The Forum comprises:

ATLAS, BSIF, EPF, FASET, IPAF, IRATA, Ladder Association, NASC, PASMA, SAEMA and WAHSA.



Knowledge Exchange

This year's Health & Safety Event will be at the NEC, Birmingham, from the 9th to the 11th of April and will incorporate the Knowledge Exchange Theatre in which panels of experts take part in interactive question and answer sessions with the audience on a wide range of pertinent health and safety topics.

PASMA will be represented in the Working at Height & Preventing Falls sessions on all three days. The times are as follows:

Tuesday, 9 April: 11.00 - 11.30

Wednesday, 10 April: 13.45 - 14.15

Thursday, 11 April: 13.45 - 14.15

PASMA Mobile App

Free to download, the PASMA Mobile App provides a huge range of practical information that can be used on a day to day basis to support safety, enhance competency, and speed and simplify the whole process of information gathering. The App provides:

- Access to manufacturers' instruction manuals.
- The opportunity to check for information in the PASMA Code of Practice.
- An easy and fast route to finding PASMA training centres and rental companies.
- Access to the latest tower news and developments.
- The ability to upload tower images.



The App delivers the help users need - instantly, on-site at the touch of a screen.

Diary dates

As part of the Access Industry Forum, PASMA will also exhibit at the following events in 2019:

- The London Work at Height Seminar, The Guildhall, 12th July.
- Health & Safety North, Event City, Manchester, 8th to the 9th October.
- The AIF National Conference, AJ Bell Stadium, Manchester, 14th November.



Making Safety Work

The 2018 Annual Review is still available for download from the PASMA website. The 24 page document reports on all aspects of the association's work and includes a full list of PASMA members.



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

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Kato KA-1300R

The Kato KA-1300R is a five axle All Terrain crane with a capacity of 130 tonnes and has been modelled in 1:50 scale by the Chinese model maker Yagao. It comes in a good quality box, and tools are provided for its operation. Assembly is straightforward, but it would have been good to have had instructions and a parts list.

The carrier chassis has very good detail underneath with the transmission and various parts modelled in metal. The metal wheels look good, with different hubs on the non driven axle. All axles steer, with the front three linked together so not all modes possible on the real crane can be replicated. The carrier cab is finely detailed, and the cab doors open. A chain is provided at the front to serve as a hook block tie down during transport.

The two stage outrigger beams are metal with extension decal graphics included, and the pads are nicely shaped. When extended, the outrigger jacks have visible screw threads. Plastic outrigger mats/spreader plates are provided. Although the crane can just about be supported with wheels free of the ground, there is a lot of vertical play between the outrigger sections, so they look bent.

The crane superstructure cab also features an opening door, this one sliding as on the real crane. At the back, the counterweight installation mechanism is modelled, and there are fine mesh grilles. The winch

drums are good, and the ropes have a realistic appearance. The counterweight is made up of nicely shaped blocks with useable lifting eyes on the cheek weights.

The boom has impressive detailing with sharp graphics, and the boom lift cylinders have metal jackets. The boom nose and the large hook are single pieces rather than separate sheaves. An unusual feature is the base boom section which has tilting safety posts for use when the crane is being rigged.

This crane comes with an unusual three section telescopic jib, which can be offset at several angles using the luffing cylinder. It has an impressive length when fully extended. The detailing is very good and the luffing cylinder has a metal barrel. Two hook blocks are supplied, one is a single line headache ball, and the other a three sheave block.

It is good to see a Kato crane model, and overall it is of a high quality. One or two aspects could be improved, and a rigid outrigger system would improve the ability to pose the model more realistically when the crane is in use. The model costs around €300 from importers but is cheaper direct from Yagao.

If any organisation would like help on getting a model made for promotional purposes, please contact CranesEtc@gmail.com.

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

Cranes Etc Model Rating	
Packaging (max 10)	7
Detail (max 30)	25
Features (max 20)	16
Quality (max 25)	20
Price (max 15)	12
Overall (max 100)	80%

On the road



Detailed carrier



Opening cab door



Rigged and ready to lift



Telescopic jib with hydraulic luffing



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New Crane Safety Guidance - Use of Cranes Beside Railways

The Construction Plant-hire Association's (CPA) Crane Interest Group has launched a new publication 'Good Practice Guide: Requirements for Mobile Cranes Alongside Railways Controlled by Network Rail'. The 29 page publication has been produced in close co-operation with Network Rail, based on the same principles as the previously published guidance on tower cranes alongside railways, and is free for anyone to download from the CPA website at <https://www.cpa.uk.net/crane-interest-group-publications-guidance/>

The guidance is clear in that mobile cranes and other mobile lifting equipment may present a significant risk to railway operations during activities such as rigging, use, maintenance and de-rigging and both Network Rail and crane users have a duty to ensure the safety of the railway. If the crane or its load falls onto the track, this could lead to a catastrophic accident, meaning it is essential that best practice is followed to eliminate or reduce this risk to as low as reasonably practicable. In doing so, the crane user will be able to demonstrate to Network Rail and other regulators that adequate measures have been put in place. Early consultation with Network Rail can ensure that any issues are identified and addressed well before any lifting operation starts, thereby avoiding any potential delays to projects.

The guidance is aimed at mobile lifting equipment, such as All Terrain, Rough Terrain or truck cranes, loader cranes, crawler cranes, spider cranes and self-erecting mobile tower cranes, as well as telehandlers and excavators used for lifting suspended loads.



The Good Practice Guide includes topics such as a hierarchy of risk elimination and reduction, detailed requirements for crane configuration and setting up, and lift planning - all with the emphasis on the additional risks of operating in close proximity to the railway. It also includes sample documents such as a foundation pre-rigging inspection report form.

New apprenticeships gain approval

The Institute for Apprenticeships (IfA) has given approval for delivery of the new Hire Controller Trailblazer Apprenticeship. This follows several years of hard work by an employer led Trailblazer Working Group which determined that a Hire Controller Trailblazer Apprenticeship programme was critical in order to attract new recruits to the construction equipment industry, as well as upskilling existing staff into a new role. Hire Controllers co-ordinate the equipment to customers and through a wide ranging skills set, play a key role within rental companies.

The Trailblazer Working Group was chaired by Kirsty Archbold-Laming, director of Southern Hoists, and included a number of employers from the rental sector including general rental, access, cranes, rail equipment, ground support, small plant and tools and concrete pumping. The CPA provided managerial and administrative

support throughout the process, while IPAF and the Hire Association Europe were also involved.

Archbold-Laming said: "We are extremely pleased to get the final approval for this new apprenticeship which will be a major step in helping recruit the new staff that we need in our sector. I would like to thank my colleagues in the group for their support and perseverance in getting it to fruition and IfA relationship manager, Jill Nicholls for the excellent support she provided."

In developing the standard, the group defined the required duties of a hire controller for the training syllabus, including the provision of technical information to customers, helping them select and use suitable equipment for the planned activities, ensuring the equipment being hired is compliant with Health and Safety requirements, completing contract documentation at both on and off hire stages, processing payments, calculating rental charges, damage charges, fraud prevention measures and insurance payments

and handling customer technical enquiries and complaints.

The Hire Controller Trailblazer Apprenticeship process will develop good behaviours including forming positive relationships with customers, working within a team and independently, developing a 'Health and Safety first attitude', being self-motivated, being respectful of equality and diversity and committed to continual personal and professional development.

This apprenticeship has been set at a level two and will take between 12 and 18 months to complete, with 20 percent of that time devoted to 'off-the-job' training. The IfA has placed it in funding band eight which equates to £5,000 that can be spent or claimed by employers. The standard containing the skills, knowledge and behaviours for the apprenticeship, as well as the assessment plan, can be downloaded from:



<https://www.instituteforapprenticeships.org/apprenticeship-standards/hire-controller-plant-tools-and-equipment/>

The Working Group's final task is to prepare the apprenticeship for delivery which will involve the three supporting federations, namely the CPA, IPAF and HAE, as well as the CITB and the training providers who participated in the group and should be ready shortly.



Readers

Letters

**Rental Rate surveys**

Dear Sir,

I have been looking through the latest copy of Cranes & Access magazine this morning, particularly - as I can imagine others will have done - the hire rate survey, which I agree is very handy, but in places eye opening or maybe even eyewatering! It's sad to have what we are only too aware of confirmed - that we as an industry are letting ourselves down by continually reducing the rates. How some can keep going I have no idea, except it's down to the soft financing that they have picked up from manufacturers who are solely intent on selling as much as they can without regard to the implications. How is it that at least one company is putting a 45ft boom out for as little as £185 week!?!? We get £295 a week which is already rubbish! My last car service cost more than that and they only had it for half a day! It is a sad day when almost half of those that did your survey said they would not recommend what is a great industry to their kids. Tragic! We need a clear out with some of the weaker companies going to the wall.

K.Green

Dear Sir,

Got your magazine with the rental rates article on the same day that I heard that Hawk Plant had gone to the wall. Only surprise there was that it had not happened sooner. I think that on a couple of the results you have had some optimist filling in the form looking at the highest on 17 metre machines, but fair dos to you on the whole it's a good survey and helpful.

Edward.....

We are always happy to receive feedback in the surveys we do and would welcome anyone else who might have something further to add to contact us.

Who can identify the crane?

A reader wrote to us and asked if any of our regular readers could identify a crane from the 1970s. In his own words: "Can anyone help identify this tower crane which was the very first tower crane that I ever saw, when it helped construct 'Pavilion House' in Scarborough when I was a child in the mid-1970s. Any ideas would be welcome..."

We posted the story on www.Vertikal.net and received the following responses:

Dear Sir,

"Regarding old Potain tower crane. It looks like our used Potain model 744, year 1979.

We bought one used and made complete reconstruction in last two years (blasting, painting, new electronics and additional remote control). We assembled this Potain on our storage yard in 1360 Vrhnika, Slovenia to loading our lifting gears and mobile cranes ballast etc..."

Janez Jeraj

DVIG in Slovenia:

"It's a Potain 643"

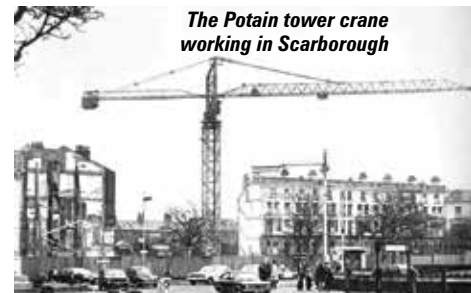
"The crane in your picture is a Potain 764. It's an early version about 1970 because of the thruppenny bit shaped cab. The driver would open the front of the cab and climb onto the seat with his feet dangling into oblivion. He would have to reach out and pull the front shut and the controls were mounted in the cab front. There was a pole in the middle of the cab for the hoist rope to pass through as the hoist winch was inside the bottom mast section."

Dear Sir

It is a Potain 646 G

RCS Hoist/winch located in the base tower below and guided through the collector in the middle of the slewing ring. It was a very popular tower crane.

Michel Deltour



The Potain tower crane working in Scarborough

Avic Amelia Hunt 1921–2018

We have received the belated news that Avic Hunt, who spent many years as a director of UK access specialist John Rusling died in December. Generally known as 'Miss Hunt' she joined contractor William Moss in the early 1950s and became personal assistant to John Rusling, following him to the company's access equipment sales and rental division - Access Equipment - which had a manufacturing licence from UpRight in California to produce its Zip-Up alloy scaffold towers. Rusling later left Access Equipment to form his own company John Rusling Ltd, selling scaffold towers and other non-powered access equipment. Hunt joined him in his new venture.

In 1970 Rusling moved the fledgling business to Newport, Shropshire and Hunt moved with him and became a director of the company, which became the distributor for UpRight's Instant Rib-Grip alloy scaffold towers and aerial work platforms. The business was soon acquired by UpRight as it stepped up its sales efforts in Europe and expanded its production facility in Ireland. Rusling and Hunt remained with the company, with

Rusling later promoted to managing director of UpRight's European sales and distribution operations. Hunt took over as managing director of the UK business which had by now opened a series of sales and rental depots, with 120 employees. She remained in charge until she retired in the 1980s.

Avic Hunt spent her early years in London and never married telling her colleagues that 'when men came back from the war there simply were not enough to go around'. She did however live her life to the full travelling extensively after retirement. She died on December 5th at the age of 97.



Alastair Hope Robertson 1949 - 2019

Alastair Robertson, owner of Universal Equipment in Glenn Ellyn, near Chicago passed away at the end of January, following several weeks of illness. He was truly one of a kind, highly adept at his craft and a true gentleman who loved people.

Alastair Robertson was born in South Africa and studied in the UK, before moving to the UK in 1980 where he took up a sales role with one of the leading aerial lift manufacturers at the time - Simon. He later moved to scissor lift market leader Economy Engineering and stayed on board when it was later acquired by Snorkel. In the mid 1980s he joined Grove Manlift in Pennsylvania, as a key member of its senior North American sales team. A few years later he left Grove, accepting a role with Skyjack, before joining S and R Equipment - the JLG dealer in Chicago - in 1991. In the mid 1990s he began working with the Dealer Alliance in Rockford, Illinois and sold products from a range of manufacturers including Niftylift and Aichi,



setting up his own aerial work platform sales business Universal Equipment in 1998.

Some 10 to 12 years ago he suffered a serious stroke and underwent a major heart operation, but amazingly bounced back and continued to work and travel more than many half his age. He would pop up at exhibitions from China to France, the UK and all over Asia, keeping an eye out for a new product or innovation. He loved the industry and most of all, the people. He knew everyone and was a huge source of knowledge and information and sometimes a little gossip. He was much loved on a truly global basis. He will be truly missed all over the world. Alastair was a man you simply could not but like. He had a great sense of humour, a smile and a laugh that would light up the room and always had time to stop and talk. He lived life to the full but was never too busy to talk or listen.

He leaves behind, wife Beth, sons Glenn, Struan and Brent and daughter Keri. Glenn and Brent not only joined him in the business but helped move it forward, something he was always very proud of. He was only 69.



The following are just some of the comments received in response to our posting the sad news on Vertical.Net:

I had the pleasure to deal with Alastair, I always found him Honest, Trustworthy and Civil. His industry knowledge will be missed for sure, along with his sense of humour. Sad news indeed, my thoughts with his family at this time, looking forward to reading about his achievements when the time is right.

Andrew Fishburn

"I am very sad for this. Alastair was a good friend and really good professional!"

JC Caula

"Always there to help with a smile. A fixture in this industry and at trade shows. Alastair will be missed. RIP"

Jeff Stachowiak

"Very sad to hear this, I met and dealt with Alastair ever since he was at Simon Aerials. He was always helpful, but more importantly willing to listen to you. A big loss for our industry!"

Jesse Rodriguez

"So sad to hear! My deepest condolences go out to the Robertson family and friends."

Jerad Epps

"Alastair was an amazing man. Friendly, funny, and caring. God bless him and his family."

Luke Powers

"One of the originals to first come out to Asia and put boots on the ground. A real gentleman and great mate. Always made time to meet up every time he came to my part of the world. The whole region here is in total shock and saddened by his parting. Will be deeply missed personally. RIP my South African brother..."

Dion Calder

"Terrible news. Alastair was a great guy. RIP"

Simon Maher

"Really sad news, what a true gentleman Alastair was, my condolences to all the family"

Frank Iszard

"My deepest condolences to all who knew him, he sounds like an amazing individual. I wish I had the chance to meet him"

Jess Tarlini

"Sad news. Great guy. Bought my first Niftylift from Alastair in the early 90's."

Matthew Bucknell

It was always great to catch up with Alastair - there will be few with a broader global knowledge of our industry, and he was always fine company. From our first meeting at Bauma in Munich in the 80's (well, specifically the Hofbrauhaus) to his arrival out of the blue one evening just last year at Barasti in the UAE, you never knew where Alastair would turn up, but there was always a chance he might - and it is both very sad, and difficult to accept, that chapter has now closed. He will be greatly missed.

Paul Richards

To know of this fine gentleman who cast a long shadow and left an indelible impression on so many is an honor to me. My regrets to his sons and colleagues and condolences to his family.

Sherm

I read all these lovely comments. I have developed a deep feeling of regret that despite seeing Alastair on many occasions at a distance at various events all over the world I never even had a single conversation with him. I now read that he was born in the same year as me and had a long career in this industry and yet I missed out in getting to know who I now see was a great man and a man who would have been welcoming and hospitable to a total stranger. Here's a lesson for me. Life is short so enrich your life by making new friends whilst there's an opportunity. Sincere condolences to his family, close friends and associates.

Malcolm Bowers

Very sad news, I will miss Alastair's smiling face and his professionalism. My sincere condolences to the family.

Karin Nars

Shocked and terribly saddened to hear of Alastair passing. A true gent who demonstrated that family was his main driver in life. I was always taken with his beaming smiling and appreciation of the company of people he'd meet on his travels. When we'd meet he'd sent me home to Scotland with his love & regards for the 'auld country'. Folk don't die who live in our hearts. Requiescat in pace.

Andrew McCusker

Sad news indeed. I worked with him in my days at Simon-USA. Another AWP industry General gone he will be missed

Craig Ihde

Just hearing this sad, sad news, we've to realise that a great person has left us.... It was a privilege knowing him. My sincere condolences to the family.

Jos van Grootveld

Alastair was special in many ways, as he was first and foremost a great family man as exemplified with his business being him and his sons. His Facebook page was always updated with news about his family, or with great pictures of him and his grandkids. For me, he was a great IPAF ambassador always building and growing relationships. He will be deeply missed both personally and professionally by so many.

Tony Groat

Alastair was an institution and legend in our industry with an unmatched network and knowledge, both nationally and internationally. If you didn't know Alastair, then you didn't know the industry. He was one of the first industry experts to engage with IPAF in North America and a strong advocate for the organization. His loyal support was not just limited to being a council member for many years, he could be found at all the national and international events and summits around the globe. And 'around the globe' would sum up Alastair's life and legacy. His friendship with industry people spanned over all continents, and he was truly a universal person that reflected his company's name! I had the great privilege of calling Alastair a friend for 20 years and, like so many others, I got started in this business on good advice and referrals from Alastair, he will be sorely missed by everyone who knew him. I will personally miss his great humor, laughter and smile. Alastair's approach to life was grand, friendly,

enthusiastic and he was always a true gentleman. RIP, my friend. Our thoughts and prayers go out to his family and friends.

Ebbe Christensen

Terribly sad news about Alastair. I remember the great times we had in Hagerstown when we became neighbours during his time at Grove. Many times - whenever I was passing through Chicago - we'd get together. He was great company and lived life to the full. He loved his family so much. It's a few years ago now after he started Universal that I met Beth and spent some time with them in his second home in Glen Ellyn. I was thinking of him over Christmas and looking forward to visiting with him. One of Alastair's great loves was collecting old meat grinders/mincers which hung all over his first home. Everyone knew and loved Alastair. So many memories. So sad.

Stuart Anderson

RIP Alastair. Knowing him since 1988, we have been working together many years, we had lots of fun together and very weird experiences all over the world. A true AWP man. Condolences to his loved ones.

Barecat

Godverdomme Alastair, a pleasant fellow and a good friend from the industry left us. Many good memories, always a laugh and a ball. Sorry to see you go my man, will definitely miss you. I wish his family strength and courage.

Jerry Kist

I have just heard the very sad news. I met Alastair many years ago and we got along very well and always had a laugh and a giggle together. A trade show would not be a trade show without bumping into Alastair wherever it was in the World. My sincerest thoughts and prayers go to all his family RIP Alastair you will be missed

Kevin Fox

I first met Alastair in the early 90's with the Aichi Corp he was supporting and working with. We became friends for many years and always spent time having a catch up at any shows we both attended around the World. Rest in peace Alastair, the Access World will be a poorer place without you. My thoughts go out to all the Robertson family.

Glyn Goodwin

I had the great pleasure to have known Alastair for 35 years. He was a true gentleman, with a wealth of knowledge about our industry. We became very good friends and shared some fantastic times together. My thoughts are with Beth and all of Alastair's family. A true legend in every sense. RIP my friend.

Alan and Caroline Russon.

So sorry to hear this very sad news. We shared many a happy moment over the years. One of a kind who will be sadly missed.

Sincerest condolences to all his family. RIP

Mike Evans



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Anaheim, California, USA
Tel: +1 800 334 2177
www.therentalshow.com



IPAF Summit 2019

March 6th, 2019
Annual summit and awards dinner.
Dubai UAE.
Tel: +44 (0)15395 66700
www.ipaf.org



Modelshow Europe 2019

March 16, 2019
Exhibition of crane, aerial lift and construction models
Ede, Netherlands
Tel: +31 (595) 551922
www.modelshow-europe.com

Bauma 2019

April 8 -14th
World's largest construction equipment exhibition, April Munich, Germany
Tel: +49 (0) 89 51070
www.bauma.de



The SC&RA Annual Conference

April 23-27, 2019
The Specialized Carriers & Rigging Assoc. Annual Conference
Carlsbad, California, USA
Tel: +1 703-698-0291
Website: www.scranet.org



Vertikal Days 2019

UK/Ireland crane, access and telehandler event.
May 15-16 2019
Donnington Park
Tel: +44 (0) 8448 155900
www.vertikaldays.net



TabS 2019

German language work at height safety conference.
May 21 2019
Krefeld, Germany
Tel: +49 761 8978660
www.tagung-tabs.eu



HIRE19

May 19, 2019
Hire and Rental Industry Association annual convention, Melbourne, Australia.
Tel: +61 (0)2 9998 2255
www.hireandrental.com.au



JDL Beaune 2019

September 25-27, 2019 French cranes and access exhibition/event
Beaune, France
Tel: +33 (0)1 45 63 68 22
jdllevents.cluster1.easy-hebergement.net/jdl2019



HCEA annual international convention and show

September 13-15, 2019
Historical/vintage equipment show
Bowling Green, Ohio, USA
Tel: +1 419-352-5616
www.hcea.net



GIS 2019

October 3-5, 2019
The Italian Cranes & Access Show
Piacenza, Italy
Tel: +39 010 5704948
www.gisexpo.it



ICUEE - The Demo Exp

October, 2019
The US show for the utility industry
Louisville, Kentucky., USA
www.icuee.com



2020

Conexpo 2020

March 10-14, 2020
The leading US construction show.
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com



Apex 2020

June 9-11, 2020
International powered access trade show
Maastricht, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



Bauma China 2020

November 24-27, 2019
SNIEC Shanghai, China
Tel: +49 (0)89-9492051
www.bauma-china.com



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Alimak Hek	www.alimakhek.com
ATN	www.atnplatforms.com
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Biljax	www.biljax.com
Böcker Maschinenwerke	www.boecker.de
Bravi	www.bravisol.com
Bronto Skylift	www.brontoskylift.com
CLM Construction Supplies	www.clm-supplies.com
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Co.Me.T	www.officinemet.it
CPL	www.cumberlanduk.co.uk
CTE	www.ctelift.com
DENKA-LIFT	www.rothlehner.com
Dino Lift	www.dinolift.com
Dingli	www.cndingli.com
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Klaas	www.utility-equipment.com
Klubb France	www.klubb-france.fr
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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
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Omega Platforms	www.omegaplatforms.com
Omme Lift	www.ommelift.dk
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PB Liftechnik	www.pbgmbh.de
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Ranger tracked access	www.tracked-access.co.uk
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Sinoboom	www.sinoboom.com
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TCA Lift	www.tcalift.com
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Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
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Mastclimbers & Hoists

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Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
CLM Construction Supplies	www.clm-supplies.com
GB Access	www.gbaccess.co.uk
GEDA-Dechentreiter	www.geda.de
Klaas	www.utility-equipment.com
SGB	www.sgb.co.uk
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Access Link	www.accesslink.biz
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ATP	www.atphire.com
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Facelift	www.facelift.co.uk
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GT Access	www.gtaccess.co.uk
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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
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Wilson Access	www.wilsonaccess.co.uk

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

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

North American Rentals	www.bigbooms.com
Rothlehner	www.rothlehner.com
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Reachmaster (USA)	www.reachmaster.com
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

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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

Acrolift	www.acrolift.co.uk
DENKA Narrow	www.rothlehner.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

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

Heavy Transport/Abnormal Loads

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

Self-Propelled Modular Transporters

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

Telescopic Handler Manufacturers

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

New & Used Telehandlers

Dieci Telehandlers	www.dieci.com
GT Lifting Solutions	www.gtlift.co.uk
Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Rival	www.rival.com/used
TVH Group	www.tvh.com
Vertimac	www.vertimac.com
VHS Vissers Heftruck Service	www.vhsblad.nl
ABBA	www.abbaplantire.co.uk
GT Lifting Solutions	www.gtliftingltd.co.uk
JMS Powered Access	www.jms.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

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

Industry Associations

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

Crane Manufacturers

Böcker Maschinenwerke	www.boecker.de
Galizia	www.galiziagrupo.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
Spiersings	www.spiersingskranen.nl
Tadano	www.tadano.com
Tadano Japan	www.tadano.com
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Wolffkran	www.wolffkran.de
Zoomlion	www.zoomlioncranes.co.uk

Lorry/Truck Loader Cranes

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

New & Used Cranes

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

Heavy Lifting Equipment

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

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

Crane Hire

AB2000	www.ab2000.co.uk
ABBA	www.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
Cork Crane Hire (Liverpool)	www.corkcranehire.com
Crane Hire Ltd	www.cranehireltd.com
City Lifting	www.citylifting.co.uk
Delden Cranes	www.deldencranes.co.uk
Emerson	www.emersoncranes.co.uk
Graham Jones Cranes	www.grahamjonescranes.co.uk
J&M Crane Hire	www.jandmcranehire.co.uk
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
McNally crane hire	www.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

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

Self Erecting Tower Cranes

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

Tower Cranes

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

Heavy Lift Management

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

A1A Software	a1asoftware.com
DWLS	www.dwls.co.uk
HLC Consulting	www.hlconsulting.com

Ancillary Equipment

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

Ritchie Brothers	www.rbauktion.com
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Battery Suppliers & Manufacturers

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

Load Cells & Load Monitoring Systems

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

Control Systems

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

Generator Sales & Rental

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

Insurance

Specialist Insurance	www.cover1.com
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Online Technical Help

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

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

Component Suppliers

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

Parts & Service Suppliers

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

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

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

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

Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

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

SMIE

	www.smie.com
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Software

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

Structural Repairs

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

Training Associations & Networks

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

Training Centres & Trainers

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

Safety Training

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

Training Services

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

Training Simulators

CM Labs	www.cm-labs.com
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Crane Attachments

Kinshofer	www.kinshofer.com
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Wire Rope & Cable

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

Winches & Hoists

Rotzler	www.rotzler.com
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Vehicle Mounted

Make	Working Height	Year
Bronto S46XDT	46m	2005
Bronto S52XDT	52m	2006-2008
12.5m Vans 3.5t Cat	12.5m	2012-2013
15m Vans 5.2t Cat	15m	2010
16m Trucks 3.5t Cat	16m	2003-2013
17m Trucks 3.5t Cat	17m	2007-2009
22m Trucks 7.5t Cat	22m	2006-2010
29m Trucks 7.5t Cat	29m	2008

Low Level

Skyjack SJ12	5.6m	2012
Skyjack SJ16	6.7m	2012
Snorkel TM12	5.8m	2012
Power Tower Nano	4.5m	2017
Power Tower	5.1m	2017

Self Propelled Booms

Make	Working Height	Year
Haulotte H21TX	21m	2006
Haulotte H23TPX	23m	2006
Haulotte H25TPX	25m	2006-2008
Nifty HR12NDE	12.2m	2007
Nifty HR12NDE	12.2m	2010
Nifty HR12NDE	12.2m	2012
Nifty HR15NDE	15.6m	2007
Nifty HR15NDE	15.6m	2012
Nifty HR21D 4x4	21.2m	2007
Haulotte Star 10	10m	2012

Trailer Mounted & Narrow Access

Nifty 90ME	9.5m	2013
Nifty 120TPET	12.2m	2015
Denka DL22N	22m	2005
Palazzani 20/22	20-22m	1996

Scissor Lifts

Make	Working Height	Year
Skyjack SJ3219	7.8m	2009
Skyjack SJ3219	7.8m	2010
Skyjack SJ3219	7.8m	2011
Skyjack SJ3226	9.9m	2009
Skyjack SJ3226	9.9m	2010
Skyjack SJ3226	9.9m	2011
Skyjack SJ4632	11.8m	2010
Skyjack SJ4632	11.8m	2012
Skyjack SJ8831	11.4m	2006
Skyjack SJ8831	11.4m	2007
Skyjack SJ9250	17.3m	2008
Haulotte Op 8	7.8m	2006
Haulotte C14	13.8m	2017
Genie GS1932	7.6m	2017
Genie GS2632	9.8m	2017

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- Test weight hire
- Fabrication of crane parts including boom sections
- Major overhauls including electric and hydraulic systems
- Site repairs and servicing for crawler cranes
- Ancillary equipment such as hooks, booms and grabs

Crawler cranes for sale

Fuwa QUY90 90t, Year 2009, 49m boom + 39m luffer

Fuwa QUY90 90t, Year 2014, 61m boom + 39m luffer

RB CH50 50t, Years from 1996 – 1998, 45m boom + fly available

Fuwa QUY160 160t, Year 2008, 63m boom, 31m fly Jib, runner jib

111 Station Road, Selston, Nottinghamshire NG16 6FF, England
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 Email: info@deldencranes.co.uk Web: www.deldencranes.co.uk



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March 2019

Spare parts



TI-1245NM

Genie eq. 105122

Wheel, non-marking
Type 12x4.5

Used for GS1530, GS1532, GS1930, GS1932



TI-155NM

Genie eq. 105454

Wheel, non-marking
Type 15x5

Used for GS2032, GS2646, GS2646, GS3232, GS4047



TI-227NM-G

Genie eq. 94908 - 94909

Set of 4 non-marking wheels
Type 22x7x17 3/4

Used for Z30-20N, Z34-22N



TI-125425NM

Haulotte eq. 2820302920

Wheel, non-marking
Type 12.5x4.25

Used for Optimum 6, Optimum 8



TI-155NM-H

Haulotte eq. 2820302890

Wheel, non-marking
Type 15x5

Used for Compact 8, Compact 8W, Compact 10, ...



CBG-105295

Genie eq. 105295

Control box
gen 1/5, conv. kit

Used for GS1530, GS1930, GS2032, GS2046, GS2632, GS2646, GS3246



CBG-1256727

Genie eq. 1256727

Control box, kit
gen. 6, prop.

Used for GS1932, GS2032, GS2646, GS3246, GS4047, ...



CBH-K118B169960

Haulotte eq. K118B169960

Control box

Used for Optimum 6, Compact 8, Compact 10N, ...



CBS-156879

Skyjack eq. 156879

Control box

Used for SJIII3220, SJIII3226, SJIII4626, SJIII6832, ...



CBS-137798

Skyjack eq. 137798

Control box

Used for SJ6826RT, SJ6832RT

Machines

V26566



Skyjack
SJ3219

€ 3.250

2003 ■ 445 Hrs

Electric ■ 7,8 Mtr.

V26864



Genie
GS2032

€ 4.500

2008 ■ 556 Hrs

Electric ■ 8,1 Mtr.

V25480



Haulotte
Compact 10

€ 8.950

2013 ■ 354 Hrs

Electric ■ 10,14 Mtr.

V23975



JLG
3394RT

€ 13.950

2007 ■ 1788 Hrs

Diesel 4x4 ■ 12,06 Mtr.

V25130



Genie
GS5390RT

€ 18.500

2007 ■ 2205 Hrs

Diesel 4x4 ■ 18,15 Mtr.

V26144



JLG
600AJ

€ 21.500

2006 ■ 4322 Hrs

Diesel 4x4 ■ 20,29 Mtr.

V25006



Niftylift
HR21D

€ 29.500

2011 ■ / Hrs

Diesel 4x4 ■ 20,8 Mtr.

V21309



Genie
Z80-60RT

€ 82.500

2016 ■ 378 Hrs

Diesel 4x4 ■ 26,4 Mtr. ■ generator

V26597



Haulotte
H16TPX

€ 9.950

2005 ■ 318 Hrs

Diesel 4x4 ■ 15,44 Mtr.

V23999



JLG
660SJ

€ 26.000

2008 ■ 5327 Hrs

Diesel 4x4 ■ 22,32 Mtr.

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2005



7.92
METRE

500
HOURS

6
UNITS
AVAILABLE

BATTERY

Genie GS-2032 €4850

2004



9.75
METRE

500
HOURS

4
UNITS
AVAILABLE

BATTERY

Genie GS-2646 €4850

2005



11.58
METRE

400
HOURS

8
UNITS
AVAILABLE

BATTERY

Genie GS-3246 €7900

2007



11.50
METRE

2000
HOURS

4
UNITS
AVAILABLE

4WD

D DIESEL

Skyjack SJ-6832 RT €11500

2007



12.50
METRE

1500
HOURS

20+
UNITS
AVAILABLE

4WD

D DIESEL

Skyjack SJ-7135 RT €8950

2007



17.07
METRE

2000
HOURS

12
UNITS
AVAILABLE

4WD

D DIESEL

Skyjack SJ-9250 RT €15950

2007



15.90
METRE

3000
HOURS

15+
UNITS
AVAILABLE

4WD

D DIESEL

Genie Z-45/25 JRT €22500

2005



12.52
METRE

650
HOURS

6
UNITS
AVAILABLE

BATTERY

Genie Z-34/22N €11500

2006



20.22
METRE

3000
HOURS

6
UNITS
AVAILABLE

4WD

D DIESEL

Genie Z-60/34 JRT €26950

2014



14.00
METRE

400
HOURS

6
UNITS
AVAILABLE

TRACKED

D BATTERY

Hinowa 14.70 III S €25950

2005



13.4
METRE

2
UNITS
AVAILABLE

BATTERY

Upright AB 38 €11950

2008



21.97
METRE

3500
HOURS

5
UNITS
AVAILABLE

4WD

D DIESEL

JLG 660 SJ €33000

2008



28.00
METRE

4000
HOURS

6
UNITS
AVAILABLE

4WD

D DIESEL

JLG 860 SJ €49000

2008



40.00
METRE

4000
HOURS

6
UNITS
AVAILABLE

4WD

D DIESEL

JLG 1250 AJP POA

2008



42.90
METRE

4000
HOURS

3
UNITS
AVAILABLE

4WD

D DIESEL

JLG 1350 SJP POA

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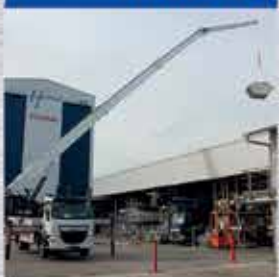
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