

# cranes & access

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July/August 2020 Vol.22 issue 5

**Pick & Carry  
cranes**

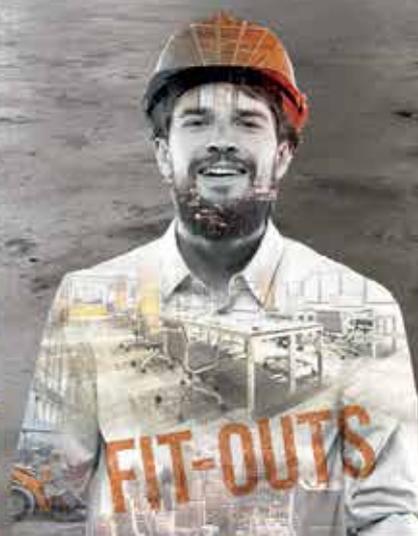
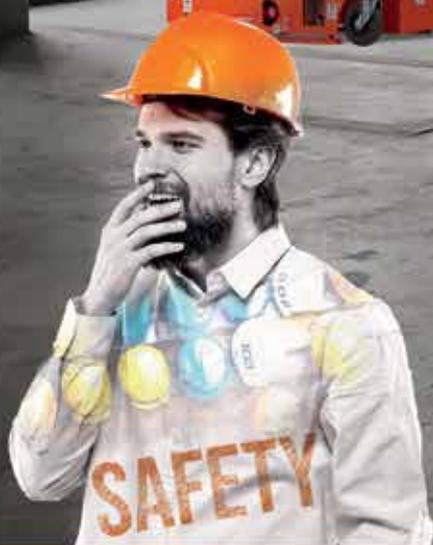
**Low level  
access**

**Dealer guide**

**Used  
equipment**

.... 70m compact Ruthmann....New Ausa telehandlers....750t XCMG wind AT....

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## On the cover:

A 3,200 tonne offshore jacket foundation being loaded out by 128 axle lines of SPMT by Mammoet.



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## Masked outcomes

Over the past four months we have all faced major disruptions to our lives, both at home and work. If you run a business you will have faced the additional challenge of plotting a route through a crisis where little is known and the rules change almost daily. As if this were not complex enough, we are all having to adopt practices that would have been inconceivable six months ago.

The attitude towards the wearing of face masks has been an enlightening and surprisingly divisive example. In countries such as Japan and China, wearing face masks in public is not uncommon, and considered polite if you have a cough or cold. In Europe - particularly the UK and North America - the USA, the initial advice was not to wear one, on the grounds that the virus can pass through a mask. It was also stressed that bacteria thrive in its damp atmosphere, posing a health risk. This was partly intended to prevent greater shortages of masks for those working in the health and care sectors.

The advice has gradually switched to a point where masks are legally required in an increasing number of situations, the argument has also changed so that, while a mask might not stop the virus entering it can help stop you projecting the virus onto others, thus playing a significant role in preventing it from spreading.

Mask wearing has become a heated, even political issue in the UK and the US, running along already divided lines. However, the legal requirement to wear protective equipment is not a new thing. Seat belts and crash helmets are commonplace, while most job sites require the wearing of hard hats, protective boots and Hi-vis vests.

While these safety items are intended to protect the wearer they also protect others, a point often missed.

Take working at height, for example. We have all taken a risk, usually at home, standing on the top rung of a rickety step ladder or climbing onto a roof to change a bulb or cut back an overgrowing plant.

Taking such a risk once, with a healthy dose of fear and care, is one thing, but doing it routinely - as some companies do - is like playing 'Russian Roulette', sooner or later the chamber will have a bullet in it. When it does, it is not only the person taking the risk that is affected. They may land on someone else, injuring or even killing them. They may suffer a gruesome injury as they land next to a sensitive soul who is then traumatised for life. Most fallers also have a substantial number of dependents, from children and partners, to a wider circle of family, friends and colleagues. All of whom will be seriously affected.

Others, such as suppliers, if a piece of equipment is involved, or clients are all impacted.

So, remember this when wearing your mask - it's not all about you!

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*

# First glimpse of the new Jekko spider crane

Jekko has launched the new five tonne, battery powered telescopic spider crane, the SPX 650, that it announced in May. It fits into the Jekko line between the recently launched 3.2 tonne SPX532 and eight tonne SPX1280.

*The Jekko SPX650 with jib installed*



As you might expect it incorporates all of the innovations from those two machines and more. It is powered by a custom designed and built 48 volt lithium-ion battery pack, with on board charger, which takes nine hours to recharge on a domestic 230 volt plug, but the crane can also work while it is being recharged. Charging with a remote 400 volt high power charger takes only three hours from empty to full.

The SPX650 features a five section full power boom and is equipped with a four section 1.2 tonne capacity hydraulic luffing jib, while a new short two tonne jib is also available. The maximum tip height with the jib is 23.5 metres at which it can handle 800kg. The jib stows within the superstructure frame below the boom when not in use, with the hook already rigged. When needed the jib slides out on rollers is pinned to the boom, quick release hydraulics connected and is ready for use. Or it can be removed completely.



*The Jekko SPX650 has a 23.5m tip height*



The machine's overall stowed width is 988mm, but the tracks extend hydraulically to 1.38 metres for greater stability on site.

The swing out three stage beam and jack outrigger design provides a maximum footprint of 4.5 metres square, while the most compact set up is 2.9 metres square. The angle of the beams and extension are completely variable to maximise the footprint within the space available. Once set the footprint is monitored and a load chart calculated to match. Check next month's C&A Spider crane feature for more details.

*All functions can be controlled remotely.*



*The 10/12t MCT 275 is the latest MTC model to be produced at Potain's factory in Zhangjiagang, China*

## New Potain MCT from China

Potain has launched the MCT 275 topless, the latest MCT crane from its factory in Zhangjiagang, China. Incorporating features and technology from the 12 and 16 tonne MCT 325 launched last year, it is available with capacities of 10 or 12 tonnes and jib lengths from 30 to 70 metres in increments of five metres, jib capacity is 2,300kg on the 10 tonne and 2,200kg on the 12 tonne.

The MCT 275 is designed for easy transport and assembly and can be setup in a day and half on a well prepared site. The full jib and counter jib can be erected in four lifts. The MCT 275 is designed for the two metre square L68 tower system and can be utilised as a regular external high rise crane, an internal climbing crane or chassis mounted for maximum versatility.

A variety of options are available for the hoist, slew and trolley mechanisms. The 10 tonner, for example, has the 2.5 tonne/88m/min 60 LVF25 hoist as standard with a rope capacity of 500 metres, while the standard hoist on the 12 tonne is the 1.5 tonne 75 LVFC30 with speeds of 114m/min and a rope capacity of 766 metres. The 350kg- 215m/min.

Potain launched its first Zhangjiagang built flat top, the MCT 385 in 2014. Since then it has added the MCT 205, MCT 85, MCT 325, MCT 565 and now the MCT 275 to the range.

## 'Light' range from Klubb

Klubb has announced plans to launch a 'Light' range of van mounted platforms which will offer an additional 140kg of payload in the cargo bay of the vehicle.

The first model - scheduled to be unveiled at the JDL Expo in September - will be the 12.5 metre KL32 mounted on a 3.5 tonne Renault Master chassis. The company says that the weight saving has been achieved by an improved design and the use of a special High Elastic Limit steel. This has resulted in a reduction of 140kg in the weight of the lift structure compared to its regular models, and according to the company, the product is more rigid and should provide a longer fatigue free service life.



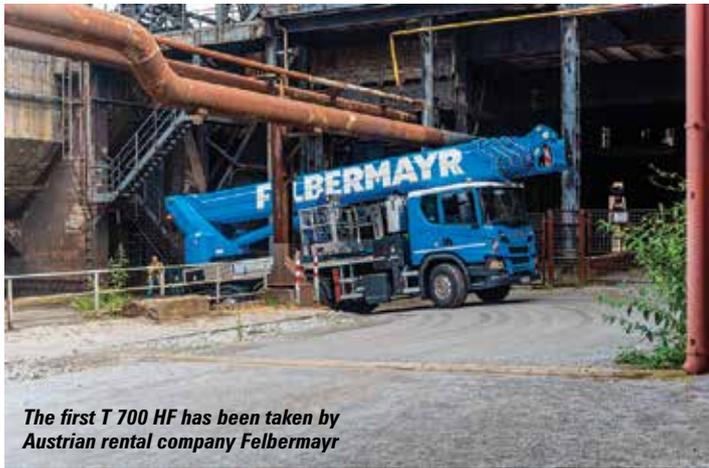
*The 12.5 metre Klubb KL32 on a Renault Master chassis*

# Compact 70m truck mount from Ruthmann

Ruthmann has launched the new 70 metre T 700 HF truck mounted platform which offers up to 41 metres of outreach on a chassis with an overall length of under 12 metres. Based on the 65 metre T 650 HF, the new model features a similar five section main boom plus a longer 24.6 metre three section upper boom, and a 1.7 metre higher pivot point for greater up & over reach. The new machine is also equipped with Ruthmann's two metre high-flex 'Rüssel' articulated jib with 220 degrees of articulation which can reach up to 17 metres below ground level.

Maximum platform capacity is 600kg in the 3.82 metre by 970mm extended basket, which offers 440 degrees of platform rotation. The basket can also be specified with a heated floor, a material winch or a movable folding seat. The company's new Dynamic Reach System (DRS) which optimises the machine's performance under different operating conditions, such as on sites with low ground bearing capacities or when working in high wind speeds is also available.

The T 700 HF can be mounted on a variety of four axle 32 or 36 tonne chassis, including Scania, Volvo or MAN with 8x2 or 8x4 drive configurations available.



The first T 700 HF has been taken by Austrian rental company Felbermayr



The T 700 HF has up to 41 metres outreach



The two metre high-flex jib has 220 degrees of articulation

# XCMG launches 750t AT

Chinese manufacturer XCMG has launched the 750 tonne XCA750 All Terrain crane designed specifically for wind turbine repair and maintenance work.

The new eight axle crane features a seven section 92 metre main boom, topped by a heavy duty hydraulically erected wind turbine extension, to provide a maximum hook height of 115 metres, at which it can handle up to 62 tonnes. The extension, which stows on top of the main boom when on site, takes 25 minutes to erect. Capacity on the fully extended main boom is 107 tonnes, while a "Y- Shaped super lift" attachment adds to long boom and jib capacities.

Six of the crane's eight axles are driven, while a new high load single wishbone independent suspension system offers up to 560mm of ground clearance and can handle axle loads of up to 30 tonnes. The crane has been designed specifically to cope with "farm tracks" and mountain passes, present on most Chinese wind farms.

The company said that a key application for the new crane will be upgrading turbine blades and replacing 1.5MW turbines with 2.5MW at heights of up to 120 metres. The company claims that as of the end of 2019 there were around 150,000 wind turbines installed in China with a further 28,000 scheduled. It believes that wind power maintenance is entering a period of rapid development, with a current requirement for significant work to be required on up to 5,000 units a year. The first unit was delivered to Yuchuang Heavy Equipment Installation Company.



The heavy duty extension stows on top



The first 750 tonne XCMG XCA750 to come off the production line.

# New compact telehandlers from Ausa

Spanish manufacturer Ausa has launched new versions of its T204H and T235H compact telescopic handlers. The T204H has a maximum capacity of 2,000kg, a lift height of 4.2 metres - at which it can handle 1,500kg, weighs 4,150kg, and offers a maximum forward reach of 2.1 metres with a capacity of 1,000kg.

The T235H has a maximum capacity of 2,300kg and can take 1,800kg to its five metre maximum lift height. Maximum forward reach is just under 2.4 metres with 800kg capacity. Total weight is 4,650kg.

Both models share the same platform and feature a 32.5kW Kubota diesel, four wheel drive and steer plus a new cab design providing substantially improved visibility and more internal space. An all new digital display console introduces a number of new features and works as a complete interface with the machine.



Ausa's new four metre/2,000kg T204H...and five metre/2,300kg T235H.

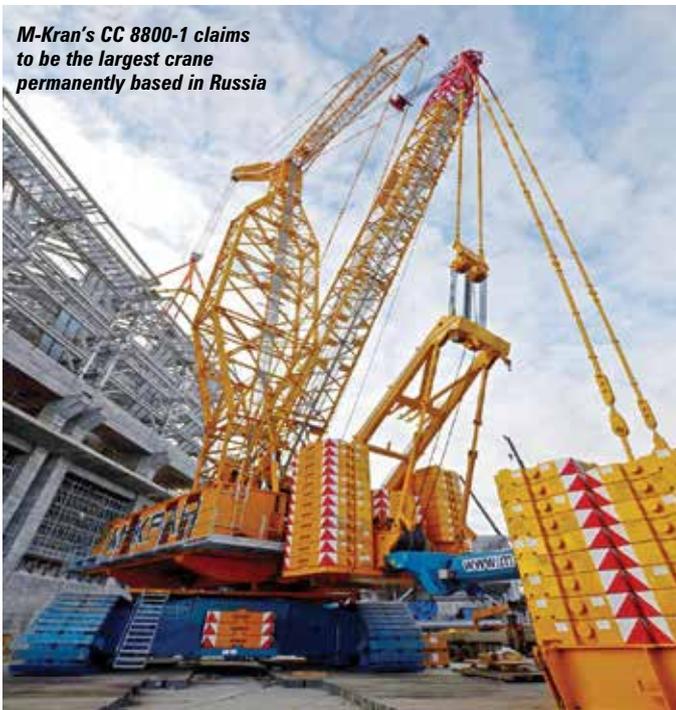
# Largest crane in Russia?

Russian rental company M-Kran has taken delivery of a 1,600 tonne Demag CC 8800-1 crawler crane, which the company claims is the largest Russian owned crane permanently based in the country.

The new crane was delivered directly to the Kstovo oil refinery near Nizhny Novgorod, having spent three weeks and more than 80 truck movements on the trip from the Demag plant in Zweibrücken, Germany. It then took a further three weeks to assemble the crane due to challenging weather conditions. Once ready the crane lifted four 200 tonne coke drums along with their support structures, weighing between 200 and 400 tonnes.

The CC 8800-1 was rigged in its Boom Booster configuration, with 66 metres of main boom, 48 metre luffing jib and full Superlift back mast, with 295 tonnes of superstructure counterweight and an additional suspended Superlift counterweight of 520 tonnes.

*M-Kran's CC 8800-1 claims to be the largest crane permanently based in Russia*



# Haulotte updates Diag



Haulotte has updated its Diag diagnostic tool and developed a new version of its Diag mobile app with improved functionality and the ability to upload and update a machine's software.

Service engineers and technicians will now be able to access and diagnose any Haulotte machine remotely using their smart phones.

Originally launched in 2018, developers have modernised the Diag app design and improved the User eXperience. A mechanic can also use a smart phone to update a machine's software via a Wi-Fi connection and a wireless control box on any given machine. The app recognises the equipment, searches the Haulotte technical database and offers the latest available software update for that particular unit. In the case that there is no network, it is possible to download the machine's software locally and update the machine offline.

The latest version of the app also fixes several bugs and is said to address



*The HD Lite mats are designed for transport on 3.5 tonne trucks or trailers*

# New Power Pads from TMC

TMC Lifting Supplies, the outrigger mat and lifting gear division of UK's Crowland Cranes, has introduced a new range of lightweight aluminium outrigger support mats, the 'HD Lite'. The new mats form part of the company's Power-Pad product line.

Manufactured from high grade aluminium, the Power-Pad HD Lite mats have a depth of 100mm and sit on a 50mm base layer of Etha foam ground protection and provide capacities from 60 to 125 tonnes. Weighing only 68kg per square metre, the company claim a set of four mats measuring 2.5 by 1.8 metres can easily be transported by most 3.5 tonne flatbed trucks or cranes without exceeding axle weights.

Designed and fabricated at the company's facility in Peterborough, the new mats are available in a variety of sizes, with features include integrated corner mounted lifting eyes or inset lifting points allowing for multiple mats to be placed side by side and positioned in a modular format if required. Following a series of extrusion and field testing, the new support mats will join the company's plastic Power-Pad and steel Power-Pad HD support mats.

The company said: "The Power-Pad HD Lite has been developed to provide a very cost effective solution to transporting large size outrigger mats to site, manufactured in our facilities to suit client sizes or pad gross weight demands. The field results have provided very positive feedback from users and our first orders are now starting to be manufactured and supplied."

users' complaints on slow operation. It is also easier to restore parameters files as they are automatically saved before uploading software, while machine logs can be shared via email or messaging. The Diag app is available in 12 languages on Android and Windows Mobile, while the IOS version is still under development.



*Haulottes has updated its Diag diagnostic tool and developed a new version of its Diag mobile app*

# MEC expands parts business

US manufacturer MEC Aerial Work Platforms has appointed Brian MacFarland as vice president of an expanded replacement parts business stocking a wide range of parts for most major manufacturer's machines.

MacFarland joins MEC after 14 years with EPW (Equipment Parts Wholesale) which at one time had the same ownership as MEC until it was acquired by TVH in 2014. McFarland moved with EPW as general manager and later president. He began his career with UpRight in 1995 becoming technical support manager and then parts and product support manager, before leaving UpRight with Jim Tolle in 2002 to establish EPW.

In his new role he will be responsible for expanding MEC's new business which supplies replacement parts for most brands of aerial work platform as well as its own.



Brian MacFarland

# New crane cab from Elliott

US based crane and truck mounted platform manufacturer Elliott Equipment has unveiled an all new crane cab, designed for improved



operator comfort, productivity and visibility. It is available now on all Elliott cranes of 30 tons capacity or higher.

Features include up to 20 degrees of cab tilt and a wider flat polycarbonate windscreen, said to provide a low distortion unobstructed view, as well as a low cost readily available replacement.

New DynaSmooth hydraulic controls have also been added along with Bluetooth enabled remote access diagnostics and camera inputs to a new control screen, providing views of the winch, boom nose and rear of the crane. Additional features include a WIKA Mobile Control qSCALE Load Moment Indicator, in cab outrigger controls and positioning screen, automatic climate control and a full Kicker stereo system.

# Watching from on high

Some keen fans of Motor Lublin Speedway in Poland's Extra League could not get seats earlier this month, due to social distancing limiting the number in the circuit. However they found an alternative solution, renting truck mounted platforms on the outside.



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## Terex to build cranes in India

**Terex Cranes is to begin manufacturing cranes at its plant in Hosur, India from next year. The company says that it will produce Franna pick & carry cranes alongside some Terex Rough Terrain and tower crane models.**

The facility, located to the south of Bangalore in south central India, was opened in December 2009 and currently manufactures Powerscreen and Terex Finlay crushers and screens along with MPS Semi-Static Plants. It employs around 600, including a Research & Development unit staffed by 150 engineers. It is located on a 45 acre plot with around 60,000 square metres under cover and is well equipped with machining and fabrication shops and large assembly halls with modern heavy overhead craneage.

India is one of the largest mobile crane markets in the world, with as many as 12,000 units sold in the region, while most are basic articulated tractor type articulated cranes there is also a growing market for tower cranes as well as crawler cranes. The company added that it may also look at introducing tower and Rough Terrains to the facility at a later date.

## Upgraded Badger road/rail crane

**Manitex has upgraded its 27 tonne road/rail Badger CD4430R cab down Rough Terrain crane. The new CD4430R, which features a two section 16.1 metre main boom, has been updated with a Tier IV/Stage 5 Cummins diesel as well as an all-new in-cab touch screen display. The performance of the crane remains unchanged with the CD4430R able to lift 18 tonnes when mounted on railway tracks. When operated as a standard Rough Terrain crane it can handle its maximum 27 tonne capacity with its cantilever outriggers deployed and 15 tonnes when free on wheels.**



*The upgraded and updated Badger road/rail crane*

## The dangers of face masks for crane crews

**Since the pandemic struck and Lockdowns began to come in around the world, construction and crane work have been considered an essential service, but as we return to a more normal situation, or in the face of local flare ups and Lockdown re-impositions, rules on the use of face masks at work or in public are becoming tighter, with some tough enforcement behind them.**

A week or so ago face masks became mandatory at all workplaces in Melbourne, Australia, after a new outbreak flared up. A \$200 fine was also imposed for not wearing one, and at the same time the Victoria Police and WorkSafe inspectors launched an inspection and enforcement blitz across the city and surrounding areas. to ensure that the rules were followed. If an employer is found to be discouraging the use of face coverings, they face a \$9,913 fine.

The local chapter of the Crane Industry Council of Australia (CICA) stressed some serious concerns over the dangers of wearing face masks during crane lifts, highlighting the fact that face masks can pose a threat to the safety of crane crews, especially those that rely on whistle and radio communication to complete their high risk work.

It cited the following reasons:

- Whistles are impossible to use without removing the mask
- Voices are partially muffled by masks reducing clarity of critical instructions.
- Communications at close quarters are often significantly non-verbal making it harder to understand instruction with a face covering.
- Many construction workers have below average hearing meaning they rely partly on lip reading.

WorkSafe Victoria helped out by clarifying its advice to crane crews, stating that:

- A mask would need to be removed for a rigger/banksman to provide whistle signals.
- A crane operator does not require a mask if he/she is in crane by themselves.
- A tower crane operator will require a mask during commissioning if anyone else is in cab at the same time.
- Any crane operator will require a mask if multiple persons operate the crane if no cleaning is conducted between operator changes.

CICA also warned about the dangers with radio signalling, stating "If you use a radio while wearing a face mask it is strongly advised that you do a radio check with the mask on before starting work. If there is any degradation in the level of comprehension across the channel due to the mask, it is recommended to lower or remove the mask.

The full bulletin can be downloaded from the report on [www.vertikal.net/en/news/story/35808/face-masks-and-crane-crews](http://www.vertikal.net/en/news/story/35808/face-masks-and-crane-crews)



# First pics of Hinowa's TC13

Hinowa has completed the first unit of the new 13 metre all-electric TeleCrawler13 spider lift, that it announced in Mid April. The compact TC13 is the first model in a completely new series of spider lifts and powered by Hinowa's well proven lithium-ion battery pack.

It features a three section boom, topped by an articulated jib. Maximum outreach is 6.4 metres with a 136kg unrestricted platform capacity.

The TeleCrawler13 features a direct permanent magnet electric drive tracked chassis which not only improves efficiency and battery life, but also reduces the amount of hydraulic oil on the machine particularly in the chassis.



The lift has an overall length with basket removed of just under 3.7 metres, an overall width of 748mm and an overall height of just under 1.95 metres. The extended outrigger footprint is 2.45 by 2.9 metres.



## Tariff debate

In July the debate over the United States Department of Commerce section 232 investigation into mobile crane imports, on the grounds of national security following a petition filed by Manitowoc, became polarised as the public comment period got underway.

Several associations and major manufacturers stated their position publicly in advance of the comment period closing. These included the crane and heavy haulage association, the SC&RA, The Texas Crane Owners Association, Link-Belt, Tadano, Konecranes, Terex and others, all of whom stated that they were against tariffs or trade restrictions. Now available to inspect the vast majority of crane rental companies are strongly against tariffs, while those in favour mostly comprised of Manitowoc and its dealers, although Lampson and several others also came out in favour.

Manitowoc executive vice president Aaron Ravenscroft wrote to staff stating: "Please appreciate that this is a very complicated matter, and it can be emotional. Nevertheless, our organization cannot be distracted by the investigation. We need to stay focused on the things that we can control to manage the business through these turbulent times - develop, engineer and build great cranes, service our customers, and responsibly manage our spending."

The comments are extensive and to truly evaluate them needs time, they are available to view online and make interesting reading. The comment rebuttal stage is open until August 10th.



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# Financials round-up

**Palfinger** revenues for the six months to the end of June were 18.3 percent lower than last year at €729.8 million. With Europe 16 percent lower at €461.7 million, North America down 21 percent to €160.2 million, but Russia and CIS states declined almost 39 percent to €38.7 million. Pre-tax profit for the half year fell 60 percent to €30.55 million, but the company managed to reduce its net debt by 14 percent to €494.3 million.



Second quarter revenues fell 24.5 percent to €336.6 million, while pre-tax profits plummeted to €1.8 million from €27.5 million last year. The company is forecasting full year revenues 14 percent lower at €1.5 billion, and claims a four month backlog/order book.

**JLG** has reported nine months revenues of \$1.9 billion down 38.5 percent on last year. This comprised Aerial Lift sales of \$800.7 million - down 45 percent - Telehandler sales of \$546.5 million - down 42.5 percent - and other revenues of \$551.7 million - a fall of just over 15 percent. Operating profit for the period was \$173.3 million, around 64 percent below last year.

The backlog/order book as of June 30th was \$557 million compared to \$854.8 million last June.

In the third quarter to the end of June, sales declined 60.9 percent to \$488 million, made up of: Aerial lift sales at \$221 million a drop of 66 percent on last year, Telehandler sales down 65 percent to \$127.5 million, and Other revenues of 139.5 million, a fall of 38 percent. Operating profit for the quarter was \$33.5 million 82 percent below last year's levels. This included \$7.6 million of pre-tax restructuring charges, without which it would have been \$41.1 million.

Parent company Oshkosh reported nine month revenues of \$5.1 billion a fall of around 18 percent with pre-tax profits 44 percent lower at \$312.4 million.



Six month revenues at **Cargotec**, owner of Hiab, Kalmar and MacGregor declined nine percent to €1.61 billion, with a pre-tax loss of €8.4 million, compared to a profit last year of €87.7 million.



Half year revenues at **Hiab** were €544 million - down 19 percent on last year - while order intake fell 24 percent to €519 million leaving the order book 18 percent lower at €373 million. Operating profit was 42 percent lower at €46.4 million.

Reach stacker/marine handling equipment manufacturer **Kalmar** saw half year revenues fall nine percent to €754 million with order intake down 33 percent to €627 million. Operating profit was 83 percent lower at €11 million. Second quarter revenues declined 18 percent to €350 million with an operating loss of 13.1 million, compared to a profit last year of €34.6 million.



**Konecranes** has reported a five percent fall in total first half sales to €1.55 billion, while order intake dropped 21.1 percent to €1.32 billion. Pre-tax profit increased by 26.6 percent to €58 million.

In the second quarter sales fell 11.3 percent to €705 million, with order intake plummeting 29 percent to €581.5 million. Pre-tax profits however were 51.8 percent higher at €42.4 million.



US-based **Rental Equipment Investment Corp** has acquired the rental assets of Idaho Falls based **Draco Equipment**.

UK rental group **Vp**, owner of **UK Forks, Higher Access, MEP** and **Brandon Hire**, told its AGM that business levels are already back to 80 percent.



**Manitex** - parent of **PM, Oil &Steel** and **Valla** - has reduced its European bank debt by almost €5 million (\$5.5 million), by generating extra cash through a reduction in working capital, mainly from accelerated inventory turns. The debt was also retired at a 15 percent discount. The company's total net debt at the end of March was \$42 million.



US-based private equity firm **Eberhart Capital**, has acquired **Barrett's Equipment** of Englewood, Florida, from founder/owner Joe Barrett. Eberhart also owns The Equipment Source in Naples, Florida and Contractor Sales & Service in Des Moines, Iowa.



Chinese crane and lift manufacturer **XCMG** has converted from a wholly owned state enterprise to a mixed ownership corporation and is now officially listed as a 'Mixed ownership state run enterprise'. Details on the level of private ownership were not released. The plan is to list on an international exchange within three years. Revenues are in the region of \$8.52 billion with a pre-tax profit of \$591 million.



UK-based rental group **Speedy** has reported total revenues for the year to the end of March of £406.7 million, with pre-tax profits down 28 percent to £20.7 million, which includes a £12.2 million non-cash write off of the goodwill associated with Geason Training - acquired in December for £9.3 million.



For the full reports on all these stories check out [Vertikal.net](http://Vertikal.net)

# Skyjack unveils Ecotray and RapidFold

Skyjack has introduced a leak containment system for its new slab electric scissor lifts. The Ecotray will be available on all Skyjack slab electric scissor lifts and aims to prevent potential hydraulic leaks from dripping onto floors or causing contamination, while removing the need for cumbersome 'diapers' on a machine.



A catchment tray is placed under any potential leak source

Available as a factory fitted or retrofit option for both ANSI and CE machines - it uses strategically placed catchment trays that contain absorbent pads, which can be quickly and easily changed. The company says that the field retrofit kit can be installed within 10 minutes without the need for tools. It includes drip trays for the brake cylinder, each hydraulic drive motor, the steering cylinder, the pump and valves and the main chassis plate in case the lift cylinder should leak.

Changing the absorbent pads is said to take just a few seconds, with replacement pads available directly from Skyjack. An Ecotray decal shows that a particular machine is fitted with the system.

Skyjack has also announced 'RapidFold' quick and easy folding guardrails for the ANSI version of its new 19ft SJ3219. Four quick release pins at the front of the machine allow the top section of the guardrail to fold down in a parallelogram manner, reducing the overall height of the stowed machine to well under two metres. Once through the doorway, the rails can just as easily be raised back to the new 1.1 metre ANSI guardrail height. The feature will be standard equipment on the ANSI machines but does not comply with the CE models.

The 'Rapidfold' guardrails fold quickly and easily to pass through doorways



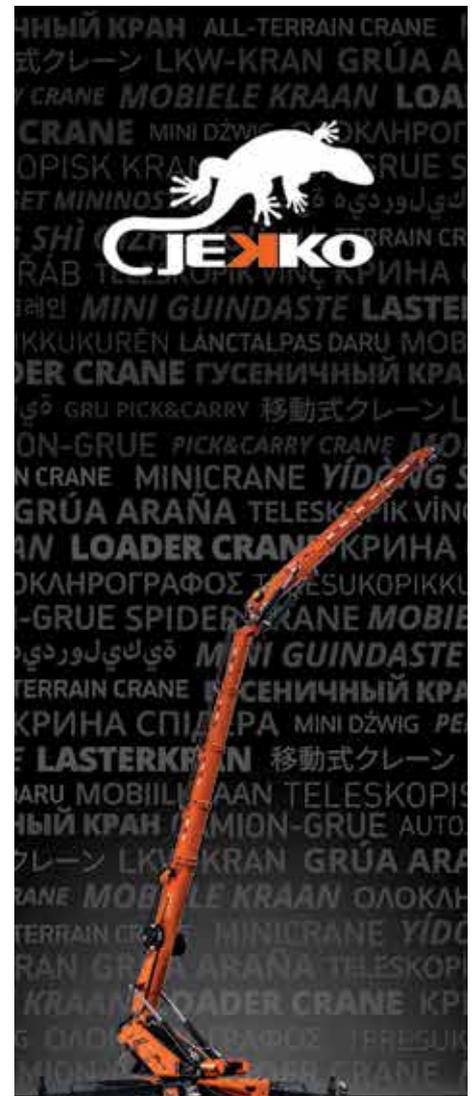
The company has also announced a Covid-19 sharing programme. The global campaign will, it says, build on its core values and the steps the rental industry has taken to become stronger and more connected with communities and employees during the Covid-19 pandemic and its aftermath.

## ESTA and BCACS sign MRA for ECOL

The European crane and heavy haulage association ESTA and the British Columbia Association for Crane Safety (BCACS) have signed a Mutual Recognition Agreement recognising and accepting each other's crane operator certifications.

Established in 2006, British Columbia Crane Safety had already stated that it would accept the ECOL licence and has a strong record of mutual recognition, already recognising crane operator certifications from all other Canadian provinces, the United States, Ireland, and the United Kingdom.

(More on ECOL in our Training feature in the September issue)



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# WE RISE BY LIFTING OTHERS

Skyjack aims to support the rental industry during the good times and the bad. Through Skyjack's **WE RISE** campaign, we want to encourage rental companies around the world to share their stories:

- Community donations and help
- Customer care and protection
- Staff care and protection
- Unique approaches and practices for the "new normal"
- And many more

A Skyjack **WE RISE** appreciation package to be provided for each rental company submission, and monthly prizes for featured stories!

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**A NEW SKYJACK SJ3219**

or cash equivalent to a nominated charity  
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[skyjack.com/we-rise](https://skyjack.com/we-rise)



#werise

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- UK based **Clements Plant & Access Hire** has promoted works manager **Paul Dixon** to operations director.
- **John Sutch Cranes** has taken the first 200t **Grove** GMK5200-1 in the UK.
- Australia's **EWPA** has appointed **Andrew Delahunt** as director of resources - safety, technical & training.
- Germany's **AP Auto und Kranservice** has taken a new 100t **Tadano** ATF 100G-4 All Terrain.
- European Re-renter **Special Equipment** has added the 84ft **Holland Lift** HL-275 H25 to its fleet.
- Algeria's **National Enterprise of Large Oil Works** subsidiary of **Sonatrach Group**, has taken four more 125ft **JLG** 1250AJP's.
- UK based **Southern Cranes & Access** has taken a 160t **Liebherr** LTM 1160-5.2 All Terrain crane.
- **Genie** has appointed **Staplerwelt Süd** as distributor for Southern Germany.
- **Otto Rettenmaier** founder of **TII**, owner of **Scheuerle**, **Nicolas**, **Kamag** and **Tiiger** has died.
- **Bauma Conexpo India** has been postponed until the 23/26th of February.
- **Wynne Systems** parent **Volaris** has acquired California's **Unique Business Systems (UBS)**
- **Alan Taylor**, of historic crane maker **FE Taylor** has died at 96.
- UK rental company **2 Cousins** has taken its first **Snorkel's** two 38ft A38E boom lifts.
- UK's **Emerson Crane Hire** has taken two 90t **Liebherr** LTM 1090-4.2 All Terrains.
- Germany's **MaxiKraft Kran und Schwerlastlogistik** has ordered 17 **Grove** All Terrain cranes.
- **Maxim Crane Works** will open two branches in Missouri and one in Denver.
- **JLG** has appointed **SkyTech** as distributor for the Volga Federal District of Russia.
- **Port Canaveral**, Florida has taken the largest mobile harbour crane in the US a customised 154t **Liebherr** LHM 600.
- Australian rental company **Cranecorp** has taken a 160t **Demag** and a 220t **Tadano** All Terrain.
- **JLG** has appointed **Industrial EquipSol** as distributor for Bangladesh.
- Mongolian gold mine **OyuTolgoi** has taken three **Franna** pick & carry cranes.
- Austrian rental company **Maltech** is expanding its headquarters in Salzburg.
- Dutch crane company **Gebri** has taken the first 130t **Sennebogen** 6133E telescopic crawler crane in the country.
- **Sinoboom North America** has appointed **Paul Waller** as director of sales and **Brad Harrington** & **Carmine Gibilisco** as regional sales managers.



**Paul Dixon**



**Andrew Delahunt**



**Otto Rettenmaier**



**Paul Waller**



**Brad Harrington**



**Carmine Gibilisco**

- Dutch transport company **Combex** has taken the first electric **Hyva Kennis** 16R e-Power roll loader crane.
- Canada's **Up & Down** has taken the first 72m **Ruthmann** truck mounted platform in the country.
- Germany's **Sönke Jördt** has taken a new 300t **Liebherr** LTM 1300-6.2 All Terrain crane.
- The **European Parliament** has extended the transition deadline for Stage V engines by 12 months.
- South Africa's **SkyJacks** has implemented **Point of Rental's** **Syrinx** rental software.
- **TVH Americas** has promoted **Jennifer White** to sales & business.
- Italy's **Carpin Autogru** has taken a 100t **Tadano** ATF 100G-4 All Terrain crane.
- **Terex Services** has been appointed service dealer for **Fassi** in the USA.
- UK based **CPL** has European Type Approval for its **Renault** Master van mounts.
- **Riwal** celebrated 25 years of **JLG** distribution & partnership.
- UK based **Smart Platforms** is expanding operations and looking for sales staff.
- Italian telehandler manufacturer **Faresin** has appointed **Ahern Deutschland** as agricultural distributor for Germany.
- Dutch rental company **Collé** has announced ambitious expansion plans.
- UK based **Warren Access** has appointed **Paul Marshall** as operations manager for its Newcastle depot.
- The **R&D Crane** division of Canada's **Cherubini** has taken a 250t **Grove** GMK5250L.
- **Nationwide Platforms** and **AFI** announced major redundancies in the UK.
- Germany's **Beyer-Mietservice** is taking 40 **Magni** RTH 360 degree telehandlers.
- **Trust In Safe Hands** has taken the first electric **Hoefflon** C6e spider crane in the UK.
- **Sinoboom** has opened its North American headquarters in Houston, Texas.
- Australia's **Global Machinery Sales**, has taken eight **CMC** spider lifts.
- Germany's **Hans Frey Mobilkran** has taken its first new crane a 70t **Tadano** HK 70 truck crane.
- **Link-Belt**, **Tadano** and **Terex** have come out against the imposition of US import tariffs or trade restrictions.
- **Kranlyft** has appointed **Eddie Charity** as sales director/general manager of its UK operation.
- The **Mondi** paper mill in Russia has taken four **Palazzani** spider lifts.
- **Terex** has appointed **RET Utilaje** as



**Jennifer White**



**Paul Marshall**



**Eddie Charity**

- distributor for Rough Terrain cranes in Romania.
- Germany's **Wasel** has taken a further two 45t **Demag** AC 45 City cranes.
- **Flannery Plant Hire** has taken the first **Faresin** 6.26 Full Electric telehandler in the UK.
- Taiwan's **CSBC-DEME Wind Energy (CDWE)** has ordered a 4,000t **Huisman** offshore mast crane.
- **Sarens Canada** has taken delivery of three **National Cranes**.
- Italy's **Werent** has taken a 25t **Valla** 250 E electric pick & carry crane.
- **Stork**, the diversified services division of **Fluor**, is to sell its Benelux rental business **EQIN** to private equity firm **VE Partners**.
- New York's **Sims Metal Management** has taken a **Liebherr** LHM 600 mobile harbour crane.
- UK's **Crowland Cranes** has taken a third 220t **Tadano** ATF 220G-5 All Terrain crane.
- UK based **Modulift** and Austria's **Pewag** have agreed a 'strategic alliance'.
- **AIS Vanguard** in the UK and **Eurelo Tech** in Poland - have established a joint venture, **AIS Eurelo**.
- **Multitel Pagliero** has delivered 25 new truck mounted platforms to Italian company **O.Mec**.
- **MEC** has appointed **Kristina Huenergardt** as marketing specialist.
- Germany's **Platformers' Days** has been postponed until next year.
- **ATN** has taken over the distribution of **Jekko** cranes from **Fassi France**.
- German contractor **Dumberger** has taken six **Liebherr** 125 K self-erecting.
- Rental company **Lenobag** has taken the first 30m **Ruthmann** TB 300 in Switzerland.
- **Rent-It** has taken the first **Sinoboom** electric drive scissor lifts in Switzerland.
- **JLG** has announced plans to close its manufacturing facility in Mediaş, Romania.
- **Southern Cranes & Access** has taken the first 250t **Grove** GMK5250XL-1 All Terrain crane in the UK.
- Ireland's **Mantis Cranes** has taken two 12t **Saez** TLS 70 flat top tower cranes.
- US based **Superior Rents** has taken a number of 19ft **Hy-Brid** PS-1930 scissor lifts.
- **Haulotte** has completed its BIM library with 12 new models.
- **Terex** has appointed **Cranbalt** as its tower crane distributor for Sweden.
- **Ingo Schiller** of **Tadano** and **Garry Higdum** of **Mario Sinacola & Sons** have joined the board of the **NCCCO** Foundation.



**Kristina Huenergardt**



**Ingo Schiller**



**Garry Higdum**

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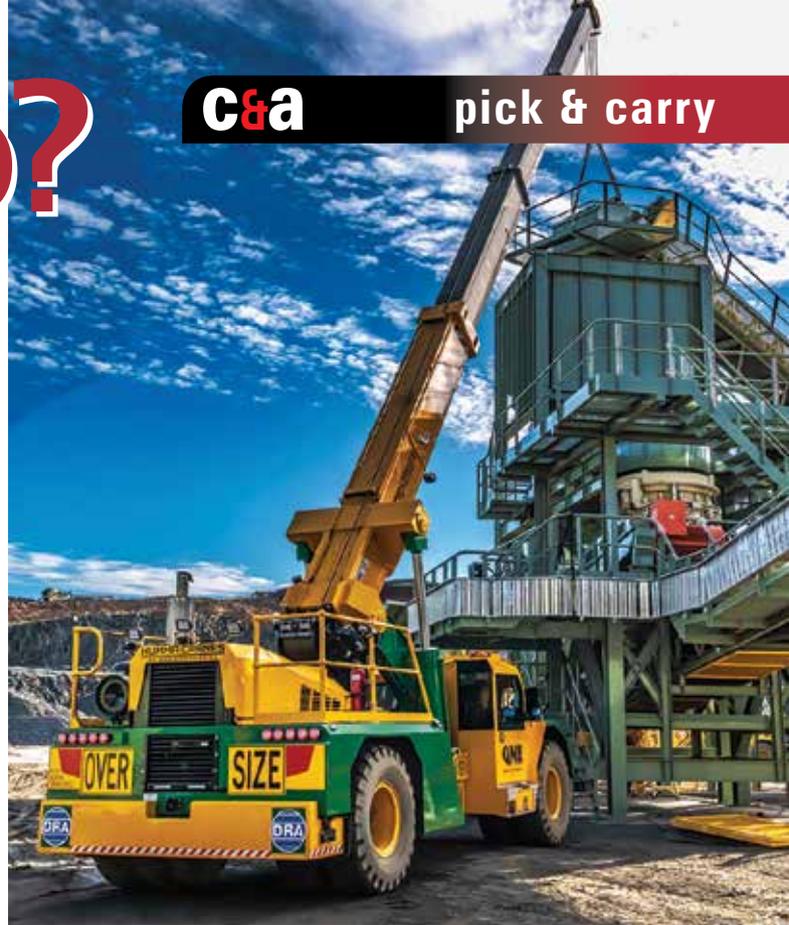
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# Picking up?

C&A

pick & carry

The pick & carry market is one that has been growing in recent years after decades of decline as palletised loads and fork trucks took over from industrial material handling. It is however a fragmented market. In Europe most pick & carry cranes are classic 'industrial cranes' dominated these days by the Italians. They are used predominantly in production facilities and yards, although the smaller models have found an expanding role in construction with glass handling and high rise curtain walling. In the USA the 'carry deck' style from Broderson and Grove are more common place. Australia is clearly the leading market for articulated pick & carry cranes, while the Indian subcontinent is by far the largest market for articulated tractor based cranes. We take a look at some of the latest products, before focusing on the changing Indian market as we speak with the local crane manufacturer, Action Construction Equipment (ACE).



## So what's new?

### Valla

Earlier this year Valla introduced the first model in a new range of battery powered pedestrian controlled pick & carry cranes with its eight tonne V80R (V90R in the US). Unveiled as a seven tonne prototype at bauma, the company has since carried out a number of changes and modifications to uprate it from seven to eight tonnes.

With a 8.9 metre full power three section boom, the crane features a clever chassis telescope feature which effectively increases the distance between the counterweight and front axle by 600mm. A cross bar stabiliser which descends down from the front bumper, can also be deployed to increase capacities still further. The net effect is an average 50 percent boost to capacities throughout the chart, allowing it

to handle eight tonnes 600mm in front of the bumper, 1.9 tonnes at a distance of 5.2 metres or 2.5 tonnes at a hook height of nine metres.

### Jekko

The latest product from Jekko is the battery powered 600kg MPK06 mini picker. Designed for glass installation and material handling in builders yards, the MPK06 features a 2.8 metre three section boom, with a maximum tip height of 3.5 metres and a maximum forward reach of 1.7 metres. It can handle its maximum capacity at a radius of half a metre and can take 300kg to 1.7 metres.

When installed with a vacuum manipulator, the boom can slew up to 10 degrees either side of centre, while the manipulator itself offers 360 degrees continuous rotation. Capacities range from 600kg to

150kg at 2.1 metres radius.

The MPK06 weighs just under a tonne, including 270kg of removable counterweights, reducing the overall weight to 720kg. Two 12volt/155Ah traction batteries powering an electric motor and new electric actuators in place of hydraulic cylinders, allowing simultaneous operation of three functions without cross interference and eliminating the need for hydraulics.

The machine's overall width is 835mm or 760mm when equipped with indoor wheels. Outboard stabilisers are also available with an overall width of just under 1.7 metres. Overall length stowed is 1.85 metres with a stowed height of 1.36 metres.

The company is also working on the launch of the 900kg MPK09 and 1,200kg MPK12 with further details due later this year. Jekko R&D

manager, Marco Zava, said: "MPK09 and MPK12 are meant to complete the mini picker range, serving both civil and industrial sectors and covering the gap between MPK06 and MPK20. Although offering different maximum lifting capacities, the MPK09 and MPK12 will be substantially the same machine and will share the same functionalities of the MPK06."

### First hybrid JMG

JMG has announced plans to launch its first hybrid pick & carry crane with its 10 tonne MC100HY.

The new crane is powered by lithium-ion batteries and features AC drive motors for wheels and pump. It is also equipped with an onboard diesel powered generator which sends power directly to the motors, with any excess generated used to top up the battery pack while the machine is working.

The crane can manage up to four hours continuous operation as a pure electric crane between recharges. Unlike some of the latest Italian pick & carry cranes of this size, the new MC100HY has a traditional operator's cab. Specification detail is exceptionally limited but the crane appears to share some features with its pedestrian controlled MC100S which offers an 8.9 metre three section boom. The overall width of the MC100HY is 1.85 metres, with



The new V80R in the Manitex blue and grey livery



The new Jekko MP06 fitted with its glass handling manipulator



The new JMG MC100HY



an overall length of 3.96 metres and at 1.97 metres overall height will pass under two metre overhead obstructions.

**New jib for MC160**

The company has also added a new four section 2.6 to 8.3 metre telescopic jib for its 16 tonne MC160 classic pick & carry model. The jib pins to the nose of the three section 10.5 metre boom for a maximum hook height of 19 metres or 15.7 metres of forward reach. It is also able to luff from 10 degrees above horizontal boom to 45 degrees below. The capacity ranges from 500 to 1,800kg and is a substitute for the existing two section telescopic jib.

**Galizia**

Having first added front outriggers on its 25 tonne GF250 in 2015, Galizia is now rolling this option out across its range with its 18 tonne GF180 and 42 tonne GF420 the latest to benefit. The outriggers boost the capacities between 20 to

The new 8.3m telescopic jib for the JMG MC160



A GF180 fitted with front outriggers recently purchased by a customer



The Hooka fitted with its steel beam handling attachment

25 percent. When installed to the GF420 for example, it can handle 7.2 tonnes at an outreach of nine metres as opposed to the standard six tonnes.

**Hooka**

Hook-Up Solutions' 1.5 tonne Hooka tracked pick & carry crane is finding success in a wide variety of applications following the introduction of a new range of attachments. Launched in 2015 for lifting one tonne pallets or bulk bags, the crane can now be fitted with attachments for handling I-Beams and glazing panels, pizza ovens, large gas tanks for Openreach and railway bridge parapets for Network Rail.

Director, Charles Sterling, said: "Its one metre width was specifically aimed at moving bulk bags and pallets, but it is now increasingly used to lift, shift and install other bulky items. The machine has ended up combining the CVs of a micro forklift, spider crane and tracked dumper."

**Franna**

Terex unveiled its 22 tonne Franna AT22 at Conexpo earlier this year modified for the US market. Manufactured at the company's facility in Brisbane, Australia, the crane features a 17.9 metre four section boom plus a short jib raising the maximum tip height to 20.7 metres. Overall weight is 20 tonnes and the crane can handle its full capacity at 1.4 metres or 1,700kg at a 15.8 metre outreach.



Franna sales director Mark Lock said: "Whilst this type of pick & carry concept is relatively unknown in North America, customers are already starting to see the benefits now that the AT 22 is fully compliant for the USA."

**Spyder**

A new product line also debuted at Conexpo was the ultra-compact Spyder Crane PC094 pick & carry crane manufactured by Smiley

Lifting Solutions. With an overall width of 785mm and weighing 1,400kg, it can lift up to 690kg at an outreach of 600mm or 169kg at 3.9 metres. Powered by 48v 200Ah battery pack, the PC094 is manoeuvred manually with a drawbar with features including automatic overload protection, tilt alarm and fold away stabilisers. The PC094 will shortly be joined by larger PC194 and PC295 models.



The PC094 pick & carry crane on show at Conexpo



The first Franna AT22 in the USA has been in constant use since Conexpo on a large construction site

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# LIEBHERR

# ACE high



With more than 10,500 units produced each year, India is without a doubt the biggest market for pick & carry cranes. Ed Darwin spoke with Sorab Agarwal, executive director of Action Construction Equipment (ACE) to find out how the company went from producing its first pick & carry crane under a tarpaulin tent to become the market leader just eight years later, and how it has maintained its position ever since.

### Global giants

“ACE started in a very small way,” explains Agarwal. “In 1995 my father, Vijay Agarwal, put all his savings into building a single eight tonne pick & carry crane. Built under a temporary structure on uneven land, it was far from glamorous, but he knew with only one or two players in the market there was an opportunity. A lot of hardship and a lot of work followed, but the company kept on growing, changing, improving and upgrading until we got to where we are today - the largest manufacturer of pick & carry cranes in the world.”



The company now claims a 63 percent share of the articulated pick & carry market, producing around 6,500 units a year at its 100 acre/400,000 square metre facility in Faridabad. The majority of these are traditional tractor-based

models however a growing number of the articulated cranes produced are from its ‘NextGen’ range which are more similar in design to the pick & carry cranes produced in Australia. The company has also expanded its crane product line - all designed and built entirely inhouse - to include self-erecting and top slewing tower cranes, crawler cranes and truck mounted cranes. More recently it has diversified into general construction equipment and tractors with its full product offering supported by more than 100 service and dealer locations throughout India.

“When we started out with pick & carry cranes we were competing against huge corporate companies in India but within eight years we were market leaders. Similarly when we began producing tower cranes in 2010 we were faced with competition from global giants such as Liebherr and Potain - which had been operating in India more than 20 years before we even started - to the point that we now have a 55 to 65 percent market share with the tower cranes we offer.”

### Why so popular?

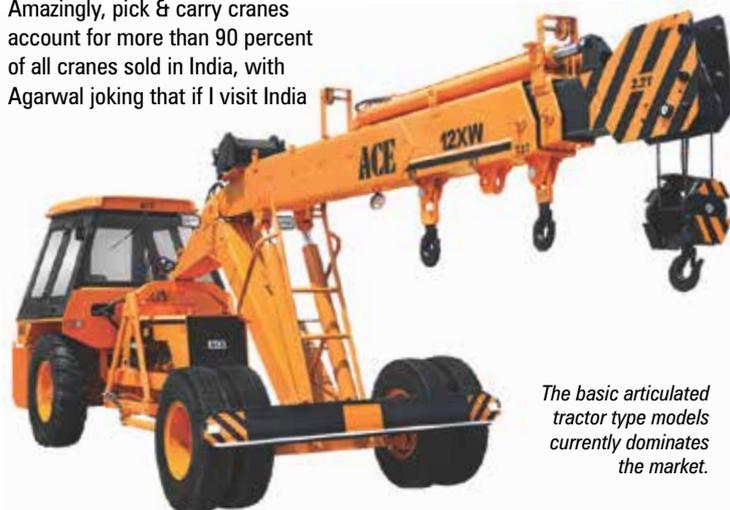
Amazingly, pick & carry cranes account for more than 90 percent of all cranes sold in India, with Agarwal joking that if I visit India

and do not see a pick & carry crane every 30 minutes to call him immediately because it will mean they need to sell more.

Joking aside, with an estimated 90,000 pick & carry cranes in the market, it is clear that this is a product that has been wholeheartedly adopted throughout India and is used for all manner of lifting work. In most countries pick & carry cranes tend to be limited to industrial plants and factories, with perhaps only Australia being an exception. In India however they are used for almost every application with more than half used on construction and infrastructure projects and the rest used for industrial, manufacturing and logistics applications. If there is a load that needs lifting, you can be sure it will be done using a pick & carry crane - and more than likely a basic articulated tractor type unit which dominates this market. This is due in part to their simplicity, versatility and manoeuvrability, offering up to +55/-55 degrees articulation, however the key driver for their dominance is price. On average, a traditional pick & carry



Seven of ACE's eight facilities are located on its 100 acre site in Faridabad



The basic articulated tractor type models currently dominates the market.

'NextGen' models are becoming more popular over the past 10 years



crane from ACE will be anywhere from 40 to 50 percent cheaper than the NextGen models it builds and this gap is likely to be a good deal wider when compared to cranes from international manufacturers. "There are no construction sites of any size in India where you cannot find a pick & carry crane. And they will never be totally replaced for one very simple reason - price. Like a lot of other developing countries, India is a very price sensitive market,"

says Agarwal. Encouragingly, however, there has been there has been a gradual shift in the past 10 years towards a number of NextGen-type products even though they come at a greater cost. This is because they offer more stability, greater visibility and in general, more safety features. Currently, ACE's NextGen models account for almost 25 percent of its pick & carry sales, and although Agarwal does not believe they will



ACE's new Multi Activity NX360 pick & carry crane

ever eclipse traditional models, he is confident that they will account for 40 to 50 percent of the market over the next five years.

**Multi activity cranes**

ACE first introduced its NexGen range back in 2008. It now comprises of a four model, four wheel drive F-range with capacities from 15 to 20 tonnes and five model, two wheel drive FX-range with capacities ranging from 15 to 30 tonnes. In addition to being safer and more stable, standard features include front outriggers, rear view cameras, rear leaf suspension, synchromesh transmission with road speeds of up to 40kph and up to 45 degrees of articulation. A slightly more basic three model SX range, incorporating the company's original axle/transmission system, is also available for yard and factory applications with capacities ranging from 12 to 16 tonnes.

Last year it added to its range with the introduction of its new 2-in-1 Multi Activity cranes. This included a 20 tonne NX360 pick & carry crane that features four outriggers and 360 continuous slew and two 15 tonne NXP150



The addition of four outriggers allows it to double up as a 360 degree slewing crane.

and NXT150 models that offer aerial work platform and telehandler attachments.

The NX360 Multi Activity crane features a four section main boom - three section full power synchronised plus a manual power extended pinned section - to offer a 19.7 metre tip height. This can be topped by an optional 2.7 metre extension rated to 1,250kg, which takes the tip height to 22.1 metres. Capable of pick & carrying its maximum capacity over the front using its mid boom hook at a radius of 1.5 metres, it can also handle 500kg at a maximum radius of 18.6 metres.

With outriggers deployed it can handle 18 tonnes at 2.5 metres and

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The 15 tonne NXT fitted with its telehandler attachment

500kg at a radius of 17 metres. Power comes from either a 101HP Tata or Ashok Leyland diesel engine with a maximum road speed of 35kph, while features include safe load indicator with overload cut out, 40 degrees articulation and a rear and load camera system. Weighing just over 20 tonnes, it has an overall chassis length of 6.84 metres and an overall width of 2.7 metres, while maximum outrigger spread is four metres.

The NXP150 Multi Activity crane is a 15 tonne pick & carry crane which features a hydraulic quick coupling connector for a work platform attachment. Complete with a 2.5 metre articulated jib, it offers a maximum work height of 21 metres and up to 17 metres of outreach, with an unrestricted platform capacity of 230kg. The crane operator controls the movement of the boom, which can be positioned anywhere within the crane's 40 degrees of articulation, while the operator in the platform is able to control 140 degrees of jib articulation and 180 degrees of platform rotation.

The NXT150 features the same chassis and quick coupling connector as the NXP150 but when fitted with its telehandler attachment it can take three tonnes to a maximum height of 12.3 metres.

ACE is looking to extend its 4WD F-range with the addition of a 25 and 35 tonne model



Similar to the NX360, the NXP and NXT can operate as a standard pick & carry crane, handling its full capacity at a radius of 1.5 metres and 800kg at its maximum radius of 13.2 metres. The crane also has a 2.75 metre extension for a maximum tip height of 16.3 metres. Weighing 15 tonnes, power comes from a 49HP Tata 4 cylinder diesel engine and offers road speeds of up to 32kph.

Agarwal said: "Our Multi Activity range started to catch on really well after the launch but unfortunately Covid-19 has since impacted this. I am sure interest will start to pick up again soon though because it's a wonderful concept, with these products costing up to 50 percent less than a traditional 15 to 20 tonne slew crane or truck mounted platform. Essentially you are getting twice as much for half the cost and some of our customers are freaking out!"

**Preparing for the future**

The company has discussed plans to extend the top end of its 4WD F-range with the introduction of the 25 tonne F250, while a 35 tonne model is also under development. Details on both are minimal at this point however the company has confirmed it will look to follow up on the F250 with a 25 tonne NX360 model within the next 18 months.

"We have developed the F250 to meet the increasing demand to lift larger loads, but the 35 tonne will be more focused on handling steel coils which in India range anywhere from eight to 29 tonnes. It will also be used for wind turbine and mining applications with stone quarries in India very busy at the moment and frequently requiring to move blocks of stone weighing 20 to 25 tonnes."

The wind turbine and mining industries are not the only industries experiencing substantial growth currently. With India set to invest more in construction than the USA over the next five years, the government is investing hundreds of billions in urban infrastructure projects throughout the country. These include various

transit/metro systems, waterways, airports, ports and smart cities, with more sophisticated - and importantly - safer products being



Covid-19 has delayed the date that engines of construction equipment larger than 50HP must be compliant with BS-IV emission standards until April 2021.

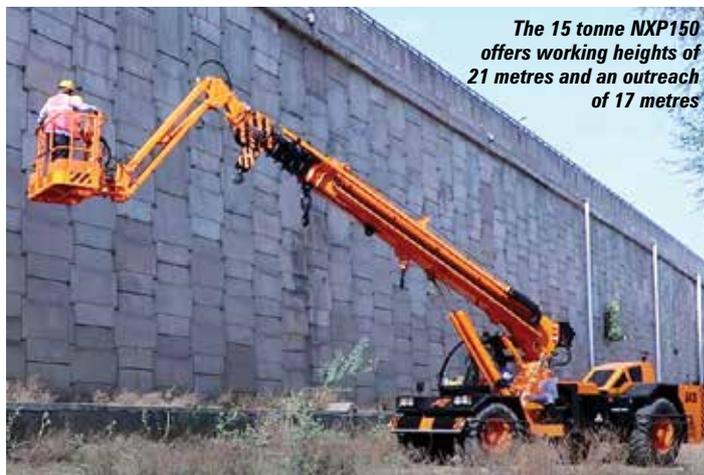
requested by contractors.

This focus on safety is also being aided by a number of Government regulations being introduced at the moment such as mandating load moment indicators with overload cut out function on all mobile cranes as well as the adoption of BS-IV diesel engines (Tier IV/Stage IV equivalent) for construction equipment engines larger than 50HP.

Another element will see more attention given to training and certification. Agarwal explains: "There is practically no certification for crane operators in India as of now. In order to operate a crane you just need to have a heavy vehicles licence. If you have this, then

technically you can operate any equipment including truck cranes."

Agarwal explains how the absence of a recognised training body has made way for 'trained' operators to recruit helper-come-apprentices who are then trained over six to 12 months before they become operators and recruit their own helper. With cranes becoming more sophisticated ACE recognised the need for enhanced training, setting up its dedicated training centre in Faridabad in 2010. Last year, the company trained more than 2,000 operators and engineers in the use of its machines with the training provided free of charge for any customers.



The 15 tonne NXP150 offers working heights of 21 metres and an outreach of 17 metres



Last year ACE provided its training to the majority of delegates for free

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He adds: "Everyone finally wants safety and I am sure that over the next five to 10 years more regulations will be introduced in respect to manpower, training and certification. It is unfortunate that Covid-19 will set us back a year in terms of progress but I am sure it will eventually happen in India."

**What does the future hold?**

Given the scale of projects planned in India combined with a gradual shift to precast and prefabricated construction, there will be increased demand for Rough Terrain and truck cranes capable of lifting larger and heavier loads.

ACE is working on a new 80 tonne truck crane which will be ready later this year.



ACE currently sells a small number of its 20 tonne Rough Terrain cranes each year however it is currently focused on developing a 45 tonne model so that it is able to compete with a truck crane which is proving more popular at the moment. Agarwal believes this is due to the recent introduction of Chinese truck cranes 'selling at good prices' over the last few years and also the company's decision to introduce its 45 tonne TM450 and 55 tonne TM550 truck cranes last year as well as plans for a new 80 tonne model later this year.

He said: "Truck crane sales are now up to 200 units a year in India so obviously we have to be there in order to not miss the market. This is why in the last two years we introduced our own models with capacities of between 25 and 60 tonnes. We are also working on a new 80 tonne truck crane which will be launched in the next eight to 10 months."

Last year we talked about manufacturers developing telehandlers for the Asian market with Manitou, for example, launching its 7.6



Manitou's 'back-to-basics' MXT 840 and MXT 1740 will be looking to capture some of the pick & carry market share

metre MXT 840 and 17 metre MXT 1740 with 4,000kg capacities. The company's thinking was, with the right pricing and a simpler product some tractor crane buyers might switch to telehandlers. Agarwal spoke out on his reservations on the adoption of telehandlers by the market, however: "We just don't see them as good value at all. We made telehandlers some 10 years back (a 2.5t/5.7m model) and we still have a few standing in our factories. For the cost of a telehandler that can lift three to four tonnes, you might as well buy a pick & carry crane that can lift 15 tonnes for slightly less money!"

He added: "The main problem with telehandlers is no one likes them! If you go to any site and tell them that they have to use a truck crane or telehandler over a tractor crane your output will be finished. That's how they are used to working." But ever the entrepreneur he concludes: "If JCB, Manitou or Genie start to sell more than 20 a month I am sure we will catch them."



## Right place, right time

**One company that is looking to benefit from the shift in attitude and the growing demand for more sophisticated cranes in India is Terex.**

Last month, the company announced plans to begin production of Franna pick & carry cranes alongside Terex Rough Terrain and tower crane models at its recently expanded manufacturing facility in Hosur, located to the south of Bangalore. Located on a 45 acre plot with around 60,000 square metres of machining and fabrication shops as well as large assembly halls, the facility employs 600 staff including a research & development unit staffed by 150 engineers.

Details on the new Franna crane have yet to be announced but early indications suggest it will be a new 15 to 20 tonne unit specifically for the Indian market. Scheduled for launch early next year, the company plans to produce up to 500 cranes a year and will initially look to follow the blueprint adopted by its Powerscreen division when it first entered the market in 2009.

Franna plans to design a 15-20 tonne model specifically for the Indian market.



Terex has announced plans to manufacturing Franna cranes at its facility in Hosur, India

Danny Black, general manager of Franna Cranes explains: "What started with the manufacturing of one Powerscreen model, the company has since grown to be one of the top three local manufacturers of crushing, screening, washing and conveying products in India. With the new Franna crane incorporating a product design specific to the requirements of the local market and featuring higher specification of safety and technology, we are confident we can similar successes."

Black added: "Our next generation Franna cranes will be built to the Australian standard which goes above and beyond the current stability requirements in India. We believe we can make a positive contribution to the overall safety of mobile pick & carry cranes in India, particularly in the area of stability. In addition to safe design features, Terex will invest in education of the local market on the safe use and operation of these cranes."

Although there is a huge market to go at, Terex is unlikely to have an easy time given the sheer competitiveness of companies like ACE, however the latest developments will certainly put it in the right place at the right time.


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# The changing face of lower level work at height



*Dingli has made a major impact in the small scissor lift market*

Working at heights of up to five metres is by far and away the biggest cause of life changing injuries and fatalities resulting from falls at height. It is also a major cause of minor strains and muscle pulls, as tradesmen move or climb ladders and steps. And yet not only are low level work platforms safer, but they are also more efficient and therefore cost effective! We take a look at the market and some of the latest new products.

Normally this time of year plant maintenance and operations managers across Europe are busy planning work, including factory layout or machinery moves to be carried out during the vacation shut down period. With many plants having closed for several weeks this spring, one wonders if there is as much need for shutdown work this year? Companies may though be looking to change their production lines and reorganise plant layouts in order to adapt to the 'new normal' and be ready for the pickup that most are hoping for later in the year.

When carrying out such work, the importance of safely and efficiently when working at height is more critical than ever. With the ghost of Covid-19 still lurking, the last thing anyone wants is a visit to the Accident & Emergency wing of the local hospital, no matter what their injuries. So this is no time to take risks with the improper use of a ladder or pallets for fork lifts etc...

### No excuses

Thankfully there has never been more choice and small platforms have never been as widely available or as inexpensive. So there is no excuse not to plan work properly and to organise the best equipment for the job. Not only is it infinitely safer, but it will save time, result in better workmanship and with fewer people on the job, might help ensure social distancing.

### A market in its infancy

Rules covering the temporary work at height have been changing steadily over the past 15 years, with an increased focus on the way work is carried out at lower levels. In Europe this was kick started by the implementation in 2005 of the European Council Directive 2001/45/EC minimum safety and



*Pop Ups at the Hire Show 2006*

health requirements for the use of equipment for work at height. This brought in a key change for most countries in that work at height rules now applied at any height, rather than the usual four to five metres (platform heights of 2-3m). The UK was the fastest to embrace the new regulations as small companies spotted a profit opportunity offering work at height audits, advice and to sell equipment, suggesting that ladders were now banned. The 'ladders are now banned' myth spread rapidly,

and many contractors took it very seriously, prompting the Health & Safety Executive to setting up a 'Myth Buster' service to counter the rumours. While ladders are not at all dangerous when used properly, the fuss did launch a new low level powered access industry that the UK arguably still leads. Scaffold manufacturer NSG was first to market with its 3.63 metre working height Pop-Up push around scissor lift, unveiled at the Hire Show in January 2006. Pre orders for the Chinese built platform were



substantial, and it found a ready market as an alternative to ladders and steps. Priced between £2,400 and £3,000 it was also reasonably priced and with a rental rate back then of almost £100 a week a decent investment.

While not covered by the EU's rules the USA had seen new company Custom Equipment ship its first product in 2004 - the 10ft HB-1030 - with a five metre working. It is still in use with the original customer. However, while aimed at a similar market the Custom Hy-Brid scissor

lift was self-propelled, had a higher platform and weighed just over 500kg compared to the Pop-Up's 270kg. It was also more expensive but light enough to work on suspended floors, a key and rapidly growing requirement.

Suspended floors - such as those by Kingspan are often limited to 800kg uniformly distributed eliminating the use of larger scissor lifts. It has also been estimated that more than 55 percent of the work done with a 19/20ft scissor lift is no more than four metres high, wasting half of



Steve Kissinger hands over the 10,000th Hybrid scissor to Martin Starck of Lift Works, who also bought the first Hy-Brid scissor lift, a HB-1030

the machines capability. Since then the market for smaller lifts and push around scissors has grown beyond the expectations of all but the most wildly optimistic, and yet it is still very much in its infancy.

**Most fatal/serious falls**

One factor driving the adoption of safer forms of access equipment at these sorts of heights might be the accident statistics which highlight the fact that more serious injuries and fatalities occur from falls of between three and four metres than from any other height. While this

might sound counter intuitive, there are many reasons for this being the case.

First and most obvious is the fact that more people work at these heights, thanks to the millions of ladders in use, not to mention 'make-shift' access equipment.

Then there is the sense of self-preservation, and the fact that it is not so easy to organise a homemade solution above six metres. People are more likely to plan work at greater heights and take more care than at lower levels

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when even diligent individuals will take a bit of a risk to get a quick or occasional job done, rather than have the hassle of organising a platform.

A fall from two to three metres does not sound like much of a fall, after all you could jump from that level. However if you land badly, such as on your back or worse your head, it can easily prove fatal or life changing. There are also the risks of climbing, particularly when carrying tools or materials.

**Self-propelleds collide with push arounds**

In the past year or so there has been a proliferation of micro self-propelled scissor lifts with platform heights of 11 to 14ft, the vast majority of them manufactured in China. They clearly go head to head with the mast type platforms such as the Skyjack SJ12, the Snorkel TM12, Bravi Sprint, JLG 1230ES or Haulotte Star 6 etc. while higher versions are available from Skyjack, Snorkel and Haulotte which tops the table with the 20ft Star 8S.

Some of the 12/13ft scissor lifts are almost as compact as the mast type lifts, but with a larger platform thanks to the absence of the mast - but that is another story. The key thing is that anyone looking for a powered platform with a working height of up to five metres will have plenty to consider, from push around to self-propelled, scissor to mast, manual or powered lift etc..

Deciding on the height is the starting point, while the overall weight can be critical due to floor loading limitations. Then maybe platform size is an issue, or perhaps capacity? Although not usually critical at this level, something like the Bravi Lui HD -which offers a 4.9 metre work height, with extended platform of 1.7 metres and 180kg capacity, yet weighs just over



*Skyjack SJ16s working on the Grenfell Community Centre fit out*

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500kg - can be the solution. If 3.5 metres is sufficient, you might consider a manually powered lift. Power Towers pioneered the manual lift mechanism with its Pecolift in 2012, which uses a patented lift mechanism with gas springs and a flywheel aided crank handle to lift and lower the platform - so no battery pack, no hydraulic oil, and no electric motors or switches. Simples! When it comes to choosing a machine they all have their place but ultimately it will be a mix of height, weight, dimensions and how important driving at height is for the work to be done.

**The 'Ladder Killer'**

Swedish low level aerial lift manufacturer Safelift has celebrated

its 10th year in business with a new model and new export markets. Based in Växjö between Stockholm and Malmo, the company manufactures two vertical mast type lifts - the AD30 self-propelled model and the AP30 push around version - both of which offer a working height of almost five metres with a platform capacity of 180kg while weighing 320kg.

It has now added a smaller Push Around model, the PA35 with a working height of 3.5 metres, which it is marketing as the 'Ladder Killer'. It features a battery powered telescopic mast and a working height of 3.5 metres with a platform capacity of 130kg. It weighs just 223kg, has an overall width of under 697mm, an overall length of 995mm and a closed height of 1.55 metres, making it very easy to move around an office, warehouse or shop and can ride the smallest elevators. It fits between Power Towers' manually operated Peco lift and battery powered Nano.

The company is also unusual in that its sales are almost entirely online through "a unique web-based programme" which also allows potential customers in Scandinavia and most of Western Europe to request a machine is delivered for a free on site evaluation.

**Another manual lift**

There has been talk of competitors to the manually powered Pecolift but the only one we have details on is the new Zarges LiftMaster U, with 4.3 metres working height and a crank handle to raise and lower the platform. Details are scant but it weighs 165kg, has a platform



*If a big deck and light weight is what you need then go for the Bravi.*



*The ELS 4.5 Junior*



*The GMG 1030-PA offers a special quick fold heavy duty guardrail*

capacity of 120kg, and an overall retracted width of 740mm. But it also has wheeled stabilisers - due to its light weight - which extend the width to 1.65 metres and is all aluminium.

**New push scissor for ceiling panels**

GMG has launched the 1030-PA push around scissor lift, with a five metre work height and a total weight of 360kg. Overall width is 700mm and the overall height just 1.79 metres. Features include

two button operation, self-locking wheels to prevent movement when elevated and an excellent retractable sliding guardrail system, which allows the operator to quickly switch from full length guardrails to a smaller square which allows the platform to pass through suspended ceiling panels. It also includes a laser locator for easy positioning directly below the target work, a maintenance free sealed battery, extra large wheels and saloon style entrance.



*The Safelift 'Ladder Killer' PA35*



*The Zarges LiftMaster U offers a working height of 4.3 metres.*



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# Power Towers on the move

UK-based Power Towers has been an autonomous part of JLG since the company acquired it from Brian and Sandra King and Mark Richardson in 2015. Almost exactly five years on, we had a 'virtual meeting' with current managing director Jonnie Dawson, 18 months after he moved into the role and six months after the departure of founder Brian King.

It also coincided with the move into the company's all new 9,500 square metre production facility in Leicester. The move has been complicated by the UK's national Lockdown which was implemented just a week or two prior to the planned move date.

After some careful rethinks and planning, it was carried out by a small team of managers over a longer period. As if that was not enough, our meeting coincided with a new local lockdown in Leicester, following a flare up of new Covid-19 cases in the area. In spite of this Dawson was in an upbeat mood and clearly enjoying his new role running a complete business, including the



Jonnie Dawson

manufacturing and operations side of the company. He joined JLG from Merlo in 2006 as sales director for European telehandlers, and has had a couple of jobs since then, all sales related- prior to the move to Power Towers he was senior sales director Europe, Africa and the Middle East. Having met him numerous times over the years, it is clear that he has absolutely found his niche, with a job that he truly loves, even with the challenges of Covid-19.



The new Power Towers plant from the outside

## Increased integration

When JLG acquired Power Towers in 2015, it told us that it was going to take a 'Hands Off' approach and would run the company as a standalone operation within JLG Europe. Karel Huijser stated that JLG did not want to spoil the entrepreneurial spirit of the young company, which was barely nine years old, so it would be very much "business as usual". JLG was true to its word, helping the company as much as possible but leaving it to the founders to run it as before. At the start of 2019 King began a 12 month hand over period as chairman and moves towards integration progressed a little. Nothing major, but the product colour scheme changed from Power Tower's blue to a new JLG Low Level livery of

orange with black highlights. While it is a little closer to the JLG's classic orange and cream livery, it is clearly different and seems to have gone down relatively well with dealers and major customers alike.

Until then the company painted machines destined for the USA and markets where they are marketed as JLG in orange and cream, while those heading to Power Towers markets were painted blue. Now they are all the same colour – and just choosing the branding decal required.

The company is also close to completing the conversion of all Power Towers production documentation to the common JLG standards. Anyone who has been involved with a small rapidly growing manufacturer will know that manufacturing documentation rarely keeps pace with growth and as a result is not as detailed as that used or required by multinational manufacturers. Many an acquisition has been abandoned due to a lack of detailed documentation, as it can be a mammoth task.

## Global centre of innovation and excellence

The new facility will become JLG's global centre of excellence and innovation centre for low level aerial work platforms and already includes a small dedicated team of



The Peco Lift in new colours...and Nano SP+ self-propelled with dual deck extension

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The new assembly lines promise to be a great deal more efficient, especially when the suite of new production line fixtures arrive.

engineers. Their most recent project has been adapting the product range to meet the new ANSI standards.

The new plant not only consolidates two smaller facilities with a combined area of 2,500 square metres into a single 9,000 square metre facility, but also potentially quadruples the capacity, from annual production levels that we recently estimated to be in the region of 5,000 units. The new plant will initially have two assembly lines, Line 'A' for the Eco and Peco manually elevated push around models, including the outdoor X versions of each. The Eco has a working height of 4.2 metres compared to the Peco's 3.5 metres but has a longer stowed length and at just over 300kg is almost double that of the Peco which weighs just 180kg.

Production line 'B' will assemble all of the powered models, which include the original Power Tower and Nano push around models, and the self-propelled Nano SP. The new facility remains very much an assembly plant, with all fabrications continuing to be produced by two local sub-contractors, one of which has worked with the company since

the start. One big change though is the installation of a new state of the art automated paint booth. Until now the bare fabrications were trucked across town from the fabricator next door to the original facility, to one of three paint companies, and then trucked back to the Power Towers plant for assembly. King once joked that the quality of the paint depended to some extent on the weather during the fabrications trip across town.

### New paint facility

The fabrications will now be delivered directly to the new paint booth from the sub-contractor, where they will be subjected to a six stage phosphate free pre-treatment process, followed by the latest powder coating system, both employing nano technology which will provide an infinitely better paint job, while the booth also incorporates the latest powder recycling and environmentally friendly technology.

Even on a virtual tour, it is clear that the not only will the new plant substantially boost efficiency, helping lower production costs and boost production capacity, but it will also help improve quality and aid



Installation of an all new state of the art paint booth is underway.



The new facility has plenty of space for both indoor storage of stock machines and a large yard for larger JLG platforms.

the environment, thanks to an array of built in 'green' measures such as automatic LED lighting, grey water collection and recycling for a wash down in the yard, solar panels on the roof and onsite waste recycling, complete with a compactor/baler which has substantially cut the amount of material going to land fill.

#### Multiple loading bays

The new plant also has eight separate commercial loading bays, as it was originally built as a large distribution hub. This is another area where substantial productivity gains will be made. At the old plant trucks were loaded outside – sometimes in the road, and it could take an hour or more, especially when raining. The built in bays make it fast, easy and dry with several trucks and containers loaded simultaneously in a fraction of the time and far more safely. The same applies to materials arriving on site.

#### JLG product distribution

The new plant also has a substantial yard area, where an inventory of JLG boom and scissor lifts will be held, allowing customers to take a mix of products, while also freeing up space at JLG's UK distribution base in Middleton, greater Manchester.

#### Market development

Speaking of the market, Dawson acknowledges that the UK remains the largest for low level lifts, but that France, Spain and the Benelux countries are developing well, with Dutch International rental group Boels placing a substantial order and Dutch rental company Collé and Loxam already running a sizeable fleets.

He points out that a key factor to developing and expanding the market, is to adopt a completely different sales technique than for



larger work platforms, requiring contractors to commit to 'method change' and realise that not only can low level platforms be safer, but more importantly significantly more efficient than traditional equipment. Some contractors are conducting ongoing work at height studies, with one floor of a building using Power Towers, while another identical floor continues to use traditional equipment, such as ladders or podiums etc. They typically find that not only is the work carried out more quickly, but tradesman are in better shape at the end of the shift, avoid many of the minor trip and strain injuries while eliminating damage to raised flooring or suspended ceilings etc.

#### Regular fit outs

He also adds that rapid technology developments in bank offices,

trading floors or tech business mean that building 'fit outs' are occurring every 10 years or sooner, generating plenty of work for low level platforms. An increasingly challenging issue is getting large delivery trucks into a city centre project during the day, while it is relatively easy to deliver around 20 Pecos on a single 7.5 tonne truck with tail lift. The key to further growth is to get the product in front of people and demonstrate the benefits.

This year will continue to be a challenging one, but the Power Towers move is complete with the full team back on August 3rd, with the new paint booth and new fixtures, placing the business in a strong position as it enters the new fiscal year in October.



Wider adoption of low level platforms requires 'method change' away from ladders, podiums, small towers or even larger self-propelled lifts' as these typical jobs show - some in the old blue Power Towers colour.

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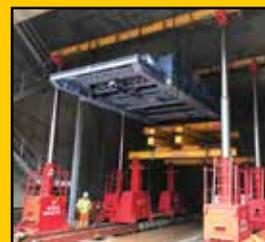


# cranes & access

# dealer guide

# 2020

- Cranes
- Aerial work platforms
- Telehandlers
- Lifting gear
- Loader cranes
- Components & Accessories



Each year we refine and update this handy source guide, complete with dealers and their contact details. Whenever so much data is collated and published there is the distinct possibility that errors and omissions will occur. If you spot anything that needs changing, please do not hesitate to email us at [editor@vertikal.net](mailto:editor@vertikal.net) as we have the opportunity to correct the on-line version on [www.vertikal.net](http://www.vertikal.net)

### HEAVY LIFT CRANES/EQUIPMENT

Manufacturer	Production Base	Distributor	Telephone	Website
Bigge	USA	Direct	+1 888 337 2444	<a href="http://www.bigge.com">www.bigge.com</a>
Deep South	USA	No Distribution	+1 225 753 4371	<a href="http://www.deepsouthcrane.com">www.deepsouthcrane.com</a>
Demag	Germany	Tadano Demag UK	01844 203700	<a href="http://www.demagmobilecranes.com">www.demagmobilecranes.com</a>
Lampson	USA	Direct	+1 509 586 0411	<a href="http://www.lampsoncrane.com">www.lampsoncrane.com</a>
Liebherr	Germany	Liebherr GB	01767 602100	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
Mammoet	Netherlands	Mammoet UK	01912 620550	<a href="http://www.mammoet.com">www.mammoet.com</a>
Manitowoc	USA	Manitowoc UK	01280 818830	<a href="http://www.manitowoc.com">www.manitowoc.com</a>
Sarens	Belgium/USA	Sarens UK	01642 621621	<a href="http://www.sarens.com">www.sarens.com</a>

### MOBILE CRANES

Manufacturer	Production Base	Distributor	Telephone	Website
Altec	USA	Aldercote	01482 222377	<a href="http://www.aldercote.com">www.aldercote.com</a>
Bailey Cranes	USA	Direct	+1 262 710 4028	<a href="http://www.baileycranes.com">www.baileycranes.com</a>
Bencini - Cams	Italy	No Distribution	+378 0549 988111	<a href="http://www.camsind.com">www.camsind.com</a>
Broderson	USA	Conestra	+31 165 8000 90	<a href="http://www.conestra.nl">www.conestra.nl</a>
Demag	Germany	Tadano Demag UK	01844 203700	<a href="http://www.demagmobilecranes.com">www.demagmobilecranes.com</a>
EuroRigo	Italy	Direct	+390 4568 61500	<a href="http://www.rigo.com">www.rigo.com</a>
Franna	Australia	Terex Cranes UK	01844 203770	<a href="http://www.terexcranes.com">www.terexcranes.com</a>
Galizia	Italy	GGR Group	01844 202071	<a href="http://www.ggrgroup.com">www.ggrgroup.com</a>
Grove	Germany	Crowland Cranes	01733 210561	<a href="http://www.crowlandcranes.com">www.crowlandcranes.com</a>
GT Cranes/Grünverpal Tranchero	Italy	Direct	+39 0175 79301	<a href="http://www.grunverpal.it">www.grunverpal.it</a>
Hematec	Germany	Direct	+49 151 14567219	<a href="http://www.hematec-arbeitsbuehnen.de">www.hematec-arbeitsbuehnen.de</a>
Hidrokon	Turkey	Hidrokon Europe	+45 31 33 62 81	<a href="http://www.hidrokon.dk">www.hidrokon.dk</a>
Horyong	South Korea	Direct	+82 63 540 5555	<a href="http://www.horyong.co.kr">www.horyong.co.kr</a>
Humma Cranes	Australia	Direct	(08) 9417 2300	<a href="http://www.hummacranes.com.au">www.hummacranes.com.au</a>
JMG	Italy	Direct	+39 0523 8486	<a href="http://www.jmgcranes.it">www.jmgcranes.it</a>
Kato	Japan	Rivertek Services	01543 685161	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Liebherr	Germany	Liebherr GB	01767 602100	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
Lift Systems	USA	Claxton International	01244 661000	<a href="http://www.claxtoninternational.co.uk">www.claxtoninternational.co.uk</a>
Lige	Italy	Direct	+39 0523 8486	<a href="http://www.ligecranes.it">www.ligecranes.it</a>
Link-Belt	USA	NRC Plant	01375 361616	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Lissmac	Germany	Southern Engineering Equip.	01202 830844	<a href="http://www.see-machinery.co.uk">www.see-machinery.co.uk</a>
Locatelli	Italy	No Dealer	+390 3549 45066	<a href="http://www.locatelli-crane.eu">www.locatelli-crane.eu</a>
Luigong	China	Luigong Europe	Luigong Europe	<a href="http://www.luigong.com">www.luigong.com</a>
Manitex	USA	No Dealer	+1 512 942 3000	<a href="http://www.manitex.com">www.manitex.com</a>
Manotti	Italy	No Dealer	+390 5229 65590	<a href="http://www.manotti.eu">www.manotti.eu</a>
Marchetti	Italy	AGD Equipment	01789 292227	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Ormiq	Italy	Crowland Cranes	01733 210561	<a href="http://www.crowlandcranes.com">www.crowlandcranes.com</a>
Rigo	Italy	Direct	+390 4568 61500	<a href="http://www.rigo.com">www.rigo.com</a>
Sany	Austria	Palfinger Sany	+43 664 8890 1925	<a href="http://www.palfsany.com">www.palfsany.com</a>
Sennebogen	Germany	AGD Equipment	01789 292227	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Spierings	Netherlands	Spierings Kranen	+31 4126 97777	<a href="http://www.spieringskranen.nl">www.spieringskranen.nl</a>
Tadano	Germany/Japan	Tadano UK	0870 066 5466	<a href="http://www.tadano.co.uk">www.tadano.co.uk</a>
TRT	Australia	Direct	+61 73890 8800	<a href="http://www.trtaustralia.com.au">www.trtaustralia.com.au</a>
Valla	Italy	Hird	01482 227333	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
XCMG	China	Direct	+86 516 87739218	<a href="http://www.xcmg.com">www.xcmg.com</a>
Zee Crane	USA	Direct	+1 800 698 8388	<a href="http://www.zee-crane.com">www.zee-crane.com</a>
Zoomlion	China	Crowland Cranes	01733 210561	<a href="http://www.crowlandcranes.com">www.crowlandcranes.com</a>

### CRAWLER CRANES

Manufacturer	Production Base	Distributor	Telephone	Website
BG Lift	Italy	GGR Group	01844 202071	<a href="http://www.ggrgroup.com">www.ggrgroup.com</a>
Demag	Germany	Tadano Demag UK	01844 203700	<a href="http://www.demagmobilecranes.com">www.demagmobilecranes.com</a>
Fushun	China	Direct	+36 1584 131 3033	<a href="http://www.cnfuwa.com">www.cnfuwa.com</a>
Fuwa	China	Direct	+36 1584 131 3033	<a href="http://www.cnfuwa.com">www.cnfuwa.com</a>
Hitachi-Sumitomo	Japan	NRC Plant	01375 361616	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Jekko	Italy	JT Cranes	01767 677155	<a href="http://www.jtcranes.co.uk">www.jtcranes.co.uk</a>
Kiesel	Denmark	Direct	+45 24 44 86 88	<a href="http://www.kiesel.dk">www.kiesel.dk</a>
Kobelco	Japan	Kobelco Cranes Europe	01342 301122	<a href="http://www.kobelco-europe.com">www.kobelco-europe.com</a>
Komac	South Korea	Direct	+82 2761 0880	<a href="http://www.komac.co.kr">www.komac.co.kr</a>
Liebherr	Germany	Liebherr GB	01767 602100	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
Link-Belt	USA	NRC Plant	01375 361616	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Maeda	Japan	Kranlyft UK	01179 826661	<a href="http://www.kranlyft.co.uk">www.kranlyft.co.uk</a>
Mait	Italy	Direct	+39 071 7822186	<a href="http://www.mait.it">www.mait.it</a>
Manitowoc	USA	Manitowoc UK	01280 818830	<a href="http://www.manitowoc.com">www.manitowoc.com</a>
Mantis	USA	Tadano UK	0870 066 5466	<a href="http://www.tadano.co.uk">www.tadano.co.uk</a>
Marchetti	Italy	AGD Equipment	01789 292227	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Palfinger	Austria	Palfinger UK	01380 722381	<a href="http://www.palfinger.co.uk">www.palfinger.co.uk</a>
Sany	China	Palfinger Sany	+43 664 8890 1925	<a href="http://www.palfsany.com">www.palfsany.com</a>
Sennebogen	Germany	AGD Equipment	01789 292227	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Sunward	China	GGR Group	01844 202071	<a href="http://www.ggrgroup.com">www.ggrgroup.com</a>
TCM	Italy	Direct	+39 0875 752076	<a href="http://www.tcmsrl.net">www.tcmsrl.net</a>
TGT	Germany	Direct	+49 5903 2179631	<a href="http://www.tgt-teupen.de">www.tgt-teupen.de</a>
XCMG	China	Direct	+86 516 87739218	<a href="http://www.xcmg.com">www.xcmg.com</a>
Zoomlion	China	Crowland Cranes	01733 210561	<a href="http://www.crowlandcranes.com">www.crowlandcranes.com</a>

### LOADER CRANES

Manufacturer	Production Base	Distributor	Telephone	Website
Amco Veba	Italy	Tip N Lift	01473 747222	<a href="http://www.tipnlift.co.uk">www.tipnlift.co.uk</a>
Atlas	Germany	Atlas Cranes UK	08444 996688	<a href="http://www.atlas-cranes.co.uk">www.atlas-cranes.co.uk</a>
Benelli Gru	Italy	Direct	+39 522 969 756	<a href="http://www.benelligrui.it">www.benelligrui.it</a>
Co.M.eT	Italy	Co.M.eT UK	01944 363088	<a href="http://www.cometuk.com">www.cometuk.com</a>
Copma	Italy	Vanted	+39 0546 653 711	<a href="http://www.copma-cranes.com">www.copma-cranes.com</a>
Cormach	Italy	Ernest Doe & Sons	01206 871881	<a href="http://www.ernestdoe.com">www.ernestdoe.com</a>
Effer	Italy	Hiab UK	01482 897607	<a href="http://www.hiab.com">www.hiab.com</a>
Effer Marine	Italy	Brimmond Group	01467 633805	<a href="http://www.brimmond-group.com">www.brimmond-group.com</a>
Fassi	Italy	Fassi UK	01926 889779	<a href="http://www.fassi.co.uk">www.fassi.co.uk</a>
Ferrari	Italy	Hyva UK	0161 776 6600	<a href="http://www.hyva.co.uk">www.hyva.co.uk</a>
GAL	Greece	Seeking Dealer	+302 3107 66980	<a href="http://www.gal.gr">www.gal.gr</a>
Hiab	Sweden	Hiab UK	01691 623100	<a href="http://www.hiab.com">www.hiab.com</a>
Hidrokon	Turkey	Hidrokon UK	07535 597001	<a href="http://www.hidrokon.co.uk">www.hidrokon.co.uk</a>
HMF	Denmark	HMF UK	01733 558145	<a href="http://www.hmf.dk">www.hmf.dk</a>
Horyong	South Korea	Direct	+82 63 540 5555	<a href="http://www.horyong.co.kr">www.horyong.co.kr</a>
Hyva	Netherlands	Hyva UK	0161 776 6600	<a href="http://www.hyva.co.uk">www.hyva.co.uk</a>
Kennis	Netherlands	Hyva UK	0161 776 6600	<a href="http://www.hyva.co.uk">www.hyva.co.uk</a>
KLM	Italy	Bluelift	+39 5417 56872	<a href="http://www.bluelift.it">www.bluelift.it</a>
Marchesi	Italy	Tip N Lift	01473 747222	<a href="http://www.tipnlift.co.uk">www.tipnlift.co.uk</a>
Maxlift	Italy	Ernest Doe & Sons	01206 871881	<a href="http://www.ernestdoe.com">www.ernestdoe.com</a>
MKG	Germany	Truck Hyd. Services	01530 510101	<a href="http://www.mkg-export.com">www.mkg-export.com</a>
MPG	Turkey	Danish Crane Import Group	+45 2949 4455	<a href="http://www.mpg.com.tr">www.mpg.com.tr</a>
Next Hydraulics	Italy	Ernest Doe & Sons	01206 871881	<a href="http://www.ernestdoe.com">www.ernestdoe.com</a>
Palfinger	Austria	Palfinger UK	01380 722381	<a href="http://www.palfinger.co.uk">www.palfinger.co.uk</a>
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	<a href="http://www.pennyhydraulics.com">www.pennyhydraulics.com</a>
Pesci	Italy	HCM Hydraulics	01639 711345	<a href="http://www.hcm.uk.com">www.hcm.uk.com</a>
PM	Italy	Central Hydraulic Loaders	01827 283344	<a href="http://www.pmcranesuk.co.uk">www.pmcranesuk.co.uk</a>
Smart Crane	Italy	TCM	+39 0875 752076	<a href="http://www.tcmsrl.net">www.tcmsrl.net</a>
Tirre	Germany	Harsh UK	01759 372100	<a href="http://www.harshuk.com">www.harshuk.com</a>
Toimil	Spain	Coastal Hydraulics	+353 87 225 1525	<a href="http://www.toimilgruas.com">www.toimilgruas.com</a>
World Power Erkin	Turkey	Direct	+90 5413 712932	<a href="http://www.worldpower.com.tr">www.worldpower.com.tr</a>



## TOWER CRANES

Manufacturer	Production Base	Distributor	Telephone	Website
Arcomet	Belgium	Skyline Arcomet	01708 860534	www.skylinearcomet.com
Artic Cranes	Sweden	City Lifting	01708 805550	www.citylifting.co.uk
BBL Cranes	Germany	Direct	+49 68979 830820	www.bbl-baumaschinen.de
Benazzato	Italy	Rossa Consulting	020 8528 1411	www.rossainternational.com
Cattaneo	Italy	Weaving Machinery	01386 49155	www.weavingmachinerycranes.net
Cleaver Crane	Italy	Wanted	+39 2908 48689	www.gelcogru.com
Cobra	Switzerland	Direct	+41 2667 51530	www.cobra-crane.com
Comansa	Spain	City Lifting	01708 805550	www.citylifting.co.uk
(Comedil) Terex	Italy	Terex Cranes UK	01844 203770	www.terexcranes.com
Dalbe	Italy	Direct	+39 03316 68425	www.grudalbe.com
FB Gru	Italy	Nationwide Tower Cranes Ltd.	0208 814 8737	www.nationwidetowercranes.com
FM Gru	Italy	Mantis Cranes	0845 3098158	www.mantiscranes.ie
Gelco Cleaver Crane	Italy	Wanted	+39 290 848 689	www.gelcogru.com
GP Autolift	Italy	Direct	+39 0331 1820275	www.gpautolift.com
Jaso	Spain	Falcon Crane Hire	01362 821048	www.falcon-crane-sales-hire-uk.com
Jost	Germany	London Tower Cranes	020 8953 7800	www.londontowercranes.co.uk
Kroll Cranes	Denmark	Direct	+45 4818 7400	www.krollcranes.dk
Liebherr	Germany	Liebherr GB	01767 602100	www.liebherr.co.uk
Linden Comansa	Spain	City Lifting	01708 805550	www.citylifting.co.uk
Lux Cranes	Germany	MTI-Lux SA	+352 2674 5480	www.mti-lux.com
Mantis	Ireland	Mantis Cranes	0845 3098158	www.mantiscranes.ie
Montarent	Netherlands	Ladybird Crane Hire	01527 889889	www.ladybirdcranehire.co.uk
MTI	Germany	MTI-Lux SA	+352 2674 5480	www.mti-lux.com
Potain self erectors	France	Ladybird Crane Hire	01527 889889	www.potain.com
Potain top slew	France	Manitowoc Crane Grp. (UK) Ltd.	01280 818830	www.potain.com
Raimondi	Italy	Bennetts Cranes	01453 811754	www.tower-crane.co.uk
Hecom Moritsch	Italy	Direct	+39 04371 840396	www.moritsch.it
Saez	Spain	London Tower Cranes	020 832 74060	www.londontowercranes.co.uk
San Marco	Italy	Direct	+39 032 282 601	www.sanmarco-int.com
Spierings	Netherlands	Spierings Kranen	+31 4126 97777	www.spieringskranen.nl
Terex (Self erector)	Italy	Skyline Arcomet	01708 860534	www.skylinearcomet.com
Terex (Tower)	Italy	Select Plant Hire	01322 732 732	www.selectplanthire.com
Vicario	Italy	Kevin Guy Plant Hire	01282 861166	www.kevinguyplanthire.com
Wilbert	Germany	Direct	+49 6707 6668 1263	www.wilbert.de
Wolffkran	Germany	HTC Wolffkran	01709 559668	www.htcplant.com
Yongmao	China	London Tower Cranes	020 832 74060	www.londontowercranes.co.uk
Zoomlion	China	Crowland Cranes	01733 210561	www.crowlandcranes.com



## SPIDER CRANES

Manufacturer	Production Base	Distributor	Telephone	Website
BG Lift	Italy	GGR Group	01844 202071	www.ggrgroup.com
Böcker	Germany	Böcker UK	01384 476580	www.boecker.de/uk/home
Brennero Gru	Italy	GGR Group	01844 202071	www.ggrgroup.com
Cormidi	Italy	Cormidi UK	+39 0828 943688	www.cormidi.us
Hoeflon	Netherlands	Foster Cranes	01299 253610	www.fostercranes.co.uk
Jekko	Italy	JT Cranes	01767 677155	www.jtcranes.co.uk
Kegeom	Italy	No Dealer	+39 0143 822 031	www.kegeom.com
Kiesel	Denmark	Direct	+45 24 44 86 88	www.kiesel.dk
Maeda	Japan	Kranlyft UK	01179 826661	www.kranlyft.co.uk
Palazzani	Italy	TCA Lifting	0845 603 5360	www.poweredaccess.com
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	www.pennyhydraulics.com
R&B Engineering	Japan	Direct	+81 3919 2218	www.rbe.co.jp
Reedyk	Netherlands	Promax Access	01226 716657	www.promaxaccess.com
Riebsamen	Germany	No Dealer	+49 7582 791	www.riebsamen.de
UNIC	Japan	UNIC Cranes Europe	01844 202071	www.uniccranes.com
Van Bouwel	Netherlands	Direct	+32 3369 6981	www.vanbouwel-kranen.be

## TRAILER/ALUMINIUM CRANES

Manufacturer	Production Base	Distributor	Telephone	Website
Böcker	Germany	Böcker UK	01384 476580	www.boecker.de/uk/home
Emminghaus	Germany	Direct	+49 5264 64640	www.emminghaus.de
Klaas	Germany	Kranlyft UK	01179 826661	www.kranlyft.co.uk
Paus	Germany	Hoist and Crane Services	02036 379527	www.hoistandcrane.co.uk
Paus (elevator hoists)	Germany	Hoist and Crane Services	02036 379527	www.hoistandcrane.co.uk



SPIDER LIFTS  
AT A HIGHER LEVEL  
FOR 40 YEARS

### FALCON FS 330Z *Vario*

- Working height of 33 meters
- Reaches 19 meter at an up and over height of 11 meters
- Wireless remote control of all functions
- 250 kg. basket load



falconlifts.com

## VEHICLE MOUNTED LIFTS

Manufacturer	Production Base	Distributor	Telephone	Website
ACM	Australia	Seeking Dealer	+61 3 9357 7524	www.australiancrane.com.au/
Aldercote	UK	Aldercote	01482 222377	www.aldercote.com
Altec	USA	Aldercote	01482 222377	www.aldercote.com
Anderson Hydra Platforms	USA	Direct	+1 803 366 8195	www.inspectabridge.com
Barin	Italy	Direct	+39 4959 71300	www.barin.it
Benelli gru	Italy	Direct	+39 522 969756	www.benelligru.it
BG Lift	Italy	GGR Group	01844 202071	www.ggrgroup.com
Bizzocchi	Italy	CTE UK	01162 866743	www.ctelift.com
Böcker	Germany	Böcker UK	01384 476580	www.boecker.de/uk/home
Bronto Skylift	Finland	Ian James	07884 497267	www.bronto.fi
Bronto Fire Platforms	Finland	Angloco	01924 441212	www.angloco.co.uk
Cautrac	UK	Direct	01206 273111	www.cautrac.com
Cela	Italy	Euraccess	0117 960 9499	www.euraccess.co.uk
CMC	Italy	Tracked Spider Sales	08432 896515	www.trackedspidersales.co.uk
Co.M.eT	Italy	Co.M.eT UK	01944 363088	www.cometuk.com
CTE	Italy	CTE UK	01162 866743	www.ctelift.com
Cushman	USA	Direct	+1 7067 984311	www.cushman.com
Easy Lift	Italy	Aerial and Handling Services	01737 844896	www.aerialandhandlingservices.com
France Elevateur	France	No Dealer	+33 3832 33132	www.fe-group.com
GSR	Italy	GSR UK	07436 301355	www.gsrspa.it
Hidro-Grubert	Argentina	Not distributed - Palfinger	+54 3571 421500	www.hidrogrubert.com
Hidrokon	Turkey	Hidrokon UK	07535 597001	www.hidrokon.co.uk
Horyong	South Korea	Direct	+82 63 540 5555	www.horyong.co.kr
Isoli	Italy	Direct	+39 0499438631	www.isoli.com
Klaas	Germany	Kranlyft UK	01179 826661	www.kranlyft.co.uk
Klubb	France	CPL	01536 529876	www.cpl-ltd.com
Movex	Spain	Seeking Dealer	+34 9384 93777	www.movexlift.com
Multihog	UK	CPL	01536 529876	www.cpl-ltd.com
Multitel Pagliero	Italy	Multitel UK	+44 7554 934243	www.pagliero.com
Niftylift	UK	Niftylift	01908 223456	www.niftylift.com
Nostolift	Finland	Direct	+358 4002 44040	www.nostolift.fi
Oil&Steel	Italy	Cherry Picker	+353 18354788	www.cherrypicker.ie
Pagliero	Italy	Direct	+39 01752 55211	www.pagliero.com
Palfinger Platforms	Germany	CPL	01536 529876	www.cpl-ltd.com
Palfinger Platforms Italia	Italy	CPL	01536 529876	www.cpl-ltd.com
PC Produzioni	Italy	Direct	+39 0599 121211	www.socage.it
Ruthmann	Germany	Access Sales International	08718 714284	www.asionline.co.uk
Sky Aces	Italy	Direct	+39 535 730027	www.skyaces.eu
Socage	Italy	UE ACCESS	0161 850 0456	www.ue-access.com
Talleres Veilla	Spain	Seeking Dealer	+34 9384 83777	www.movexlift.com
Iecchio	Italy	Wanted	+39 4299 0648	www.tecchiosrl.com
Terex Utilities	USA	CPL	01536 529876	www.cpl-ltd.com
Time	USA	Versalift UK	01536 721010	www.versalift.co.uk
Versalift	UK	Versalift UK	01536 721010	www.versalift.co.uk



## SCISSOR LIFTS

Manufacturer	Production Base	Distributor	Telephone	Website
AB Lift	Germany	Collé Rental & Sales	+31 46 457 41 02	www.colle.eu
Access-Zipper	UK	Access Industries	01442 874534	www.accessequipment.net
Aichi	Japan	Aichi Sales Office BV	+31 162 490000	www.aichi.eu
Airman	Japan	Direct	+81 2569 35571	www.airman.co.jp/en
Airo	Italy	Aerial & Handling Services	01737 844896	www.aerialandhandlingservices.com
Alarina	Spain	Direct	+34 950 315643	www.alarina.es
Almac	Italy	Direct	+39 0375 83 35 27	www.almac-italia.com
ATN	France	Direct	+33 553 798 320	www.atnplatforms.com
Bravi	Italy	Direct	+39 071 7819090	www.rival.com
Dingli	China	Dingli UK	07768 007828	www.cndingli.com
Eastman Heavy Machinery	China	Fontexx Cranes & Access	+31 4977 26926	www.fontexx.com
Eazzi Lift	UK	R2 Access Platforms	07799 118462	www.r2access.com
Eddielift	UK	Edmolift	01440 730640	www.edmolift.co.uk
Edmolift	UK	Edmolift	01440 730640	www.edmolift.co.uk
ELS Lift	Turkey	Alfa Access Services	0800 193 0045	www.alfa-access-services.com
Faraone	Italy	Co.M.eT UK	01944 363088	www.cometuk.com
Genie	USA	Genie UK	01476 54333	www.genielift.co.uk
GMG	China	Direct	+1 805 303 2066	www.globalmachineryinc.com
Goman	China	Direct	+86 2784 855127	www.gomanlift.cn
HAB	Germany	Collé Rental & Sales	+31 46 457 41 02	www.colle.eu
Haulotte	France	W.Hall Limited	028 9084 1444	www.whall.co.uk
Holland Lift	Netherlands	AJ Access	01291 421155	www.accessplatforms.com
Hy-Brid Lifts	USA	Direct	+1 262 644 1300	www.accessplatforms.com
Imer (Iteco)	Ireland	Special Access Engineering	07943 076475	www.specialistaccessengineering.com
Instant UpRight	China/India	Instant UpRight	+353 162 09300	www.instantupright.com
JCB	China/India	JCB	01889 590312	www.jcb.co.uk
JLG	USA-Belgium	JLG Industries UK	0161 6541000	www.jlg-europe.com
JCHI	China	Wanted	+86 10615 39210	www.jchic.com
Kreitzler	Germany	Direct	+49 23026 98418	www.kreitzler.de
Leguan	Finland	Central Platform Services	01977 643595	www.cpslift.com
LGMG	China	LGMG Europe	+31 85 064 2777	en.lgm.com.cn
Liftflux	Belgium	JLG Industries UK	01616 541000	www.jlg-europe.com
Luigong	China	Luigong Europe	+48 501 802 802	www.luigong.com
Manitou	France	Manitou UK	01202 825331	www.uk.manitou.com
Mantall	China	Wanted	+86 18962 821283	www.mantall.en.china.cn
Magni	Italy	Magni UK	08442 645900	www.magnith.com
MEC	USA	Access Platform Sales	0845 108 4000	www.iapsgroup.com
Mieve	Spain	Direct	+34 9798 08036	www.mieve.es
Nagano	Japan	Dutch Crane Factory	+31 623 478 889	www.dutchcrane.nl
Noblift	China	Noblift Europe	+49 9401 607930	www.noblifteurope.com
Omega	Holland	Direct	+31 174 525990	www.omegaplatforms.nl
Oxley Group	Italy	Direct	+39 171 857036	www.oxley.es
PB Liftechnik	Germany	Direct	+49 9077 95000	www.pb-arbeitsbuehnen.de
PLE	UK/USA	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk
Pop-Up Products	UK	Pop-Up Products	01244 833933	www.popupproducts.co.uk
Power Towers	UK	Power Towers	01162 001757	www.powertowers.co.uk
Sinoboom	China	Seeking Dealer	+86 731 8711 6222	www.sinoboom.com
Skyjack	Canada	Skyjack UK	01691 676235	www.skyjack.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk
Tadano	Germany	Direct	+81 33621 7750	www.tadano.co.jp
Yamei	China	AJ Access	01291 421155	www.accessplatforms.com
Youngman/Boss	Taiwan	APS	01480 891251	www.accessplatforms.com
Zoomlion	China	Direct	+86 73188 99340	en.zoomlion.com



## TRAILER MOUNTED LIFTS

Manufacturer	Production Base	Distributor	Telephone	Website
Böcker	Germany	Böcker UK	01384 476580	www.boecker.de/uk/home
Co.M.eT	Italy	Co.M.eT UK	01944 363088	www.cometuk.com
Custers	Holland	Hi-Lift Access	01623 474154	www.hi-lift.co
Denka	Germany	Rothlehner	+49 8724 96010	www.rothlehner.de
Dinolift	Finland	Central Platform Services	01977 643595	www.cpslift.com
Emminghaus	Germany	Direct	+49 5264 64640	www.emminghaus.de
Europelift	Hungary	Direct	+36 209 474767	www.europelift.com
Genie	USA	Genie UK	01476 584333	www.genielift.co.uk
Haulotte	France	Haulotte UK	01952 292753	www.haulotte.co.uk
Hidro-Grubert	Argentina	Not distributed	+54 3571 421500	www.hidrogrubert.com
JLG	USA-Belgium	JLG Industries UK	0161 6541000	www.jlg-europe.com
Klaas	Germany	Kranlyft UK	01179 826661	www.kranlyft.co.uk
Matilsa	Spain	Hi-Lift Access	01623 474154	www.matilsa.es
Niftylift	UK	Niftylift	01908 223456	www.niftylift.com
Ommelift	Denmark	Ommelift UK	+45 7534 1300	www.ommelift.com
Paus	Germany	Hoist and Crane Services	02036 379527	www.hoistandcrane.co.uk
PLE	USA	Direct	+1 605 763 2945	www.portableliftequipment.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk



## SELF-PROPELLED BOOM LIFTS

Manufacturer	Production Base	Distributor	Telephone	Website
AAB Lift	Germany	Collé Rental & Sales	+31 46 457 41 02	www.colle.eu
Aichi	Japan	Aichi Sales Office BV	+31 162 490000	www.aichi.eu
Airo	Italy	Aerial and Handling Services	01737 844896	www.aerialandhandlingservices.com
Almac	Italy	Direct	+39 0375 83 35 27	www.almac-italia.com
ATN	France	Direct	+33 553 798 320	www.atnplatforms.com
Cautrac	UK	Direct	01206 273111	www.cautrac.com
Dingli	China	Dingli UK	07768 007828	www.cndingli.com
Dinolift	Finland	Central Platform Services	01977 643595	www.cpslift.com
Dutch Crane Factory	Netherlands	Pfeifer Heavy Machinery	+31 5444 63114	www.pfeifermachinery.com
ELS Lift	Turkey	Alfa Access Services	0800 193 0045	www.alfa-access-services.com
Genie	USA	Genie UK	014765 84333	www.genielift.co.uk
GMG	China	Direct	+1 805 303 2066	www.globalmachineryinc.com
Haulotte	France	W.Hall Limited	028 9084 1444	www.whall.co.uk
Hematec	Germany	Direct	+49 151 14567219	www.hematec-arbeitsbuehnen.de
Imer	Italy	NEG Services	07974 572172	www.negservices.co.uk
JCB	UK	JCB	01889 590312	www.jcb.co.uk
JLG	USA-Belgium	JLG Industries UK	01616 541000	www.jlgeurope.com
JCHI	China	Wanted	+86 10615 39210	www.jchic.com
Kreitzler	Germany	Direct	+49 23026 98418	www.kreitzler.de
Leguan	Finland	Central Platform Services	01977 643595	www.cpslift.com
LGMG	China	LGMG Europe	+31 85 064 2777	en.lgmg.com.cn
Manitou	France	Manitou UK	01202 825331	www.uk.manitou.com
Matilsa	Spain	Direct	+34 976 294 547	www.platformwork.com
Mantall	China	Wanted	+86 18962 821283	www.mantall.en.china.cn
MEC	USA	Access Platform Sales	0845 108 4000	www.iapsgroup.com
Mecaplus	Spain	No Dealer	+39 974 435126	www.mecaplus.es
Mieve	Spain	Direct	+34 9798 08036	www.mieve.es
Nagano	Japan	Pfeifer Heavy Machinery	+31 5444 63114	www.pfeifermachinery.com
Niftylift	UK	Niftylift	01908 223456	www.niftylift.com
Nostolift	Finland	Direct	+358 4002 44040	www.nostolift.fi
Ommelift	Denmark	Access Platform Sales	0845 108 4000	www.iapsgroup.com
PB Littechnik	Germany	Direct	+49 9077 95000	www.pb-arbeitsbuehnen.de
Platform Basket	Italy	Promax Access	01226 716657	www.promaxaccess.com
Power Towers	UK	Power Towers	01162 001757	www.powertowers.com
Riwal	Netherlands	Riwal UK	0844 335 2993	www.riwal.com
Sinoboom	China	Sinoboom BV	+31 180 225 666	www.sinoboom.eu
Skyjack	Canada	Skyjack UK	01691 676235	www.skyjack.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk
Tadano	Japan	Not Distributed	+81 33621 7750	www.tadano.co.jp
Toucan	France	JLG Industries UK	0161 6541000	www.jlgeurope.com



## PUSH AROUND LIFTS

Manufacturer	Production Base	Distributor	Telephone	Website
Airo	Italy	Aerial & Handling Services	01737 844896	www.aerialandhandlingservices.com
Alarina	Spain	Direct	+34 950 315643	www.alarina.es
Big Astor	Italy	Direct	+39011 6051743	www.bigastor.it
Bison Products	UK	APS	01480 891251	www.accessplatforms.co.uk
Boss	China	APS	01480 891251	www.accessplatforms.co.uk
Böcker	Germany	Lancastria Hoists	0161 777 7554	www.lancastria-group.co.uk
Dingli	China	Dingli UK	07768 007828	www.cndingli.com
Eastman Heavy Mach.	China	Fontexx Cranes & Access	+31 4977 26926	www.fontexx.com
Eazzi Lift	UK	R2 Access Platforms	07799 118462	www.r2access.com
Eddielift	Italy	Edmolift	01440 730640	www.edmolift.co.uk
Edmolift	UK	Edmolift	01440 730640	www.edmolift.co.uk
ELS Lift	Turkey	Alfa Access Services	0800 193 0045	www.alfa-access-services.com
Faraone	Italy	Co.M.eT UK	01944 363088	www.cometuk.com
Genie	USA	Genie UK	01476 584333	www.genielift.co.uk
GMG	China	Direct	+1 805 303 2066	www.globalmachineryinc.com
Haulotte	France	W.Hall Limited	028 9084 1444	www.whall.co.uk
Hugo	UK	HLS	01132 878446	www.hls.co
Hy-Brid Lifts	USA	Direct	+1 262 644 1300	www.hybridlifts.com
Instant UpRight	Ireland	Instant UpRight	+353 162 09300	www.instantupright.com
Imer (Iteco)	Italy	NEG Services	07974 572172	www.negservices.co.uk
Ixolift	Finland	Instant UpRight	+353 162 09300	www.instantupright.com
JLG	USA-France	JLG Industries UK	0161 6541000	www.jlgeurope.com
Kuli/Kempkes	Germany	Wanted	+49 2191 4340	www.kuli.com
Laing Access	UK	Direct	01553 810307	www.laingaccess.co.uk
Mantall	China	Wanted	+86 18962 821283	www.mantall.en.china.cn
Mieve	Spain	Direct	+34 9798 08036	www.mieve.es
Pop-Up Products	UK	Pop-Up Products	01244 833933	www.popupproducts.co.uk
Power Towers	UK	Power Towers	01162 001757	www.powertowers.co.uk
ReechCraft	USA	Direct	00 888 600 6160	www.reechcraft.com
Safelift	Sweden	Direct	+46 8559 22294	www.safelift.se
Snorkel	UK	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk
Youngman	Taiwan	APS	01480 891251	www.accessplatforms.co.uk



## SPIDER LIFTS

Manufacturer	Production Base	Distributor	Telephone	Website
Airo	Italy	Aerial & Handling Services	01737 844896	www.aerialandhandlingservices.com
ATN	France	Direct	+33 553 798 320	www.atnplatforms.com
Benelli gru	Italy	Direct	+39 522 969756	www.benelligr.it
Bluelift	Italy	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk
Böcker	Germany	Böcker UK	01384 476580	www.boecker.de/uk/home
Cela	Italy	Euraccess	0117 960 9499	www.euraccess.co.uk
Cormidi	Italy	Cormidi UK	+39 0828 943688	www.cormidi.us
CMC	Italy	Tracked Spider Sales	08432 896515	www.trackedspidersales.co.uk
CTE	Italy	CTE UK	01162 866743	www.ctelift.com
Dingli	China	Dingli UK	07768 007828	www.cndingli.com
Dinolift	Finland	Central Platform Services	01977 643595	www.cpslift.com
Easy Lift	Italy	Aerial and Handling Services	01737 844896	www.aerialandhandlingservices.com
Europelift	Hungary	Direct	+36 20 9474 767	www.europelift.com
Falcon Lifts	Denmark	Direct	+45 66 13 11 00	www.falconlifts.com
Goman	China	Direct	+86 2784 855127	www.gomanlift.cn
Hinowa	Italy	APS	01480 891251	www.accessplatforms.co.uk
Imer	Italy	Special Access Engineering	07943 076475	www.specialistaccessengineering.com
Jekko	Italy	JT Cranes	01767 677155	www.jtcranes.co.uk
JLG	USA-France	JLG Industries UK	0161 6541000	www.jlgeurope.com
Leguan	Finland	Avant Tecno UK	01953 714896	www.leguanlifts.com
Multitel Pagliero	Italy	Multitel UK	+44 7554 934243	www.pagliero.com
Niftylift	UK	Niftylift	01908 223456	www.niftylift.com
Oil&Steel	Italy	Cherry Picker	+353 18354788	www.cherrypicker.ie
Ommelift	Denmark	Ommelift UK	+45 7534 1300	www.ommelift.com
Pagliero	Italy	Direct	+39 01752 55211	www.pagliero.com
Palazzani	Italy	TCA Lifting	0845 603 5360	www.poweredaccess.com
Palfinger Platforms Italia	Italy	CPL	01536 529876	www.cpl-ltd.com
PC Produzioni	Italy	Direct	+39 3387 674786	www.manotti.eu
Platform Basket	Italy	Promax Access	01226 716657	www.promaxaccess.com
Ruthmann-Bluelift	Germany	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk
Sinoboom	China	Sinoboom BV	+31 180 225 666	www.sinoboom.eu
Socage	Italy	UE ACCESS	0161 850 0456	www.ue-access.com
Teupen	Germany	Alfa Access Services	0800 193 0045	www.alfa-access-services.com



## MASTCLIMBERS & HOISTS

Manufacturer	Production Base	Distributor	Telephone	Website
Ahler	Spain	BFT Mastclimbers	01525 853575	www.bftmastclimbing.com
Alba	Spain	Wanted	+34 944 711 600	www.alba.es
Alimak	Sweden	Alimak	01933 354700	www.alimak.com
AS Climber	Spain	Direct	+34 916 918 580	www.asclimber.com
Böcker	Germany	Lancastria Hoists	0161 777 7554	www.lancastria-group.co.uk
Camac	Spain	Direct	+34 937 771 050	www.camacsa.com
Electroelsa	Italy	Direct	+39 057 791 3401	www.electroelsa.com
Elevak	Portugal	Direct	+351 234 660 570	www.elevak.com
Euroscaf	Italy	Direct	+39 042 374 6732	www.euroscaf.it
Encomat	Spain	Direct	+34 916 280 056	www.encomat.com
Fixator	France	Direct	+33 241 311 700	www.fixator-lift.com
Fraco	Canada	Turbober UK	01895 262429	www.turbober.com
Geda	Germany	Mace Industries	01536 206600	www.maceindustries.co.uk
George Taylor Lifting Gear	UK	Direct	01922 457916	www.gtlifting.co.uk
Goian	Spain	Wanted	+34 943 804 001	www.goian.com
Haki	Sweden	Haki UK	01827 282525	www.haki.co.uk
Hydro Mobile	Canada	Wanted	+1 888 484 9376	www.hydro-mobile.com
Imer	Italy	CLM Supplies	0844 800 1750	www.clm-supplies.com
Klimer	Canada	no dealer	+1 905-876-4063	www.klimer.com
Maber	Italy	CLM Supplies	0844 800 1750	www.clm-supplies.com
MP-Haki	Sweden	Haki UK	01827 282525	www.haki.co.uk
Piat	Italy	Direct	+39 041 927 824	www.piatvideasrl.com
Raxtar	Holland	NTP Hoist Spares	01484 300503	www.hoistspares.co.uk
Rovers	Italy	Wanted	+39 089 772 4134	www.rovers.it
Saeclimber	Spain	Direct	+34 916 00 44 84	www.saeclimber.com
Safi	Italy	Direct	+39 042 363 9321	www.safi.it
Saltec	Spain	Direct	+34 9765 71737	www.saltectorgar.com
Scanclimber	Finland	Direct	+358 40 545 3773	www.scanclimber.com
Star Lift	Turkey	Direct	+90 23247 86620	www.starlift.com.tr
Steinweg	Germany	Lancastria Hoists	0161 777 9009	www.lancastria-group.co.uk
SMEA.N.	Italy	Wanted	+39 081 250 84210	www.smean.it
Stros	Slovakia	Direct	+420 318 842 369	www.stros.cz
Torgar	Spain	Direct	+34 9765 71737	www.saltectorgar.com
Turbober	Spain	Direct	+34 9171 51525	www.turbober.com
XL Industries	France	Direct	+33 2534 44200	www.xl-industries.fr

## MAST BOOMS

Manufacturer	Production Base	Distributor	Telephone	Website
Airo	Italy	Aerial and Handling Services	01737 844896	www.aerialandhandlingservices.com
ATN	France	Direct	+33 553 798 320	www.atnplatforms.com
Dingli	China	Dingli UK	07768 007828	www.cndingli.com
ELS Lift	Turkey	Alfa Access Services	0800 193 0045	www.alfa-access-services.com
Genie	France	Genie UK	014765 84333	www.genielift.co.uk
GMG	China	Direct	+1 805 303 2066	www.globalmachineryinc.com
Haulotte	France	Haulotte UK	01216 199753	www.haulotte.co.uk
Hematec	Germany	Direct	+49 151 14567219	www.hematec-arbeitsbuehnen.de
JLG	France	JLG Industries UK	0161 6541000	www.jlgeurope.com
Manitou	France	Manitou UK	01202 825331	www.uk.manitou.com
Mantall	China	Wanted	+86 18962 821283	www.mantall.en.china.cn
Sinoboom	China	Sinoboom BV	+31 180 225 666	www.sinoboom.eu
Snorkel	UK	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk
Toucan JLG	France	JLG Industries UK	0161 6541000	www.jlgeurope.com



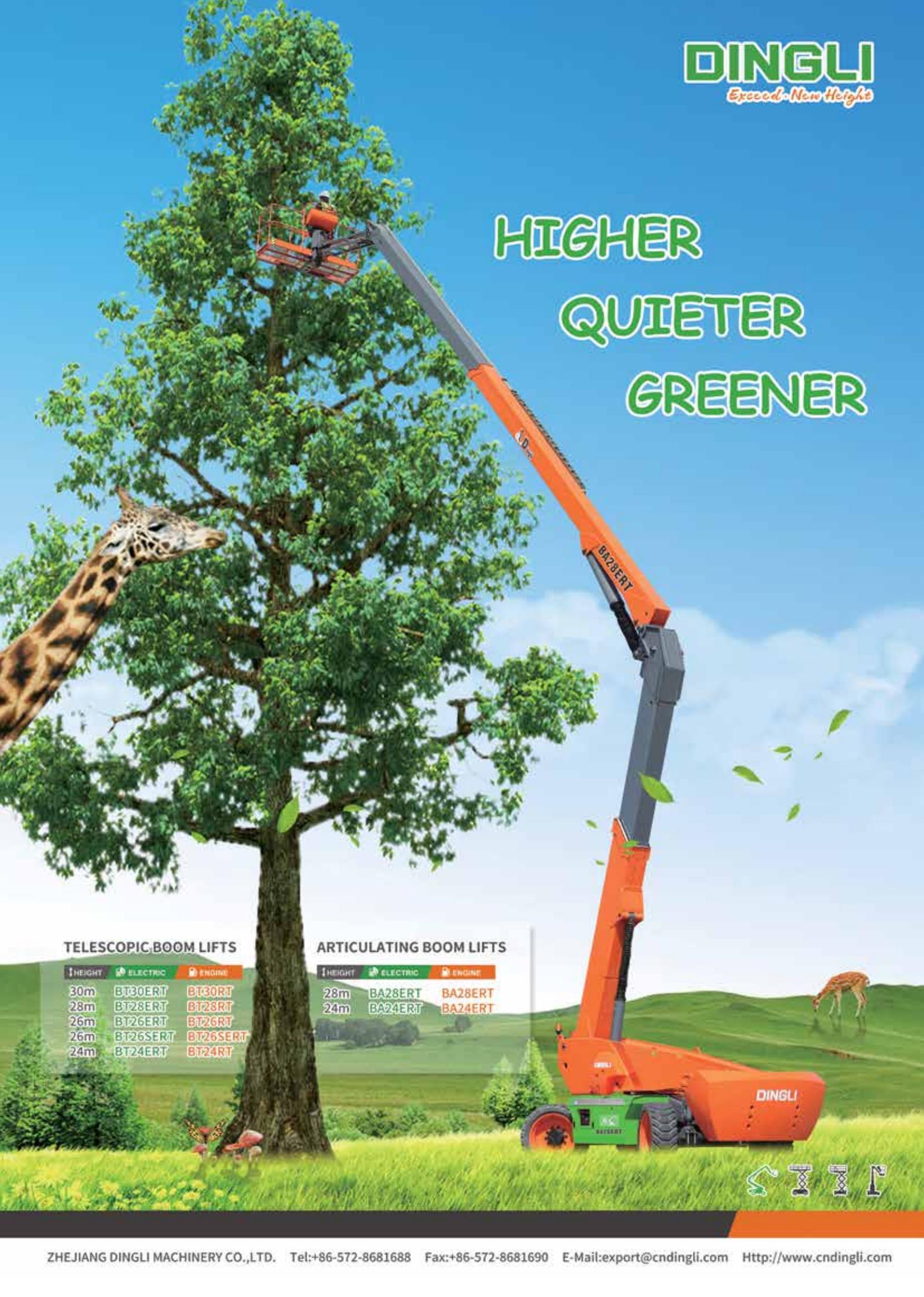
**HIGHER**  
**QUIETER**  
**GREENER**

**TELESCOPIC BOOM LIFTS**

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

**ARTICULATING BOOM LIFTS**

HEIGHT	ELECTRIC	ENGINE
28m	BA28ERT	BA28RT
24m	BA24ERT	BA24RT



## MATERIAL LIFTS

Manufacturer	Production Base	Distributor	Telephone	Website
Alp Lift	Germany	Lancastria	0161 7758921	www.lancastria-group.co.uk
Genie	USA	Genie UK	014765 84333	www.genielift.co.uk
LiftSmart	USA	LiftSmart Europe	+34 629292996	www.liftsmart.homestead.com
Snorkel	UK	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk
Sumner	USA	Sumner Lift UK	01905 458333	www.sumner.com
Wienold	Germany	APS	01480 891251	www.accessplatforms.co.uk



## MOBILE ACCESS TOWERS



Manufacturer	Production Base	Distributor	Telephone	Website
Aliscaff	UK	Aliscaff	01279 406270	www.alistage.co.uk
Alto	UK	Alto Tower Systems	08451 776644	www.alto-towers.co.uk
Altrex	UK	Pop-Up Products	01244 833933	www.popupproducts.co.uk
Big Astor	Italy	Wanted	+39 116 051 743	www.bigastor.it
Boss	UK	Youngman/APS	01480 891251	www.accessplatforms.co.uk
Clow	UK	Clow Group	01415 546272	www.clowgroup.co.uk
Eiger Tower	UK	Pop-Up Products	01244 833 933	www.popupproducts.co.uk
Euro Towers	UK	Euro Towers	01604 644774	www.eurotowers.co.uk
Faraone	Italy	Co.M.eT UK	01944 363088	www.cometuk.com
Frigerio	Italy	Wanted	+39 035 525 115	www.eng.frigeriospa.com
Haki	Sweden	Haki UK	01827 282525	www.haki.co.uk
Instant UpRight	Ireland	Ridgeway Plant	+44 (0) 28 9045 4599	https://www.ridgeway-online.com
Layher	Germany	Layher UK	01462 475100	www.layher.co.uk
Lyte Ladders and Towers	UK	Lyte Ladders and Towers	01792 796666	www.lyteladders.co.uk
Monkey Tower	UK	Monkey Tower	01277 356172	www.monkeytower.co.uk
Pop-Up Products	UK	Pop-Up Products	01244 833 933	www.popupproducts.co.uk
Pyrascaf	UK	Pyrascaf	07818 558379	www.pyrascaftd.com
Svelt	Italy	Wanted	+39 035 681663	www.svelt.it
Turner Access	UK	Turner Access	01413 095555	www.turner-access.co.uk
Werner	UK	Werner UK	01621 745 900	www.wernerco.com
Youngman	UK	Youngman/APS	01621 745900	www.accessplatforms.co.uk
Zarges	Germany	Zarges UK	01908 641118	www.zargesuk.co.uk
Zip-Up	Ireland	Planet Platforms	0800 0854161	www.planetplatforms.co.uk

## TRANSPORT TRAILERS

Manufacturer	Production Base	Distributor	Telephone	Website
Andover Trailer	UK	Direct	01264 358944	www.andovertrailers.co.uk
Broshuis	Holland	Broshuis Trailers UK	01858 432502	www.broshuis.com
Faymonville	Belgium	Traffco	01536 206915	www.faymonville.com
Goldhofer	Germany	Andover Trailers	01264 358944	www.andovertrailers.co.uk
Ifor Williams	UK	Local Network	0843 216 7447	www.iwt.co.uk
Kässbohrer	Turkey	Tinsley	01642 784279	www.tinsleyspecialproducts.com
Kögel	Germany	Trans UK Equip. Management	01827 304418	www.tukem.co.uk
King	UK	King Trailers	01858 467361	www.kingtrailers.co.uk
Macs Trucks	UK	Direct	01422 311999	www.macstrucks.co.uk
Montracon	UK	Montracon	01302 732500	www.montracon.com
Nicolas	France	Munro Commercial	01704 897003	www.munrocommercial.com
Nooteboom	Holland	HSE Nooteboom	01536 204233	www.hse-nooteboom.com
Faymonville	Belgium	Traffco	01536 206915	www.faymonville.com
Scheuerle	Netherlands	Direct	+49 1622 191383	www.scheuerle.com
Schuler & Schlömmer	Switzerland	Wanted	+41 854 7000	www.schuler-schuler.ch
Sterling GP	UK	Direct	01642 713333	www.sterlinggp.com
Tii Group	Germany	Direct	+49 79416 91200	www.tii-group.com
Tinsley	UK	Tinsley	01642 784279	www.tinsleyspecialproducts.com



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## LIFTING GEAR

Manufacturer	Production Base	Distributor	Telephone	Website
Al-Vac	Denmark	Al-vec UK	08702 418772	www.al-vac.co.uk
Baltrotors	Latvia	Approved Hydraulics	0854 4770 7969	www.approvedhydraulics.co.uk
Bakker Hydraulic	Holland	Approved Hydraulics	0854 4770 7969	www.approvedhydraulics.co.uk
Conquip	UK	Conquip	0845 520 1102	www.cqgroup.com
Enerpac	USA	Enerpac	01215 050787	www.enerpac.com
Hydrosplex	Netherlands	Enerpac	01215 050787	www.enerpac.com
Lift Systems	USA	Claxton International	01244 661000	www.claxtoninternational.co.uk
Lifting Gear UK	UK	Lifting Gear UK	01772 699880	www.lifting-equipment.co.uk
Microcranes	USA	Direct	+1 36076 85104	www.smartrigcranes.com
Modulift	UK	Modulift UK	01202 621511	www.modulift.com
Multi-Sec	UK	Durham Lifting	01642 240 672	www.durhamlifting.co.uk
Probst	UK	Probst Handling Equipment	01939 235325	www.probst-handling.co.uk
Scanlift	UK	Scanlift	01206 396111	www.scanlift.co.uk
Smartlift	Denmark	Central Platform Services	01977 643595	www.cpslift.com
Sumner	USA	Sumner Lift UK	01905 458333	www.sumner.com
Unitex	USA	Ridge Gear	01538 384108	www.ridgegear.com
Wienold Lift	Germany	APS	01480 891251	www.accessplatforms.co.uk
Winlet	Denmark	Hird	01482 227333	www.hird.co.uk/winlet

## TELEHANDLERS

Manufacturer	Production Base	Distributor	Telephone	Website
Ausa	Spain	Ausa UK	07970 639988	www.ausa.com
Bobcat	France	Bobcat UK	01942 266880	www.bobcat.eu
Caterpillar	Belgium	Finning UK	0800 028 7778	www.finning.co.uk
Claas	Germany	Claas UK	01284 763100	www.claas.com
Deutz-Fahr	Germany	Deutz AG	01543 438900	www.deutz-fahr.com
Dieci	Italy	Molson Compact Equipment	01789 414525	www.molsoncompact.co.uk
Doosan	France	Bobcat UK	020 87230161	www.bobcat.eu
ELS Lift	Turkey	Alfa Access Services	0800 193 0045	www.alfa-access-services.com
Faresin	Italy	GGR Group	01844 202071	www.ggrgroup.com
Farmlift	USA	Case IH	00800 227344 00	www.caseih.com
Gehl	USA	Manitou UK	01202 825331	www.uk.manitou.com
Genie	Italy/USA	TDL Equipment	08444 994999	www.tdlequipment.com
Giant	Holland	Purcell Plant	+353 45 859 916	www.tobroco.nl
Haulotte	France	W.Hall Limited	028 9084 1444	www.whall.co.uk
Jakob Fahrzeugbau	Switzerland	Not Distributed	+41 71 411 67 60	www.jakobfahrzeugbau.ch
JCB	UK	JCB	01889 590312	www.jcb.co.uk
JLG	Belgium	JLG Industries	01616 541000	www.jlg.com
Kramer	Germany	Kevin Walker	01845 577832	www.kramerallrad.co.uk
Kubota	Japan	Kubota UK	01844 268000	www.kubota-eu.com
Landini	Italy	Agriargo UK	01302 757550	www.agriargouk.com
Liebherr	Austria	Liebherr GB	01767 602100	www.liebherr.co.uk
Magni	Italy	Kranlyft UK	0117 982 6661	www.kranlyft.com
Manitex (Lowry)	Canada	Pooler LMT	01952 770189	www.pooler-lmt.com
Manitou	France	Manitou UK	01202 825331	www.uk.manitou.com
Merlo	Italy	Merlo UK	01425 480806	www.merlo.co.uk
MST	Turkey	Direct	+902 1645 30400	www.mst-tr.com
MultiOne	UK	Ranger Equipment	0870 225 5554	www.spiderlift.co.uk
Neuson Kramer	Germany	Kevin Walker	01845 577832	www.kramerallrad.co.uk
New Holland	Italy	New Holland Construction	01268 292423	www.newholland.com
Pettibone	USA	Direct	+1 800 467 3884	www.gopettibone.com
Saez	Spain	Direct	+90216 577 75 55	www.saezulevincieri.com
Sennebogen	Germany	EH Hassell & Sons	01782 644299	www.hassells.com
Skyjack	Canada	Skyjack UK	01691 676235	www.skyjack.com
Skytrak	USA	JLG Industries UK	01616 541000	www.jlg.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk
Terex	Italy	TDL Equipment	08444 994999	www.tdlequipment.com
VersaLift	USA	Pooler LMT	01952 770189	www.pooler-lmt.com
VHS Manirail	Holland	Direct	+31 4973 31033	www.vhsbladel.nl
Wacker Neuson	Germany	Wacker Neuson UK	01785 785700	www.wackerneuson.co.uk
XCMG	China	Direct	+86 516 87739218	www.xcmg.com
Xtreme	USA	Snorkel UK	0845 1400 758	www.snorkellifts.co.uk



## DISCONTINUED BRANDS

Manufacturer	Status	Spare Parts	Telephone
ABM	Acquired by Haulotte	Haulotte UK	01952 292753
Aerial	Absorbed into Tanfield then Snorkel	Snorkel UK	0191 4871311
ALE Engineering	Acquired by Mammoet	Mammoet UK	01912 620550
Ascendant Access	Closed	Ascendant Access	01914 879933
Bendini	Absorbed into Terex	Terex Legacy	+39 051 6501087
Bil-Jax	Haulotte Group	Haulotte UK	01952 292753
Coles	Absorbed by Grove	Manitowoc UK	01895 430053
Comedil	Absorbed into Terex	Terex Legacy	+39 051 6501087
Condor	Part of Time International	Versalift UK	01536 721010
CTT - Compact Truck	Company liquidated	JT Cranes	01767 677155
Falck Schmidt	Acquired by TCA Lift	Urban Access	01202 593411
Gradall Telehandlers	Absorbed into JLG	JLG Industries UK	01616 541000
Grove Manlift	Acquired by JLG	MinnPar	+1 6123 790606
IHI	Acquired by Kato		
Iron Fairy	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020
Jones	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020
Kesla	Aerial lifts acquired by Nostolift	AJ Access Ltd	01291 423930
Lionlift	Absorbed into PC Produzioni	PC Produzioni	+39 3387 674786
Lull	Acquired by JLG	JLG Industries UK	01616 541000
Luna	Company liquidated	Luna	+34 974 21 10 20
Pinguely	Haulotte Group	Haulotte UK	01952 292753
RAM	Acquired by Ruthmann	Access Sales International	08718 714284
Simon	Self-Propelled business acquired by Terex	Genie UK	01476 584333
SkyHigh	Acquired by Servi-tec	Holland Lift	+31 2292 85555
SkyKing	Closed		
Strato Lift	Closed	MinnPar	+1 612 379 0606
SUP Elefant	Rebranded as CMC	Spiderlift	08702 255554
UpRight	Rebranded as Snorkel	Snorkel UK	0845 1550 057

# ULTRA COMPACT



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in every direction



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transmission  
with two power  
levels

## COMPONENTS ACCESSORIES & PARTS

Manufacturer	Distributor	Telephone	Website
3B6	3B6 UK	01482 227333	www.hird.co.uk/3b6
AGS	Falcon Crane	01362 821048	www.falcon-crane-sales-hire-uk.com
Air-Seal Products	Direct	01823 674411	www.air-sealproducts.com
AlturnaMATS	GreenTek	01132 677000	www.greensward.co.uk
Aluexbeams	Direct	+358 2 880 3000	www.aluexbeams.com
Amber Valley Devel	Direct	0116 240 2968	www.amber-valley.co.uk
AMCS technologies UK	Direct	+44 7456307207	www.amcs.fr/en
Aresta	Xenith Heights	01273 832200	www.xenithheights.com
Ashtree Glass	Direct	01274 546732	www.ashtreeglass.co.uk
Autec	Wanted	+39 0444 901000	www.autecsafty.com
Ascotel	Direct	+33 474 576 263	www.ascotel.com
Boscaro	Wanted	+39 444 866 520	www.boscaroitalia.com
BFL Alimats	Alimats	01335 345111	www.craneriggermats.co.uk
BPE	IFCOM UK	01236 770033	www.bpe.it
Braden Winch	Koppen & Lethem	01636 676794	www.koppen-lethem.co.uk
Butti Lifting Equipment	Direct	+035 787300	www.butti.it
Carl Stahl Evita	Carl Stahl Evita	0845 226 0819	www.carlstahlvita.co.uk
Casar Pfeifer	Pfeifer Drako	01270 587728	www.pfeifer.co.uk
Cautrac	Direct	01206 273111	www.cautrac.com
Cavotec	Cavotec UK	01642 608245	www.cavotec.co.uk
Cobo	Hird	01482 227333	www.peter-hird.co.uk
Cone Drive	Cone Drive UK	07599 516240	www.conedrive.com
Conquip	Conquip	0845 2015030	www.conquipindustrial.com
Crosby	Crosby UK	01226 290516	www.thecrosbygroup.com
Crown Batteries	Shield Batteries	01279 652067	www.shieldbatteries.co.uk
Cummins	Cummins UK	01933 334200	www.cummins.com
Curtiss-Wright	Penny + Giles Controls	01202 034000	www.curtisswright.com
Custom Brakes & Hydraulics	Direct	0114 276 7971	www.custombrakes.co.uk
C-Tech Industries	TVH UK	024 7658 5000	www.tvh.com
Dana	Dana UK	01933 402000	www.dana.com
Deutz	Deutz UK	01543 438900	www.deutzuk.com
Double Coin Tyres	Kirby Tyres	0870 242 8800	www.kirbytyres.co.uk
Dyno	Dyno Europe	+32 5661 7977	www.dynoeurope.com
Dynamic Oil	Direct	+39 059 812 601	www.dinamicoil.it
Eco Outrigger Pads	Outrigger Pads	01952 671403	www.outriggerpads.co.uk
Elebia	Elebia UK	01304 747410	www.elebia.co.uk
Eve	Direct	08700 767676	www.evetrakway.co.uk
Exmile Tyres	Direct	+86 535 271086	www.exmiletire.com
Gantic	Alfa Access Services	0800 193 0045	www.alfa-access-services.com
Gearmatic	Koppen & Lethem	01636 676794 K	www.koppen-lethem.co.uk
G. Fluid	Wanted	+39 059 828543	www.gfluid.com
Goodyear Dunlop	Goodyear UK	01213 066000	www.goodyear.eu
Ground-Guards	Direct	0113 267 6000	www.ground-guards.co.uk
GT Trax	Direct	01487 823344	www.gttrax.co.uk
Gunnebo	Gunnebo Industries	01527 522560	www.gunneboindustries.co.uk
Hatz	Hatz GB	01455 622100	www.hatzgb.co.uk
HBC-radiomatic	HBC-radiomatic UK	01215 036920	www.hbc-radiomatic.co.uk
Hetronic	Hetronic Great Britain	0845 0046938	www.hetronic.co.uk
Hirschmann	Pat Krüger	01889 580101	www.pat-kruger.co.uk
HookCam	Direct	011 44 804 8692140	www.hookcamcompany.com
IGUS	IGUS UK	01604 677240	www.igus.co.uk
Ikusi	Ind. Remote Cont. Sys.	01207 583890	www.ikusi.co.uk
Imet	Simbal	01298 813883	www.simbal.net
Imo	Direct	+49 9193 63950	www.goimo.com
Independent Parts & Service	IPS	01952 607660	www.iapsgroup.com
Interpump Hydraulics	Interpump Hydraulics UK	01384 292861	www.hydrocaruk.com
JSP	JSP	01993 826050	www.jspafety.com
JT Cranes	JT Cranes	01767 677155	www.jtcranes.co.uk
Knott	Knott	01283 531541	www.knottuk.com
Kubota	Kubota UK	01844 214500	www.kubota.co.uk
Loadlift	Loadlift	01255 671187	www.loadlift.com
Load Monitoring Systems	Load Monitoring Systems	01224 446100	www.loadsystems.co.uk
Lombardini	Lombardini UK	01865 863858	www.lombardini.co.uk
Lyon Equipment	Lyon Equipment	01539 626250	www.lyon.co.uk
Magna Tyres	Direct	+31 416 675 220	www.magnatyres.com
Magnetek	Magnetek UK	01234 349191	www.magnetek.com
Michelin	Michelin Tyre Company	01782 402000	www.michelin.co.uk
Mitas Tyres	Mitas Tyres	01553 817740	www.mitas.eu
Moba	MOBA Mobile Automation	01844 293220	www.moba.de
Morooka	Causeway Tractors	01206 273111	www.cautrac.com
Nylacast	Nylacast	01162 768558	www.nylacast.com
Optima Batteries	4 Leaf Batteries	01953 881330	www.optimabatteries.co.uk
Orlaco	Cranesafe	01483 894136	www.oralco.com
OTR Wheel Engineering	OTR Europe	01159 303322	www.otrwheel.com
PAT Pat	Krüger	01889 580101	www.pat-kruger.co.uk
Petzl	Lyon Equipment	01539 626250	www.lyon.co.uk
Probst	Probst Handling Equipment	01939 235325	www.probst-handling.co.uk
QW Wheels	Direct	0845 3005561	www.qwwheels.co.uk
Rayco-Wylie	Rayco-Wylie Systems UK	01424 421235	www.raycowylie.com
RB Componentes	Direct	+34 976400421	www.rbcomponentes.com
Remdevice	Direct	01282 871187	www.gbcontrols.co.uk
Rösler	Rösler UK	01514 820444	www.rosler.com
SafetyLiftinGear	Direct	0808 1236969	www.safetyliftinggear.com
Sarum Mats	Sarum Hardwood	01264 811600	www.sarumhardwood.co.uk
Scanreco	Koppen & Lethem	01636 676794	www.koppen-lethem.co.uk
Secatol Skips	Whitney Engineering	01785 282811	www.whitneyeng.com
Sensor Systems	Wanted	+39 030 700 0916	www.sensorsystems.it
Sevcon	Electric Vehicle Systems	01914 161286	www.evsystems.co.uk
SFL Mobile Radio	Direct	01513 349160	www.sflmobileradio.co.uk
Smie	Cranesafe	01483 894136	www.smie.com
SpanSet	SpanSet UK	01606 737494	www.spanset.co.uk
Standfast	Direct	01287 633220	www.standfastcorp.eu
Stoneridge-Orlaco	Cranesafe	01483 894136	www.oralco.com
Sunfab	Sunfab UK	0844 257 8900	www.hipower.ie
Tagattach	Direct	07919 227680	www.tagattach.net
Tecsis	Direct	+49 6958 060	www.tecsis.de
Tele radio	Tele Radio UK	0844 77 666 87	www.tele-radio.com
Thermoil	IPS	01952 607660	www.iapsgroup.com
Timbermat	Direct	0844 800 9560	www.timbermat.co.uk
TireSocks	Eurogate International	02476 100346	www.eurogate-international.com
TMC Lifting Supplies	Direct	01733 211339	www.tmc-lifting.com
Tracked Carriers	Direct	01621 810999	www.trackedcarriers.co.uk
Trackunit	Direct	+45 9673 7400	www.trackunit.com
Trimble Lifting Solutions	Trimble Lifting Solutions	01224 392900	www.loadsystems.com
Trojan Batteries	Platinum International	01618 760057	www.platinuminternational.com
TVH Group	TVH UK	02476 585 000	www.tvh.com
UE Components	Utility Equipment	0161 850 0456	www.utility-equipment.com
US Batteries	Manbat Batteries	01743 460790	www.manbat.co.uk
Unitex	Unitex Group	01538 384108	www.unitex.org
Universal Cranes Mats	Direct	01623 653588	www.universal-crane-mats.com
Welex	Welex Rental	01785 713675	www.welexrental.co.uk
Zenith	Batteries Direct	+31 615 868 045	www.zenithdcbattery.com
ZT Safety Systems	ZT Safety Systems	0844 573 4899	www.ztsafetysystems.com



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# From Rags to Ritchie

From selling £2,000 of used furniture at its first auction back in 1958 to selling more than \$5 billion of used equipment last year, Ritchie Bros has grown into the world's largest auctioneer of used heavy equipment. With increasingly large volumes of cranes, aerial lifts and telehandlers going under the hammer, C&A spoke with the company to find out more about how it sees the used equipment market developing, the impact of Covid-19 and how the pandemic has inadvertently coincided with the company's drive to provide a complete online offering - with it breaking a number of company records along the way. We also take a look at the various data and analytics tools the company has generated over the past 18 months to discover how they are able to help both buyers and sellers better understand market and pricing trends as well as when and where to sell equipment.

## Humble beginnings

In 1955 the three Ritchie brothers - Ken, Dave and John - took over their father's business, the OK Used Furniture Store in Kelowna, Canada. Barely three years had passed before they were faced with an unexpected debt repayment demand from their bank for \$2,000. Unable to pay it, a close friend advised them to organise an unreserved auction to sell off their large inventory. The auction not only raised sufficient funds to repay the loan in full, but also presented a new way of doing business.

A short while later Ritchie Bros was incorporated in order to host auctions of used furniture. Then, in 1963, they

decided to put everything they had into a single contract and hold their first heavy equipment auction. The auction proved a huge success, generating close to \$600,000 in revenues, with the brothers deciding to sell the furniture shop to focus on used equipment auctions. And the rest, as they say, is history...

Last year the company sold \$5.14 billion worth of used equipment at its 40 auction sites throughout the world as well as on its various online platforms - IronPlanet, Mascus and Marketplace-E. With more than 60 years' experience in dealing with used equipment the company also offers inspection, appraisal, refurbishment, shipping and financing services. To find out



The Ritchie brothers first ever unreserved auction was for used furniture

more we caught up with Ritchie Bros chief marketing officer, Matt Ackley, who previously worked for online commerce companies eBay and Fairmarket as well as tech companies Google, Marin and Accenture before joining IronPlanet in 2016.

## Positive signs?

You might well be surprised to learn that historical data shows a correlation between the end of a financial downturn and an upturn in used equipment prices - this was certainly the case in the years that followed the recession of 2008 as well as when oil prices crashed in 2014/5. With Covid-19 still in full swing and the extent of the financial fallout still an unknown entity, it is too soon to see if this latest

downturn will follow suit, but the latest sale prices at Ritchie Bros auctions indicate that prices are beginning to pick up.

Commenting on the market as a whole, Ackley, says: "Coming into 2020 we were seeing mild year on year declines in prices with construction equipment down approximately three percent due, in part, to supply outstripping demand in 2019. Since Covid-19 hit in mid-March however we have been encouraged by the level of volume in the marketplace and also that the year on year price declines have started to moderate and improve through this period."

Certainly the volume of cranes, aerial work platforms and telehandlers - which have always



(L-R) John, Rae, George, Ken and Dave Ritchie in 1955



The Price Indexes of the construction equipment prices in the US since 2007

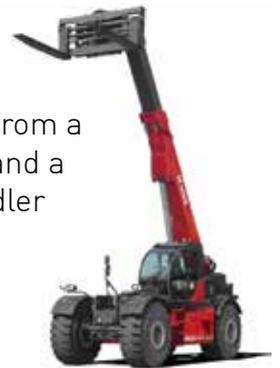
# IN THE NEXT ISSUE OF **C&a**



Get your products in front of 17,000 crane, telehandler and access buyers & users who will be reading the August/September issue of **C&a**...

## Telehandlers

In the last six months there has been a number of new product launches ranging from a record-breaking 51 metre 360 degree telehandler, to the first all electric models, and a number of ultra compact machines with a few in between. If you have any telehandler news, or some good photographs please send them over.



## Spider/Mini crawler cranes

We review the latest market developments including new battery powered spider cranes. And the latest attachments. Have you got news to tell?

## Electric & Hybrid platforms

With the move towards greater use of electric powered equipment across all sectors, we take a look at how companies are incorporating hybrid and electric platforms into their product ranges.



## Top 30 Rental Companies Report

See how the leading UK/Irish crane, powered access and telehandler rental companies have fared in this year's survey in light of the Covid-19 pandemic. As well as listing companies by overall fleet size, the report looks at who runs the largest cranes, platforms or telehandlers plus the amount invested over past 12 months.



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*On average 525 Rough Terrain cranes are sold at Ritchie Bros. auctions in the US each year*



done well at auction - has increased at the company's auctions over the past 12 months. A quick look at the data from sales in Europe and North America reveal that the volume of aerial work platforms and telehandlers sold increased 20 and 25 percent respectively from 2018 to 2019. At the same time, All Terrain and crawler crane sales were 12 percent higher, while Rough Terrain sales dropped 15 percent following a particularly impressive year in 2018 when 650 units were sold.

**A good time to sell?**

Generally, higher volumes of equipment tends to result in lower prices. It is probably too early to

determine whether volume levels will continue to grow but with the impact of Covid-19 this might not be the case. The sale of new equipment - and subsequently the part exchange of older machines - will have been dealt a blow as many companies put capital expenditure on hold, or at the very least greatly reducing it. This, plus potentially longer lead times resulting from facilities being forced to close for the early part of 2020, will likely mean companies holding on to their aging fleets for longer. All of which will drive up demand - and in theory prices - for used equipment.

In terms of buying, the general conception - or perhaps

misconception - is that used equipment is sold off to developing markets, and while this does happen the numbers purchased at Ritchie Bros auctions for developing markets are a lot less than you might think.

One such example of this is with telehandlers, as Ackley explains: "Telehandlers that are sold in the US primarily stay in North America. For us the demand for telehandlers in this market is very high, both on the new and used side. It is a similar story in Europe, where we are seeing the number of units leaving Europe in low single digits. The popularity of this type of product

has seen constant growth which is reflected in the market."

In terms of determining favourable market conditions there are a number of factors to consider. In good times, companies are willing to spend to win the work available, finance is readily available and lead times for new equipment longer, so buyers can justify bidding up prices. Oddly in bad times the same can also be the case with companies looking to reduce spending, making used equipment a more viable solution.

If you are looking to sell equipment you need to be careful in selecting the right auction. The



*Prices of telehandlers in both Europe and North America have done well in recent auctions*

**US Market**

All Terrain crane sales in the US remain relatively low, as you might expect, and although volumes have fluctuated over the past few years prices have remained fairly consistent, if not a bit on the low side.

The sale of tower cranes has been almost non-existent, for obvious reasons, however the sale of a Favelle Favco M1280E tower crane into Australia for \$2.2 million in 2019 was particularly of note. Crawler cranes on the other hand have maintained much higher numbers but as a result prices have declined. Although the number of Rough Terrain cranes sold was down last year, the company still moved around 550 units, although sale prices were less consistent.

On the access side of things, boom lift numbers have been gradually improving since 2014, while scissor lift numbers have picked up after a lull in 2017 with prices levelling off as a result. Telehandlers have been doing consistently well at auction with a noticeable upturn in numbers last year. Average telehandler prices have fluctuated between five and 10 percent since 2017 with units currently averaging \$28,000, possibly driven by the steady long term growth in demand in North America, while others might be looking

to avoid the more complex engines on new machines?

*Aerial work platforms have done well at recent auctions*



**European Market**

Ritchie's sold 34 All Terrain cranes last year, up 36 percent on 2018, but a far cry from 2010-2012 when 489 cranes went under the hammer. It is probably worth noting that this followed on from the 2008 financial downturn, and a closer look at the numbers reveal that Spain, which was hit particularly hard, accounted for approximately 70 percent of those sales.

The number of crawler cranes sold was up on last year, however the majority of the 28 sales were made up of mini and spider cranes netting a total of €1.2 million. This compared with €4.1 million in 2018 from just seven sales - including a 650 tonne Terex Superlift 3800-1, which went for €2.7 million, as well as a 400 tonne Terex CC 2400-1 that fetched €1.3 million. Tower cranes were minimal with just seven cranes sold last year (mostly small Potain self-erectors) compared with say 65 in 2010. Rough Terrain cranes are surprisingly a different story though, with consistent sales of approximately 50 units a year.

Sales of boom and scissor lifts has been improving gradually since 2011 with prices also holding steady at respectable levels. Telehandler sales have been similarly consistent over the past 10 years and, like with the US, has seen a slight improvement in prices over the last couple of years.



key is to avoid auctions that are predominantly geared towards general or earthmoving equipment as you risk a lack of buyers for specialist equipment, leaving less interested generalists to drive prices down to a level where they are a 'steal'. Although with modern communications, and the ability for anyone, anywhere in the world to view and bid at a live auction online, this ought to be a thing of the past. At the same time the various online marketplaces are offering more

control over sales.

### Covid-19

For a company that held close to 200 live public auctions last year across its 40 sites across North America, Europe, the Middle East, Asia and Australia, you would think the outbreak of Covid-19 would cause major problems.

The truth is, Ritchie Bros. has been 'online' since 2002 when it introduced an online bidding function for its live auctions. Its

online presence has increased substantially since then boosted by a number of acquisitions, while new online features have also helped.

Ackley explains: "Historically Ritchie Bros. has always been known as a 'live' auction brand, but even before the outbreak of Covid-19 more than 65 percent of winning bids at our public auctions were made online. So when Covid-19 hit it was just a case of getting that number to 100 percent and with the processes and infrastructures already in place, we just needed to turn up the volume on the digital side of things. The fruits of our efforts to acquire IronPlanet have been extremely apparent in the last few months as we see everything coming together in a perfect storm."

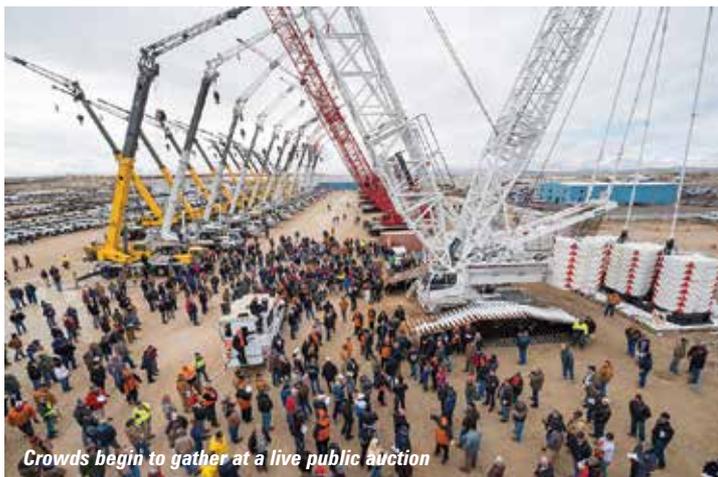
Its acquisition of online market IronPlanet in 2016 was a changing point for the business, in terms of selling its equipment online. Within a year of incorporating the business, IronPlanet and the company's other online channels achieved sales of \$520 million, followed by \$829 million in 2018.

Last year it accounted for \$965 million - almost 20 percent of the total value of equipment sold - as it achieved the highest annual growth rate for its online channel since the acquisition. With a database of millions of registered users worldwide, IronPlanet hosts weekly online unreserved auctions with a key difference being that the equipment being sold remains with the customer.

### Marketplace-E

Selling equipment in unreserved auctions is not for everyone though, so building on the success of IronPlanet, Ritchie Bros. introduced its new online platform Marketplace-E in 2018. The platform makes use of reserves and timed lots, with sellers able to receive offers and negotiate, set a 'buy now' price, as well as set minimum and reserve prices. To date, more than 3,200 companies from 45 countries have sold equipment on Marketplace-E, with sales exceeding \$500 million towards the end of 2019.

"When we talk to sellers about



Crowds begin to gather at a live public auction

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Refine Results 64 items for Buy Now Mobile Cranes Cranes Marketplace-E

Type: Mobile Cranes (54) All Terrain Cranes (1) Carry Deck Crane (1) Hydraulic Truck Crane (3) Lattice-Boom Truck Crane (1) Rough Terrain Crane (7) Rubber Tire Gantry Crane (1) Show all types

Buying Format: Auction (1) Online Auction (1) Buy Now (14) Make Offer (11)

Sort By: Best Match

 <p><b>2006 Tadano GR560XL 50 Ton 4x4 Rough...</b> Make: 2432 hrs CAD 92,000 (US \$137,945) or Make Offer - Jul 27</p>	 <p><b>1998 Foremost Delta 3C 25 Ton Articulated...</b> Make: 14214 hrs CAD 99,000 (US \$171,916) or Make Offer - Jul 28</p>	 <p><b>2002 Terex T750 75 Ton Hydraulic Truck Crane</b> Make: 87782 hrs CAD 95,000 (US \$162,878) or Make Offer - Jul 27</p>
 <p><b>2008 Terex T775 75 Ton Hydraulic Truck Crane</b> Make: 24,224 hrs CAD 240,000 (US \$354,264) or Make Offer - Jul 27</p>	 <p><b>1978 American 9520 Lattice-Boom Track...</b> Make: 8241 hrs CAD 204,000 (US \$314,242) or Make Offer - Jul 28</p>	 <p><b>2004 Grove RT890E Rough Terrain Crane</b> Make: 27723 hrs CAD 310,000 (US \$452,580) or Make Offer - Jul 27</p>

Marketplace-E equipment being advertised with the ability to 'buy now' and 'make offer'.



their options, there are a number of factors that are going through their mind. One of the best ways to explain it is to consider money vs price realisation. If the need for money is imminent, the unreserved format is going to be better for you because of the certainty of a sale. However, the inverse of this is that there is less control on price compared with a reserved format where customers have a little bit more time and can state a price for a certain time period," says Ackley.

**Breaking records**

With so many options available for buying and selling used equipment online it is perhaps unsurprising

that the company achieved record year on year growth last year. This included more than 580 million page views, over five million monthly website users and 153,000 mobile app users spending \$148 million through the app. One can imagine that these numbers will be eclipsed this year with Covid-19 currently forcing all sales online.

Ackley points out: "We have seen record website traffic, as folks have shifted their buying behaviour online, as well as record attendance at our online auctions and record account registrations on the site. And it is not just substitution - i.e. people who would have gone to



A host of online records have been achieved since Covid-19.

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the live sale but have now shifted their activities online. What we are seeing is new people raising their hands and participating in the auctions. We have also seen a very different mix of buyers come to our online only sales."

In May, Covid-19 resulted in the company holding its first ever online-only live auction from one of its sites - Edmonton, Alberta - which has hosted live public auctions for more than 60 years. A record 23,500 bidders from 58 countries registered for the auction with 10,700 items selling for a combined \$131 million, of which 20 percent was purchased through the company's mobile app. (Incidentally, the most expensive crane purchased through the app was in 2018 when a 2003 Demag AC700 AT crane was sold for a little more than \$1 million!)

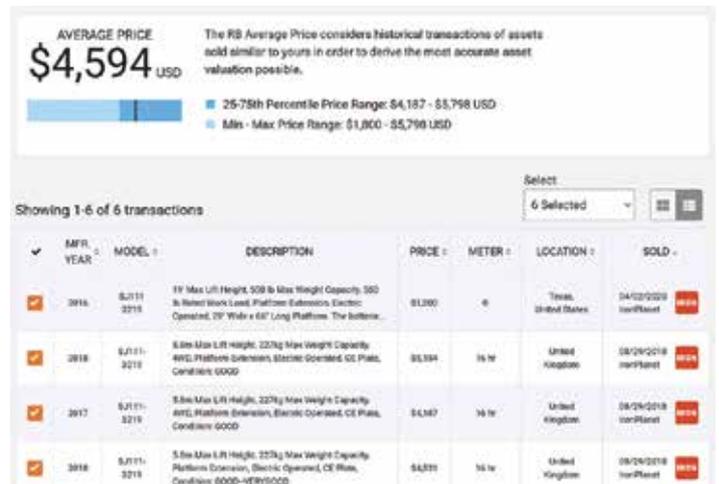
The following month, Ritchie Bros achieved the busiest auction week in its history with a staggering 80,000 bidders from 60 countries registered for 29 auctions throughout North America. Held

over five days and with 35,000 items up for sale (including a 2015 75 tonne Tadano GR-750XL Rough Terrain crane that sold for \$350,000) the auctions made \$295 million.

Part of the success of the online auctions has been the company's PriorityBid function which allows buyers to make proxy bids online for equipment up to a week before the sale. This was particularly the case in an auction in Nashville earlier this year. "PriorityBid allows users to bid at live auctions anytime, anywhere and any place," says Ackley. "Even before the live auctioneer comes to the microphone 80 percent of items had bids on them - one in particular had more than 300 bids and this is before the auction had even started."

**The right tools for the job**

As well as developing a wide variety of platforms and functions that enable customers to sell and purchase used equipment online Ritchie Bros has also introduced a subscription-based asset management and disposition system - Asset Solutions. Originally



RB Price Estimate is just one of the many tools available with Asset Solutions.

launched at Bauma for high level customers, its range of tools and services - RB Asset Valuator, RB Price Estimate, RB Inventory Management System and RB Inspection Services - have now been made available for companies of all sizes to analyse, manage, and sell equipment.

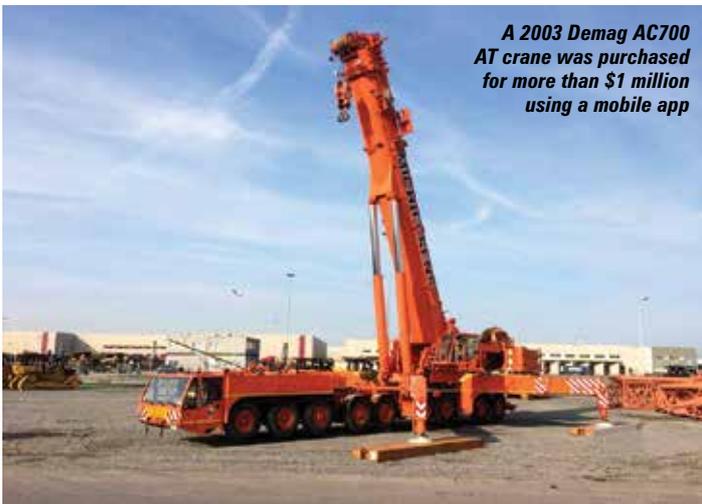
"Not only have we focused on improving our online offering, but we have also invested a lot in building out our technology. I think the best example of that is around what we have done for Asset Solutions and the data tools we have started to produce. These were originally developed for internal use, however on seeing the obvious benefits they could offer our customers we have redesigned them for external use."

One of the more recent additions to the Asset Solutions package is a new pricing tool, RB Asset Valuator. Launched in May and still in its beta stages, the tool makes it easier for customers to compare the sale prices of specific makes and models of equipment over the past two years based on the age and clocked hours.

"The number one question we are being asked is 'what is my machine

worth?' with customers often spending a lot of time working out the pricing of equipment. With all the data available we recognised that this problem was tailor-made for machine learning, specifically when you look at our data base and the number of transactions we make across all our platforms. Users will likely want to manually check prices still, but we are looking to remove a number of these friction points in the marketplace for them."

While this tool is ideal for a quick spot check of individual machine prices, the time and effort it takes searching for specific details makes it impractical if you had a large fleet that you wanted to sell. The company has therefore developed its RB Price Estimate, which uses a computer algorithm to determine the real time trends and prices as well as eliminate the problem of manually sifting through data. When combined with the company's Inventory Management System, which was recently updated in March, users can load their entire inventory into the system in order to automatically determine the total value of their fleet in real time. Another function is the ability to evaluate trends and



A 2003 Demag AC700 AT crane was purchased for more than \$1 million using a mobile app



Asset Solutions is now available for companies to analyse, manage, and sell equipment

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prices for multiple product brands at once and see how they compare as they age or gain more hours.

"Customers were also asking us: 'should I buy brand X or brand Y?'," says Ackley. "With machines often costing different amounts on the front end it's not always an apples for apples comparison but Asset Solutions is able to show prices from actual transactions that have taken place around the world and show what happens when like for like machines get hours on them or are in a worse condition, in order to help users make data driven buying and selling decisions in an easily and digestible manner."

**A new way of doing business?**

As well as utilising the data and analytics tools, RB Asset Solutions subscribers can make use of a range of benefits including storing equipment at Ritchie locations and using its Inspection Services. It is even happy for users to sell the equipment privately from its sites.

Ackley explains: "If a bank were to take possession of equipment, for example, it's possible they will not have a place to store it, or a way to inspect it, value it or the network to sell it. Using RB Asset Solutions allows them to store the equipment on our sites, manage it, carry out inspections and sell it either privately or through us. The majority of people subscribed to RB Asset Solutions tend to sell the equipment on their own. We

are more than happy to provide our expertise to assist them with this however if they decide they want to utilise one of our sales platforms they can do with a click of a button."

"The distinction we are moving towards - and something that has been exasperated as result of Covid-19 - is treating our platforms less like separate platforms and channels and instead focus on what the sellers and buyers want to do. Do sellers want to move the equipment or not? Are buyers happy to go to site, kick the tyres and make a bid or are they happy to buy it online? We want a commonality with our platforms so you will still get the same information about an asset regardless of whether you are buying onsite or online. It's going to be less and less about online vs onsite and more and more about where the equipment sits and how it is inspected."

Looking at the current landscape Ackley concludes: "We are in a once in a generation situation right now. None of us has seen a business situation quite like this, and so are not sure what is going to happen in the future, but so far the signs are positive. We have seen record sales, record traffic and record registrations, and we see this continuing through the rest of the year. Whether our auction sites open up or remain closed, we feel extremely confident."



**Products and prices**

The table below highlights the most auctioned brands and models by unit volume at Ritchie Bros auctions in Europe since 2018, as well as the average prices they fetched. The data has been sourced using Ritchie Bros latest Market Trends data and analytics tool and is just the tip of the iceberg in terms of the level of detail the system is able to provide.

Offering a fully customisable search function, it uses transaction history dating back to 2010 to provide trend data on markets, equipment type and countries as well as pricing and depreciation data on brands and models which ultimately help users understand when and where to sell their equipment.



Market Trends provides trend data on markets, equipment type, prices and more

Manufacturer	% of total units sold	Most sold model	Average price
<b>All Terrains*</b>			
Terex/ Demag/ PPM	32%	PPM ATT400	€34,000
Liebherr	19%	LTM 1055-1	€185,000
Grove	19%	GMK3055	€170,000
<b>Rough Terrains*</b>			
Terex/ PPM	27%	A300	€32,250
Grove	20%	RT540E	€129,960
Tadano	11%	TR250M5	€26,500
<b>Boom Lifts</b>			
Genie	22%	Z-45/25	€10,903
JLG	20%	450AJ	€10,972
Haulotte	20%	HA151P	€10,500
<b>Scissor Lifts</b>			
Genie	29%	GS-3245	€4,500
Haulotte	26%	Compact 12	€3,750
JLG	15%	3246ES	€4,42
<b>Telehandlers</b>			
JCB	38%	540-170	€36,750
Manitou	30%	MRT 1840	€38,205
Merlo	11%	Roto 3816	€33,500

\*Given the relatively low number of cranes sold since 2018, the time range has been extended to 2015 to provide more comparative data

# WORKING TOGETHER TO KEEP BUSINESSES STRONG

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

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

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

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

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

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

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

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# New crane users guidance for UK Air Navigation Order

The Civil Aviation Authority (CAA) has announced a revision to its publication CAP 1096 - **Guidance to Crane Operators on Aviation Lighting and Notification** - which provides a summary of existing regulation, duty of care expectations and recommended best practice.

CAP 1096 currently requires crane users to notify local aerodrome operators if the height of any crane exceeds 10 metres and is within six kilometres of an aerodrome and to notify the CAA if the height exceeds 91.4 metres (300 feet) irrespective of location.

The revision, which is due to take effect on 1st October, includes significant changes to the previous version including a requirement to notify the CAA in advance of a planned lifting operation - via a dedicated email address - if the highest part of a crane will exceed 10 metres above ground level OR of the surrounding structures or trees, irrespective of the location in the UK, replacing the need to notify a local aerodrome.

Once notified the CAA will contact the relevant aerodrome operators and other interested parties. The revised CAP 1096 also includes amended recommendations for lighting and marking of cranes to 'aid conspicuousness'.

CPA technical consultant, Ian Simpson has prepared a draft Technical Information Note (TIN 039D) to help crane users comply with the revised CAP 1096. Simpson along with ALLMI technical manager Keith Silvester continue to discuss the intended revisions with the CAA highlighting its impact on the sector. The CPA has also written to the CAA and the Department for Transport voicing concerns over the potential difficulties that the new guidance will bring for crane owners and operators, and the absence of evidence justifying its requirement.

The draft TIN can be downloaded free of charge from [www.cpa.uk.net/tower-crane-interest-group-publications](http://www.cpa.uk.net/tower-crane-interest-group-publications)

## Construction Equipment Maintenance Mechanic Trailblazer Apprenticeship

An employer development group was formed by CPA in late 2016 to develop a new trailblazer apprenticeship for those that maintain and service equipment, as a replacement for the existing framework apprenticeship.

The group proposed two standards - a Mechanic role at Level 2 and Technician role at Level 3 - and made numerous submissions to the Institute for Apprenticeships and Technical Education (IfATE).

The group's initial work focussed on developing the Knowledge, Skills and Behaviours (KSBs) for the mechanic occupation, which were set at a Level 2 with learning over a 24 month period. The proposed standard received approval from the IfATE in July 2019 from which the group worked on the assessment plan, along with determining the costs of training for funding purposes.

The assessment plan was submitted in February and has received full approval from the IfATE. However the allocated funding band - the maximum amount the employer can claim on the apprenticeship - is considerably less than the training quotes provided. The joint chairmen appealed the decision and sought an increase to make the apprenticeship viable for delivery. The appeal has now been rejected meanwhile options to replace the current Level 3 framework apprenticeship are being worked on.

Ed Hudson, joint chairman of the working group said: "My co-chairman and I are delighted to have gained final approval by the Institute after many years of hard work, during which we suffered continual disappointments and knock backs. This is tempered however by the low funding band allocated to this apprenticeship. We would however like to thank the working group for their support and patience and look forward to employers taking up this important apprenticeship once the funding band issue is resolved. Our focus will now be on seeking a Level 3 replacement." [www.cpa.uk.net/trailblazerceme](http://www.cpa.uk.net/trailblazerceme) for more information.

## Red diesel lobbying

The CPA and other industry trade bodies have written to chancellor Rishi Sunak highlighting continued concerns with the Treasury's policy to cut the rebate on red diesel for construction equipment. In the March budget, the chancellor confirmed plans to abolish the tax relief on red diesel in two years' time.

The associations are calling for a review of the impact of the move on the fragile finances of many contractors, requesting further consultation and an extension of at least a year to the deadline to allow for a sustained economic recovery to take hold.

Industry analysts estimate that scrapping the rebate will cost the industry up to £490 million. Concerns have also been raised about the wider effects such as limiting investment in greener technology, stifling innovation and the implications of passing increasing costs on to clients.

It goes on to say that the construction sector has no choice but to use diesel powered equipment, as electric machines above certain weights are currently not a realistic option.





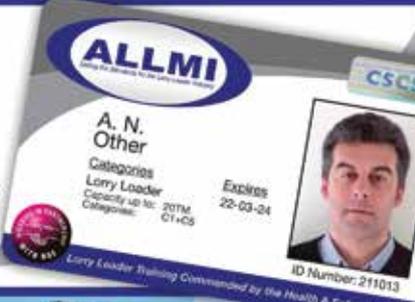
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# Revision to Civil Aviation Publication (CAP) 1096

The UK Air Navigation Order (ANO) places duties on crane users to mitigate the risk of collisions with aircraft. To facilitate compliance with the ANO, the Civil Aviation Authority (CAA) publishes 'CAP 1096 Guidance to Crane Operators on Aviation Lighting and Notification', setting out requirements and best practice. The CAA will soon release a revised version of CAP 1096, which is provisionally planned to take effect from 1st October this year and will contain several changes, the most notable for lorry loaders being:

- All crane operations, regardless of location, should be notified in advance to the CAA if at any stage during the planned operation the highest point of the crane or load will exceed 10m above ground level (AGL) or the surrounding structures or trees (if higher). The CAA will then identify parties that may be affected by the crane (if any) and notify them accordingly.
- For lifts that exceed 10m AGL or the surrounding structures or trees (if higher) and there is less than five working days for notification, the crane user is required to contact all aerodromes that have perimeters within 18.5km from the location of the crane, as well as the CAA.

ALLMI technical manager, Keith Silvester said: "The current version of CAP 1096 only requires notification if the 10 metre/surrounding structures rule is exceeded within 6km of an aerodrome, so the new requirements represent a significant change for the lorry loader industry. It is also worth noting that these stipulations cover all types of crane operation and so include the raising of booms when carrying out repairs or thorough examinations, however, it is anticipated that this type of activity will be addressed by a periodic, blanket approval for the site in question."

He adds "We have had dialogue with the CAA throughout the revision process and this communication will continue as we look to clarify some of the finer detail and practical issues that our members will need to be aware of."

An ALLMI Guidance Note on this subject has been drafted and will be finalised as soon as outstanding queries with the CAA have been addressed. Should you have any questions in the meantime, please do not hesitate to contact the association.



## Training Levels Soar

Following the impact of the Coronavirus, ALLMI is experiencing a sharp rise in activity within its training provider network. Training levels increased by nearly 200 percent from May to June and again rose in July by 65 percent at the time of writing.

ALLMI chief executive, Tom Wakefield, says: "The majority of our providers are now delivering regular training and this is reflected in our recent figures for lorry loader operator and slinger/signaller registrations. In addition, bookings for our online Appointed Person and manager courses continue to be incredibly strong, and those for our Instructor, Thorough Examiner and Crane Supervisor training have been at near capacity since their relaunch in early July. All in all, we are extremely pleased with what we are seeing on the training front and feel that it bodes well in terms of industry stability and performance for the second half of 2020."

For further details on training, please visit [www.allmi.com](http://www.allmi.com) or contact the Association.

## AP Course 10 Year Anniversary

In the Summer of 2010, timed with the launch of the revised BS7121 Part 4, ALLMI delivered its first ever Appointed Person (AP) course, a training programme that has gone on to have a significant impact on practices throughout the lorry loader industry.

Attending that first ever course was Steve Frazer Brown, chairman of ALLMI's fleet owner division, the Operators' Forum, and health & safety director for David Watson Transport. He said: "As the ALLMI card has a five year lifespan, I have recently attended my third ALLMI AP course in order to keep my qualification up to date. The training was excellent, with the instructor's knowledge of lifting operations and lorry loaders helping immensely. With ongoing review and development being a fundamental principle of ALLMI's approach to course delivery, it's no surprise to see how much the training has continued to evolve since I last attended. A great deal of new content and assessment material has been added, and given that the course is currently delivered online, the training is better and more accessible than ever."

Since its launch in 2010, the ALLMI AP course has been vital in educating lorry loader fleet owners, helping them to comply with BS7121 Part 4 and train the relevant members of their workforce to the highest standards. For further information, visit [www.allmi.com/aptraining](http://www.allmi.com/aptraining)



For details of ALLMI standards, guidance documents and training, visit: [www.allmi.com](http://www.allmi.com)

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# To the Brave

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

*They include but are by no means limited to:*

- Health & care workers
- Emergency services
- Supermarket/food shop and pharmacy employees & suppliers
- Transport drivers - especially bus drivers
- Postal workers
- Delivery drivers of critical equipment as well as food & essentials
- Utility workers
- Construction staff/operators working on essential facilities
- Service engineers working on critical equipment

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

# Thank You!



# The No Falls message

As Lockdown begins to ease and work resumes, IPAF is helping remind those who work at height of the latest message from The No Falls Foundation - 'Be Safe, Don't Fall, Stay Alive!'

The No Falls Foundation is a UK charity dedicated to preventing falls from height and helping people affected by the life changing consequences of a fall and IPAF is one of the charity's supporting member organisations. Chairman of the trustees Peter Bennett says: "Falls from height are the single biggest cause of workplace deaths and one of the main causes of major injuries. It is therefore imperative that safety is not compromised for the sake of productivity."

IPAF chief executive Peter Douglas added: "As output levels return to normal and some sites increase working hours and add extra staff and machines to make up for lost time, it is important to emphasise these simple but vital messages to remind everyone to stay safe when working at height, especially when many have been off site for an extended period and may take some time to get back into their routines. This is a critical time to remind people of their responsibilities for themselves and others while working at height, and to resist any pressure or temptation to cut corners or skip vital safety procedures in an attempt to catch up on lost time."

The Foundation has three objectives - raising awareness of the risks associated with working at height, researching the causes of falls and providing advice and support to those affected by a fall - and is asking anyone who has suffered a fall and experienced its consequences to get in touch.

Charity manager Hannah Williams said: "We are looking for people to share their personal stories in a series of case studies on the Foundation's website - anonymously if necessary - for the benefit of others. If anyone would like to contribute to the work of the charity, we would be delighted to hear from them."

Visit [www.nofallsfoundation.org](http://www.nofallsfoundation.org) for more information.



## The future of safe learning

IPAF hosted an online seminar earlier this month on the future of safe learning, which looked at how Covid-19 has impacted training and learning in and beyond the industry, how IPAF has responded to this and how employers and operators can utilise different technologies to continue to learn safely.

Presenters included Kate Pasterfield of Sponge, a digital learning agency based in the UK and Darren Verschuren from Serious Labs, the virtual reality training solutions company.

Peter Douglas said: "While governments globally seek to restart their economies and people are getting back to work, operators and employers need to feel confident that the new training environment is safe. New technologies and eLearning can support these safety regimes and offer alternatives to traditional training environments."

IPAF has produced guidance to help training centres get back to work and hosted online seminars to address the safe operating of aerial work platforms in the current climate. Over the coming months, we will add further seminars to provide insight and address some of the real issues our members are facing in the current situation."



## Online interactive training for managers

In response to new safety guidance given to all IPAF Training Centres, Nationwide Platforms hosted an online instructor led 'IPAF MEWPs for Managers' course for major contractor Skanska. The course, which would normally be taught in a classroom, was held online with a video conferencing platform. The instructor-led training allows those who supervise or plan work at height to remotely receive the training from the comfort and safety of their home or office.

The course has the same safety advantages of eLearning but allows the instructor to replicate all elements of the face to face course that would normally be carried out in the classroom for multiple candidates at the same time. The instructor can interact with the delegates and answer any questions or queries they may have, as well as provide feedback specific to their learning. This new method of training delivery also facilitates group discussions and can accommodate smaller breakout sessions if required.

## Buying a used platform

Aerial work platforms provide a safe and efficient means from which to conduct temporary work at height, and more end users are considering purchasing a unit or two for their own use. Many buyers understandably look at buying a used, pre-owned or second hand platform. When considering such a machine remember that it must comply with all applicable safety legislation and meet the relevant standards in the location where it will be operating before it can be used. Every platform must be supplied in a safe working condition, with all safety devices functional.

IPAF has published a Guidance note entitled 'Guidance on buying a pre-owned MEWP'. It can be downloaded free of charge from the IPAF web site.



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## PASMA's TowerGame

PASMA has added TowerGame to its e-learning package giving delegates the opportunity to practise assembling towers on their computer before doing it for real in the training room. It lets people get familiar with tower components and safe assembly methods - Through the Trap (3T) and Advance Guardrail (AGR) - in a safe, virtual environment. The game has four builds to choose from:

- Frame access using 3T Method
- Frame access using AGR Method
- Ladder frame using 3T Method
- Ladder frame using AGR Method

TowerGame is available to delegates sitting PASMA's Towers for Users course who complete the theory section online.

## "Be safe, don't fall, stay alive!"

As lockdown eases and people return to work, the No Falls Foundation is urging workers to 'Be Safe, Don't Fall, Stay Alive!' The charity is keen to ensure height safety remains a priority despite pressures to kick start the economy.

Peter Bennett PASMA managing director and chairman of the Foundation's trustees said: "Falls from height are the single biggest cause of workplace deaths and major injuries. It is therefore imperative that safety is not compromised for the sake of productivity. We have witnessed unprecedented collaboration among government, regulators, employers, trade associations, trade unions and employees - to fundamentally change behaviours to try and ensure that Covid-19 does not wreak devastation in the workplace. We need to harness and build upon that collaboration and sense of common cause, and apply it to that commonplace, often unnoticed danger - working at height."



## Check the validity of PASMA cards online

There's an easy way to check if a PASMA PhotoCard is genuine - simply go to the PASMA website and enter the details into the Check a Card facility, which will instantly confirm if the card is authentic and what courses the user has completed. Find it here: [pasma.co.uk/check-a-card](https://pasma.co.uk/check-a-card)



## Falls from height - still biggest workplace killer

Falling from height remains the single biggest cause of fatal accidents in British workplaces according to new figures released by the Health & Safety Executive (HSE). In the 12 months to March 2020, 29 people died after a fall from height at work - down from 40 in 2018/19.

A statement from PASMA said:

"We have mixed feelings about these numbers. Fewer people died last year than the year before - this is good news. However, it is disappointing to see that falling from height is still the most common way to die at work, despite these accidents being preventable with proper training, sufficient planning, quality equipment and a strong safety culture.

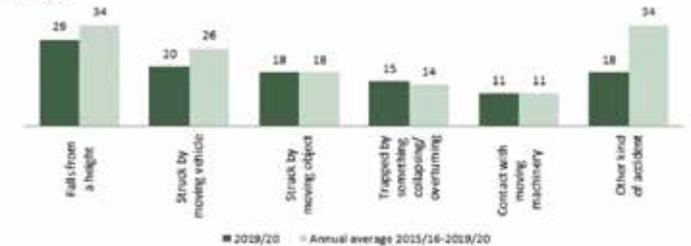
Most importantly, we must never forget the human stories that lie behind the statistics. The stories of 29 people who went to work and never returned, of 29 families left devastated. The victims are mostly, if not all, men - someone's dad, husband, partner, grandfather, son, uncle or friend. The number has gone down but is still 29 too many.

We also note that the HSE has allowed for the 'distinct possibility that the number of deaths was affected by the impact of Covid-19, with fewer falls in February and March than in 'normal' times. So, while we are cautiously optimistic, we need to see a sustained reduction, year on year, through the pandemic and beyond. We want everyone who works at height to come back down safely. This ambition is what unites PASMA and its members.

We urge you to make sure your workers are PASMA trained and that they hold the right qualification for the type of tower they are working with and that it is certified to an appropriate European Standard.

But let's speak about height safety more generally now. The statistics mean a person was killed by a fall every 13 days in the UK last year. This is a problem that we, and other organisations involved in height safety, want to solve. However, we still know nothing about the circumstances of these falls, not even what access equipment was used. Without data on the root causes of all falls it is impossible to direct our efforts and resources towards the areas where they will have most effect.

Figure 4: Number of fatal injuries to workers by accident kind, 2019/20p and annual average for 2015/16-2019/20p



Workplace fatal injuries in Great Britain, 2020 report (HSE)

"Last year the All Party Parliamentary Group on Working at Height published six recommendations for how to prevent more fatalities and serious injuries, including two which, if implemented, would give us the data we are looking for. The first of these is enhanced RIDDOR reporting and the second is an independent body to record near misses and accidents that do not qualify for RIDDOR.

As falls from height top the leader board for another year, once again accounting for around a quarter of all deaths, further evidence of why the group's work is so important. In our view, it is essential that their recommendations become reality. For the sake of the millions who work at height every day, the sooner the better."

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](https://www.accessindustryforum.org.uk) and [www.nofallsfoundation.org](https://www.nofallsfoundation.org)

[www.pasma.co.uk](https://www.pasma.co.uk)

### Save the date

The 2020 PASMA Conference, which was due to take place in September has been postponed until the 15th and 16th September 2021, when it will be held at the same Nottingham venue. Tickets will be available later for members and anyone with an interest in towers and access to work at height.

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# Dropped load costs

## \$240,000

New Zealand stevedoring company C3, was fined \$240,000 after a ship crane dropped a 15 tonne excavator while unloading it from the Aster K onto the wharf at Northport, Whangarei in 2017, narrowly missing five employees.

The excavator slipped from the rigging during the lift, an investigation by Maritime NZ found that no exclusion zone was in place and that the lift supervisor was unable to see the point from where it was lifted, or able to communicate with the trainee spotter on the wharf. He also failed to notify those working in the immediate vicinity of the lift.

Neil Rowarth of Maritime NZ said: "This is a striking example of employers' responsibilities to provide good workplace training and safe work practices. Five workers had been in the drop zone moments before the excavator fell from the crane. It was sheer good luck that no one was seriously injured or killed. Cranes can be dangerous and people working with them must be properly trained."

*The excavator was dropped while being unloaded from the Aster K*



# Aerial lift incident costs £1.32 million

UK contractors Costain and Brenbuild have received fines totalling more than £1.3 million following an incident that seriously injured two men working from the platform of a scissor lift.

The incident occurred in during the construction of the A556 bypass in Cheshire in 2015. Costain was the principal contractor, while Brenbuild had been appointed to construct seven bridges and an underpass.

Work had begun on the building of a pier to support a bridge. The two men were working on a rebar cage attached to the structure, when it fell and struck the platform overturning it.

One man sustained life changing head injuries and the second a leg fracture. A third man only just managed to avoid the falling platform. An investigation found there was no temporary support for the cage and revealed that both contractors were aware that it was unstable and that workers on site had raised concerns. Brenbuild failed to stop work or implement control measures, while Costain failed to plan, manage and monitor construction of the central pier.

Brenbuild was fined £80,000, plus costs of £21,730.11, while Costain was fined £1.2 million plus costs of £21,644.51.

# \$85,000 for fatal loading

Australian rental company United Access has received an \$85,000 fine for a fatal loading incident involving a boom lift in Melbourne, Victoria in 2017.

Delivery driver James Watt, 39, was in the process of driving an 86ft Grove MZ 86J telescopic boom lift from United's depot to his truck in the street outside, but as he went through the gate the platform extended into the road where it was struck by a passing motorist, catapulting Watt from the basket. He died a month later from his injuries.

Victoria County Court judge, Scott Johns, said: "The risk of a crash between the platform and a motorist was an obvious one. It was a present and identifiable risk and inexpensive measures such as bollards, a spotter to watch the roadway and a sign could have been used to make people aware of the potential issues."

# Online AP training

UK crane rental company Ainscough has introduced an online version of its CPCS Appointed Persons: Lifting Operations training course. As with the regular six day course it covers codes of practice, safe systems of work and insight, with an onsite physical test at a training centre on the final day.

Ainscough's QHSE training manager, Jim Fleming, said: "We are proud to be the first in the industry to create an online training scheme for Appointed Persons, opening up the qualification to a wider range of companies and individuals. While it is important to adapt to the disruption caused by Covid-19, forward thinking initiatives such as this will remain vital in maintaining the high standards of safety that are essential within the crane industry."

*An increasing number of UK rental companies have introduced online courses*



# Who trained them then?

Spotted in the UK, in the middle of a roundabout on an A-Road. Three men in a scissor lift with a large steel I-beam that they planned to slide into a building they were refurbishing with no traffic control in place and very little thought for the risks they were exposing themselves to or the safety of passing vehicles.



# GOING UP IN THE WORLD



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

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

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

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

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

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# XCMG XCA1200

The XCMG XCA1200 is a 1,200 tonne capacity, eight axle All Terrain crane aimed particularly at wind turbine erection applications. This model is made by Yagao in 1:50 scale.

The model comes with an instruction sheet, but it is not the best and a novice collector may have some difficulties. Out of the box it is a large and heavy model, and the details are really good. The chassis has independent steering on each axle and the tyres have branding on the sidewalls.

The carrier cab features opening doors and there are two removable magnetised covers on the engine deck which reveal engine detail underneath. Fine mesh grilles and tiny graphics add detail.

The outrigger beams are metal and the pads and transverse beams are nicely shaped. The pads include magnets to stick them to the transverse beams, and metal spreader plates are included.

The crane cab has a sliding door and it rotates from the transport position and tilts a little. The counterweight is made up of nicely shaped blocks with useable lifting eyes, and each has the weight indicated by graphics.

The heavy boom has some nice details including spooling drums and sharp graphics. It is removable for road travel and support legs are modelled which allow the boom to unload itself from a transport trailer and for installation on the crane. The boom raises easily and is held in place by tightening grub screws in the lift cylinder jackets and this works well. The sections pull out smoothly and lock at full extension with three locking positions provided for each section at around 50, 90 and 100 percent. Superlift arms are included and these can be attached and utilised as an option, and they tension up well.

The heavy lattice extension/jib is made up of separate bolted sections so the configuration could be altered. The metal lattice work is particularly good and there are fine quality mesh walkways. The model can be posed with the extension folded down on top of the main boom for transporting between on-site locations.

Three metal hook blocks are supplied, and they are very good quality. The main winch has a positive brake action and performs well.

Overall, this model has a high metal content with little plastic used and is an impressively large mobile crane model from Yagao. It is a good blend of detail with many functional parts, not flawless but most collectors will be pleased with it on display. It is distributed in Europe by NZG Models and costs around €499

To read the full review of this model visit [www.cranesetc.co.uk](http://www.cranesetc.co.uk)

#### Cranes Etc Model Rating

Packaging (max 10)	5
Detail (max 30)	27
Features (max 20)	19
Quality (max 25)	21
Price (max 15)	12
Overall (max 100)	84%



*Jib and superlift in service*



*Opening cab doors*



*Boom being attached*



*Poses wheels free*



*Rigged for an on-site move*

# Book review

Cranes & Access publisher Leigh Sparrow reviews a short publication from the Hire Exchange entitled:

## Thinking About Selling Your Business?

### 10 Things You Should Know (Post Covid-19)

The recently formed Hire Exchange has published this short book on selling an equipment rental business as an introduction to selling a company for those who are considering such a move within the next couple of years or so.

The book is a slender 16 pages and that includes the covers and introduction, so it is not an arduous read, even for those who are not avid readers. It gets better... it is broken down into 10 'one page' chapters or sections. OK chapter five is two pages, but half of the second page is taken up with a picture. And even better, the copy is direct, clear, well laid out and very much to the point, barely a word has been wasted anywhere.

I must declare that I picked up the book - actually I opened the PDF version on the screen - with a certain amount of cynicism. Having sold a fair few companies in my time, as well as having purchased one, I had fairly low expectations and possibly a slightly condescending or patronising attitude. I imagined it would be a tedious run-through of the usual jargon from people who teach rather than do. However, I thought perhaps it might be of some value for readers who own a business but have never sold one before.

However, I could not have been more wrong. The writing is crisp, easy to digest, to the point and very clear. In 10 short chapters it covers everything you need to know of the first stage of considering selling up. While it might not have introduced anything I was not already aware of, it crystallised a good many of the aspects involved in the early stages of selling a company - even for an old cynic like me. It provoked me into thinking about my own business, not that I have any thoughts or plans to

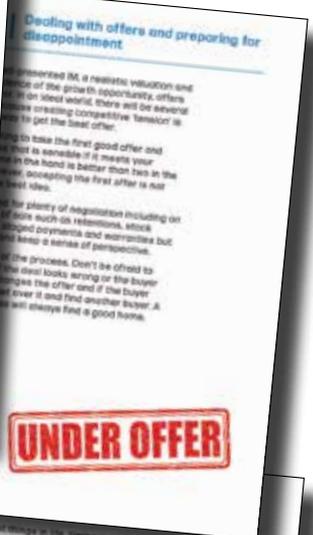
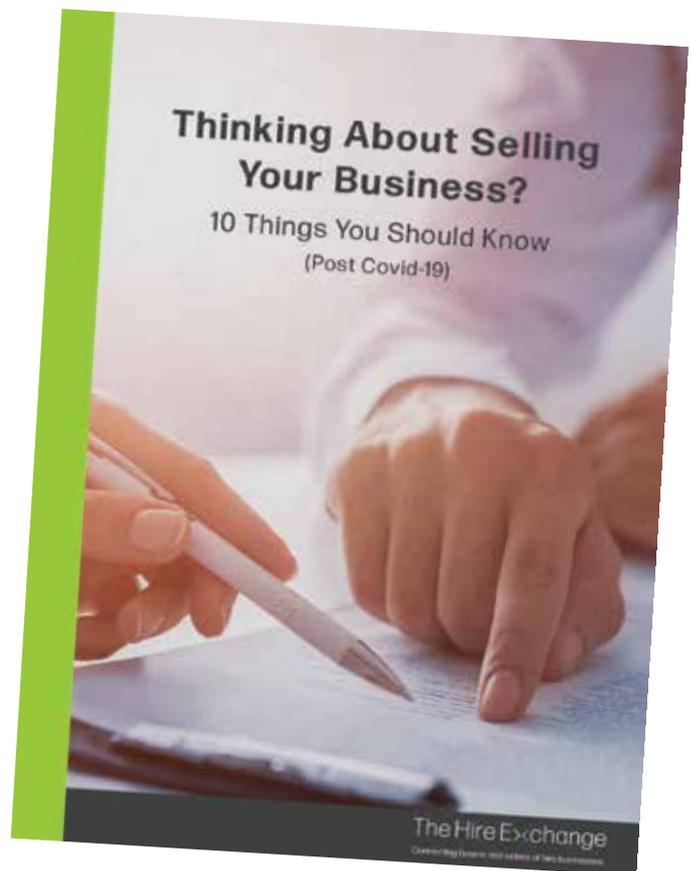
sell up, but just like a really good seminar it makes one think. It would even be a good read for anyone who is at the first stages of starting their own company.

In summary, this is an excellent publication. I would recommend that anyone who owns a company or holds a share in a company, takes 15 minutes to read and digest this guide, even if like me, they have no intention of selling.

A key point the book makes is to plan well ahead and focus on making sure that your business is well organised, open and clean, which will of course also help ensure that it functions better and more efficiently. And then when you do eventually have thoughts of selling up and heading for the beach, you are more likely to experience the easiest and highest priced sale possible in the shortest amount of time.

While it is true that the guide is published by a small group looking for opportunities to help companies buy or sell a hire business, it isn't biased or commercial - apart from a short page at the back introducing the team and explaining what the Hire Exchange does. The advice is sound and straightforward to the extent that if you are thinking about selling up some time in the future you may well find the advice so well presented, that you find yourself giving the guys at the Hire Exchange a call - just for a chat and to learn a little more of course. So, in that respect, perhaps it may be commercial after all, but in a very good way.

You can read or download the book free of charge from [www.thehireexchange.co.uk/news](http://www.thehireexchange.co.uk/news) or find it in the Vertikal Library [www.vertikal.net/en/library](http://www.vertikal.net/en/library)

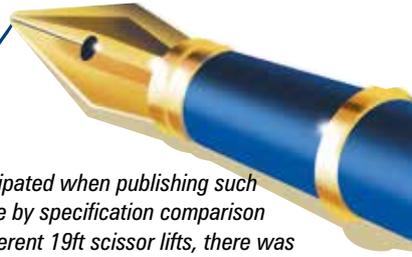


*"The nicest thing about not planning is that failure comes as a complete surprise."*

**Sir John Harvey-Jones**  
Business leader and broadcaster (1924 - 2008)



# Readers Letters



## European Crane Operator Licences

We received the following letter following a couple of articles we ran online regarding the European Crane Operator's Licence, the principle of which we strongly support. However, after announcing that the licence was now available, we were approached by several highly experienced crane operators, some working on the largest crawler cranes, who had attempted to book themselves on a course and test, only to be told that an English language course would not be available until enough people applied for it. It sounded like a 'chicken and egg' situation to us. We mentioned this aspect when writing about the planned mutual agreement arrangements with British Columbia. This prompted Ton Klijn of ESTA/ECOL to write in, which we greatly appreciate.

Dear Leigh,

Thanks for your recent coverage of the European Crane Operator's Licence and our Mutual Recognition Agreement (MRA) with BCACS from British Columbia, Canada, on Vertical.net. Your comments prompted us to respond to some of the points you raised.

Lining up MRAs in advance of the launch, as you suggested, proved to be impossible as every organisation that has been asked to join wants to see a working syllabus and examination system. This is why we chose to first develop and register the system under EQF before we started forging MRAs.

ECOL is a major undertaking for a relatively small organisation like ours, and we have to take its development one step at a time to ensure that standards are professionally maintained.

Having said that, you are right that we need to raise ECOL's profile with major contractors and construction clients, while at the same time putting in place as many MRAs as we can across Europe, coupled with expanding the number of training and examination institutes. We are slowly and steadily making progress in that direction.

Your statement that operators need to be fluent in Dutch or German is incorrect. From the outset, the training and examination for an ECOL licence can be made in English, as well as in Dutch, Danish and German. We are planning to increase the number of languages in due course.

As you are aware, ECOL only sets the standards and does not administer training or examinations itself. For this reason, we are unable to comment on training costs quoted by Mammoet Academy, Liebherr or any other ECOL-certified training institutes.

Operators wishing to be informed about the possibilities of training and examination are advised to look for the correct information on the ECOL website.

We were pleased to read that you support the idea of the European Crane Operator's Licence as being a sound one, and we welcome your support in assisting us to deliver the marketing firepower that you advised us to use.

With this in mind, we are most willing to answer any queries you might have about the development of the ECOL system.

Looking forward to your reaction.

Ton Klijn

## Correction:

As might have been anticipated when publishing such a mass of data as our side by specification comparison analysis of around 40 different 19ft scissor lifts, there was an error, the H (Hydraulic) and E (direct Electric) letters in the Drive column was inverted between two models, the GMG 1930ED (pictured), which is most definitely direct electric drive, which we knew, and the new Skyjack SJ3219 which is very much hydraulic, which we also knew! We can only apologise and repeat that we strive for accuracy but occasionally errors can creep in. The error was pointed out to us by Jim Tolle of GMG, who spotted it and was understandably not happy. Here is his letter to us.

Hello Leigh,

I felt the need to voice my thoughts here with you, I am a bit disappointed in the latest article regarding the small electric scissor lifts, identifying us as a hydraulic-driven machine. Where did that come from?

We have won numerous awards for our innovations and pioneered features that no one has ever done before. We've made our machines safer than any others in the world and have a better performing machine than well... anyone, ever, and I mean by a long shot! We believe no one else is even close to our performance and reliability.

Sure, we are a small company and don't spend the advertising dollars that others do but this was rather unfair.

Jim Tolle



We agree with Jim that errors like this are unacceptable and acknowledge that he and GMG have been pioneers when it comes to new ideas, etc. Most importantly, we urge anyone unhappy after spotting a factual error (which does happen occasionally) to contact us straight away. We can keep your correspondence confidential or we will publish your words in full if you prefer. At Cranes & Access, we are all about transparency.

## Otto Rettenmaier 1926-2020

**Otto Rettenmaier, the founder of TII, the parent company of trailer/transporter manufacturers Scheuerle, Nicolas, Kamag and Tiiger (TII India), has died at the age of 93. He would have been 94 at the end of July.**



Otto Rettenmaier

Rettenmaier was born in the Swabian town of Holzmühle, near Ellwangen, Germany. In 1950, after studying business administration at the Technical University of Stuttgart, he joined his parents' company, Faserstoffwerke J. Rettenmaier & Söhne (JRS) which had been established 52 years earlier and produced wood fibres. Over the ensuing years, Rettenmaier and his elder brother Josef expanded JRS into a global market leader producing all manners of fibres for applications as diverse as road building and food production.

In 1998, Rettenmaier acquired trailer and heavy transport equipment manufacturer Scheuerle Fahrzeugfabrik out of a 'technical fascination' for

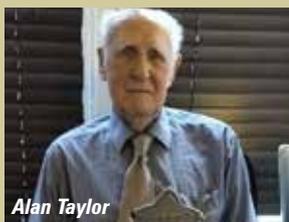
the company's products. In 1995, he added the French trailer manufacturer Nicolas Industrie, followed by Germany's Kamag Transporttechnik in 2004. In 2015 the company acquired the civilian business of Tratec, with a manufacturing operation near Delhi, to create Tiiger.

Rettenmaier leaves behind his wife Lore, who he married in 1959, two daughters, one son and eight grandchildren. His daughter Susanne Rettenmaier manages the family's holding company as a managing partner, while other members of the family remain involved with the business as shareholders and main board directors. A team of non-family executives runs the business on a day-to-day basis, under the chairmanship of Gerald Karch.

Outside of his business interests, Rettenmaier supported and funded a wide range of social, cultural and community projects, including the Heilbronn University of Applied Sciences and the University of Stuttgart-Hohenheim. As a highly successful industrialist, Rettenmaier was awarded Germany's Federal Cross of Merit First Class for his contribution to German industry.

**Alan Taylor 1923-2020**

We only recently learned of the death of Alan Taylor, the man behind the Taylor Jumbo crane, as well as some of the very first commercially viable hydraulic cranes. Alan passed away in April, after contracting Covid-19, at the age of 96.



Alan Taylor

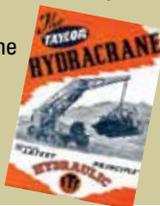
An engineer at heart, Taylor was born into the Taylor family that had been in business since 1895, originally making commercial bodywork for horse-drawn trailers and early trucks at the firm's plant in Pendleton, Lancashire. In 1938, the company won a contract to store and distribute imported cotton from America but found the handling of the large cotton bales was a problem. As a result, they designed a yard crane to lift them which was purely for the company's use. The crane was dubbed 'The Coffin' due to its shape.



The coffin

It was mounted on a truck tipper chassis, with a fixed boom, along the lines of a front end loader, that was elevated with the hydraulic tipper cylinders.

At the end of the Second World War, 21-year-old Taylor joined the company, just as it was opening a second production facility in Glazebury, between Manchester and Liverpool. The following year the company was renamed F Taylor & Sons (Manchester), and the company launched one of the very first commercially viable hydraulic cranes: the three-ton Hydracrane, mounted on a Morris ex-army tipper truck chassis and available with a 2.4, 3.0 or 4.3 metre boom. As the supply of army surplus



vehicles began to dry up, Taylors began building its purpose-built chassis. During the 1950s, the manufacturer developed the Taylor 42, a four-wheel drive Jumbo followed by the Taylor 50 or Jumbo Junior cranes which introduced telescopic booms and one of the first 360-degree hydraulic slewing mechanisms.

In 1959 the business was acquired by the Steel group which also owned Coles Cranes, and quickly merged the company into the Coles' operations, with the Glazebury plant becoming the production base for Coles Hydra telescopic cranes, Taylor Speedcrane yard cranes, and Coles Rough Terrains.



After the sale to Steels, Taylor went on to set up other businesses, including Cheswick & Wright, and Lathom Engineering - which produced exhaust silencers for many British car manufacturers.

Taylor's grandson, Paul Taylor, said: "We will remember Alan as a wonderful man who was giving, caring and always wanted to make sure that his family was okay. Having been taken into hospital he was calling everyone on Thursday when he seemed to be getting better and was looking forward to coming home. It was such a shame when Covid-19 caught up with the following morning."

*A popular Matchbox toy made the Taylor Jumbo into a well known name in the UK.*



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# Whats on?

## 2020

### JDL Expo

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



### Samoter

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



### Bauma China 2020

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



### Baumag

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



## 2021

### The ARA Show 2021

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



### Bauma Conexpo India

February 23-26, 2021  
The bauma/Conexpo exhibition in India  
Delhi, India  
Tel: +49 89 949-20255  
www.bcindia.com



### IPAF Summit and awards dinner

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



### SC&RA Annual Conference

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



### Intermat 2021

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



### Vertikal Days 2021

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



### Bauma CTT 2021

May 25-28, 2021  
Russian construction equipment  
exhibition. Moscow, Russia  
Tel: +4989 94922-339  
www.bauma-ctt.ru



### Smopyc 2021

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



### Interschutz 2021

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



### Apex 2021

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



### HIANZ - Conference 2021

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



### HCEA International Convention and Old Equipment Exposition

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



### Platformers' Days 2021

10 to 11. September  
German access and lifting show  
Karlsruhe, Germany  
Tel: +49 721 3720 5096  
www.platformers-days.de



### PASMA Conference 2021

15-16 September  
Free conference from the scaffold tower  
association Nottingham, United Kingdom  
+44 (0) 345 230 4041  
www.pasma.com.uk/conference



### ICUEE /Demo Expo

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



### Liftex/LEEA conference

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



### CICA Conference 2021

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



## 2022

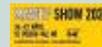
### The ARA Show 2022

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



### Mawev

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



### Bauma 2022

April 4 -10th World's largest  
construction equipment exhibition,  
Munich, Germany  
Tel: +49 (0) 89 51070  
www.bauma.de



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## Mobile Crane Technician seeks new challenge

I am Johan Kuiper, a qualified BMW trained motor mechanic, aged 32 with a diploma in mechanical engineering, and have also attended and completed rigging and lift planning courses.

Since 2013 I have worked with Crane Load Tech (Manitowoc Grove) responsible for -Servicing, troubleshooting and repairs on mobile crane mechanical, electrical and hydraulic components.

Also worked on:

- Repairs and adjustments to crane safety devices.
- Boom repairs and rebuilds.
- Complete crane rebuilds.
- Re-sealing hydraulic cylinders.
- Load testing
- Rigging setting up cranes
- Installing hoist ropes
- Crane inspections and load testing.

And have also operated mobile and overhead cranes and forklifts,

In the past year and up until March, I have worked as a mobile crane technician with ECCO Cranes where my duties and responsibilities were similar, but also included telehandlers and other vehicles.

I am fluent in English and Afrikaans, am hardworking, honest, punctual, responsible, independent, eager to learn and a quick learner.

I am currently based in South Africa and can be contacted via email at [kuiperjohan@rocketmail.com](mailto:kuiperjohan@rocketmail.com) or telephone +27 78 222 8622.



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- Provide back-up support in other areas and depots.
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Andy Burt *Managing Director*  
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# Online Directory [www.vertikal.net](http://www.vertikal.net)

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## Access Equipment Manufacturers

The Access Platform Company	<a href="http://www.accessplatformcompany.co.uk">www.accessplatformcompany.co.uk</a>
Ascendant Access	<a href="http://www.ascendantaccess.com">www.ascendantaccess.com</a>
Aichi	<a href="http://www.aichi-corp.jp">www.aichi-corp.jp</a>
AIRO	<a href="http://www.airo.com">www.airo.com</a>
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ATN	<a href="http://www.atnplatforms.com">www.atnplatforms.com</a>
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Biljax	<a href="http://www.biljax.com">www.biljax.com</a>
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Bravi	<a href="http://www.bravisol.com">www.bravisol.com</a>
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CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
CMC	<a href="http://www.cmclift.com">www.cmclift.com</a>
Co.Me.I	<a href="http://www.officinecomet.it">www.officinecomet.it</a>
CPL	<a href="http://www.cumberlanduk.co.uk">www.cumberlanduk.co.uk</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
DENKA-LIFT	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Dingli	<a href="http://www.cndingli.com">www.cndingli.com</a>
Easylift	<a href="http://www.easy-lift.it">www.easy-lift.it</a>
Falck Schmidt	<a href="http://www.tcalift.com">www.tcalift.com</a>
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Genie	<a href="http://www.genielift.com">www.genielift.com</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
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Instant UpRight	<a href="http://www.instantuprightlifts.com">www.instantuprightlifts.com</a>
Isoli	<a href="http://www.isoli.com">www.isoli.com</a>
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JCB	<a href="http://www.jcb.com">www.jcb.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Klaas	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>
Klubb France	<a href="http://www.klubb-france.fr">www.klubb-france.fr</a>
Ladder Safety Devices	<a href="http://www.laddersafetydevices.co.uk">www.laddersafetydevices.co.uk</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
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Niftylift	<a href="http://www.niftylift.com">www.niftylift.com</a>
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Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
PB Liftechnik	<a href="http://www.pbgmbh.de">www.pbgmbh.de</a>
Platform Basket	<a href="http://www.platformbasket.com">www.platformbasket.com</a>
Power Towers	<a href="http://www.powertowers.com">www.powertowers.com</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Runshare	<a href="http://www.runshare.net">www.runshare.net</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Sinoboom Intelligent Equipment	<a href="http://www.sinoboom.com">www.sinoboom.com</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Skyking	<a href="http://www.skyking.co.uk">www.skyking.co.uk</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Socage	<a href="http://www.socage.it">www.socage.it</a>
SUP	<a href="http://www.supelefant.com">www.supelefant.com</a>
TCA Lift	<a href="http://www.tcalift.com">www.tcalift.com</a>
Teupen	<a href="http://www.teupen.com">www.teupen.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
UTS Sales & Repairs	<a href="http://www.towersandpodiums.co.uk">www.towersandpodiums.co.uk</a>
Versalift distributors (UK)	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>

## Scaffold Towers

CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
Eurotowers	<a href="http://www.eurotowers.co.uk">www.eurotowers.co.uk</a>
Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Lyte Industries	<a href="http://www.lyteladders.co.uk">www.lyteladders.co.uk</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Youngman	<a href="http://www.youngman.com">www.youngman.com</a>

## Mastclimbers & Hoists

Adastra Access	<a href="http://www.adastra-access.co.uk">www.adastra-access.co.uk</a>
Alimak-Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
GB Access	<a href="http://www.gbaccess.co.uk">www.gbaccess.co.uk</a>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
Klaas	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>
SAE Climber	<a href="http://www.saeclimber.com">www.saeclimber.com</a>
SGB	<a href="http://www.sgb.co.uk">www.sgb.co.uk</a>
LTC Hoists Division	<a href="http://www.lfchoists.co.uk">www.lfchoists.co.uk</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## Specialist Scaffolding

Advance Scaffolding (SW)	<a href="http://www.advancedscaffoldingltd.co.uk">www.advancedscaffoldingltd.co.uk</a>
SGB	<a href="http://www.sgb.co.uk">www.sgb.co.uk</a>

## Platform Rental

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

## Notified Body

Powered Access Certification	<a href="http://www.pac.co.uk">www.pac.co.uk</a>
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## New & Used Platforms

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

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

## Special/Bespoke Access & Lifting Solutions

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

## Special & Niche Access

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

## Special Lift & Transport Equipment

Arnold Schwerlast GmbH & Co.KG	<a href="http://www.arnold-schwerlast.de">www.arnold-schwerlast.de</a>
Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Heavy Transport/Abnormal Loads

Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
S.A. Smith	<a href="http://www.sa-smith.co.uk">www.sa-smith.co.uk</a>

## Self-Propelled Modular Transporters

Collett & Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	<a href="http://www.dieci-telehandlers.co.uk">www.dieci-telehandlers.co.uk</a>
Genie	<a href="http://www.genielift.com">www.genielift.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

## New & Used Telehandlers

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

## Telehandler Rental

ABBA	<a href="http://www.abbaplantire.co.uk">www.abbaplantire.co.uk</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS Powered Access	<a href="http://www.jms.co.uk">www.jms.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplantire.co.uk">www.mrplantire.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

## Site Safety Audits

Access Safety Management	<a href="http://www.accesssafety.co.uk">www.accesssafety.co.uk</a>
Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>

## Industry Associations

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
CICA	<a href="http://www.cica.com.au/">www.cica.com.au/</a>
CISRS	<a href="http://www.cisrs.org.uk">www.cisrs.org.uk</a>
CPA	<a href="http://www.cpa.uk.net">www.cpa.uk.net</a>
EWPA	<a href="http://www.ewpa.com.au">www.ewpa.com.au</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
OSHA	<a href="http://www.osha.gov">www.osha.gov</a>
PASMA	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

## Crane Manufacturers

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

## Lorry/Truck Loader Cranes

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Effer	<a href="http://www.effer.it">www.effer.it</a>
Ernest Doe & Sons Ltd.	<a href="http://www.hiab.com">www.hiab.com</a>
Hiab	<a href="http://www.ernestoeloaidercranes.com">www.ernestoeloaidercranes.com</a>
Palfinger	<a href="http://www.palfinger.com">www.palfinger.com</a>
Penny Hydraulics	<a href="http://www.pennyhydraulics.com">www.pennyhydraulics.com</a>
PM Cranes	<a href="http://www.pm-group.eu">www.pm-group.eu</a>

## New & Used Cranes

AGD Equipment	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Cotec Oy	<a href="http://www.cranefi">www.cranefi</a>
Cranes4Cranes	<a href="http://www.cranes4Cranes.com">www.cranes4Cranes.com</a>
Cranes UK	<a href="http://www.cranesuk.net">www.cranesuk.net</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
Delden Cranes	<a href="http://www.deldencranes.co.uk">www.deldencranes.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
Ernest Doe & Sons Ltd.	<a href="http://www.ernestoeloaidercranes.com">www.ernestoeloaidercranes.com</a>
High Sparks TCS	<a href="http://www.highsparks.co.uk">www.highsparks.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
Jones-Iron Fairy	<a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>
M. Stemick	<a href="http://www.stemick-krane.de">www.stemick-krane.de</a>
NRC	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
P.V. Adrighem BV	<a href="http://www.adrighem.com">www.adrighem.com</a>
Rivertek Services	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Utility Equipment	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>

## Heavy Lifting Equipment

Lifting Gear UK	<a href="http://www.lifting-equipment.co.uk">www.lifting-equipment.co.uk</a>
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## Furniture Hoists

Böcker	<a href="http://www.boecker.de">www.boecker.de</a>
The Furniture Hoist Co	<a href="http://www.furniturehoists.co.uk">www.furniturehoists.co.uk</a>
Utility Equipment	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>

## Crane Hire

AB2000	<a href="http://www.ab2000.co.uk">www.ab2000.co.uk</a>
ABBA	<a href="http://www.abbaplanthire.co.uk">www.abbaplanthire.co.uk</a>
Ainscough	<a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>
Berry Cranes	<a href="http://www.berrycranes.co.uk">www.berrycranes.co.uk</a>
Bob Francis Crane Hire	<a href="http://www.bobfranciscranehire.co.uk">www.bobfranciscranehire.co.uk</a>
Bryn Thomas Cranes	<a href="http://www.brynthomascranes.com">www.brynthomascranes.com</a>
Cadman Cranes	<a href="http://www.cadmancranes.com">www.cadmancranes.com</a>
Cork Crane Hire (Liverpool)	<a href="http://www.corkcranehire.com">www.corkcranehire.com</a>
Crane Hire Ltd	<a href="http://www.cranehireltd.com">www.cranehireltd.com</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Delden Cranes	<a href="http://www.deldencranes.co.uk">www.deldencranes.co.uk</a>
Emerson	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
Graham Jones Cranes	<a href="http://www.grahamjonescranes.co.uk">www.grahamjonescranes.co.uk</a>
High Sparks TCS	<a href="http://www.highsparks.co.uk">www.highsparks.co.uk</a>
J&M Crane Hire	<a href="http://www.jandmcranehire.co.uk">www.jandmcranehire.co.uk</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>
McNally crane hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
NRC	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Port Services Heavy Crane division	<a href="http://www.portservices.co.uk">www.portservices.co.uk</a>
Sangwin	<a href="http://www.sangwin.co.uk">www.sangwin.co.uk</a>

## Mini Crane Hire

A Mini Crane Hire	<a href="http://www.aminicranehire.co.uk">www.aminicranehire.co.uk</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Emerson	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
GGR	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Height for Hire	<a href="http://www.heightforhire.com">www.heightforhire.com</a>
Hire Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Lift Limited	<a href="http://www.liftminicranehire.co.uk">www.liftminicranehire.co.uk</a>

NRC	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>

## Self Erecting Tower Cranes

Bryn Thomas Cranes	<a href="http://www.brynthomascranes.com">www.brynthomascranes.com</a>
Cork Crane Hire	<a href="http://www.corkcranehire.com">www.corkcranehire.com</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>

## Tower Cranes

High Sparks TCS	<a href="http://www.highsparks.co.uk">www.highsparks.co.uk</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>

## Heavy Lift Management

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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## Heavy Lift Planning & Risk Analysis

A1A Software	<a href="http://a1asoftware.com">a1asoftware.com</a>
DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
HLC Consulting	<a href="http://www.hlconsulting.com">www.hlconsulting.com</a>

## Ancillary Equipment

TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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## Auction Houses

Ritchie Brothers	<a href="http://www.rbuction.com">www.rbuction.com</a>
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## Battery Suppliers & Manufacturers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>
Platinum International	<a href="http://www.platinuminternational.com">www.platinuminternational.com</a>

## Load Cells & Load Monitoring Systems

MSL Oilfield Services Ltd	<a href="http://www.msluk.net">www.msluk.net</a>
PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>

## Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
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## Generator Sales & Rental

Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
JMS Powered Access	<a href="http://www.jms.co.uk">www.jms.co.uk</a>

## Insurance

Specialist Insurance	<a href="http://www.finchgroup.net">www.finchgroup.net</a>
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## Online Technical Help

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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## Outrigger Pads, Mats & Roadways

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

## Component Suppliers

Cone Drive	<a href="http://www.conedrive.com">www.conedrive.com</a>
PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
UE Components	<a href="http://www.ue-components.com">www.ue-components.com</a>

## Parts & Service Suppliers

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

## Innovations

Aerial & Handling Services Ltd	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
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## Recruitment

Vertikal.Net	<a href="http://www.vertikal.net/en/recruitment">www.vertikal.net/en/recruitment</a>
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## Rental Management Software

Higher Concept Software	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
Inspire	<a href="http://www.inspire.com">www.inspire.com</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>

## Replacement Filters

Plant Filters	<a href="http://www.plantfilters.co.uk">www.plantfilters.co.uk</a>
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## Safety Equipment

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
Airtek equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
Heaton Trestle Handrail System	<a href="http://www.heatonproducts.co.uk">www.heatonproducts.co.uk</a>
Heaton Scaffold Towers	<a href="http://www.heatonproducts.co.uk">www.heatonproducts.co.uk</a>
Live Line Defender	<a href="http://www.livelinedefender.com">www.livelinedefender.com</a>

Load Systems UK Ltd	<a href="http://www.loadsystems.com">www.loadsystems.com</a>
Mantracourt Electronics	<a href="http://www.wirelessensorsystem.com">www.wirelessensorsystem.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
SMIE	<a href="http://www.smie.com">www.smie.com</a>

## Software

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
inspire	<a href="http://www.inspire.com">www.inspire.com</a>
Matusch GmbH	<a href="http://www.matusch.de">www.matusch.de</a>
MCS Rental Software	<a href="http://www.mcsrentalssoftware.com">www.mcsrentalssoftware.com</a>
vWork	<a href="http://www.vworkapp.com">www.vworkapp.com</a>

## Structural Repairs

Avezaat Cranes	<a href="http://www.avezaat.com">www.avezaat.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
John Taylor Crane Services	<a href="http://www.jtcranes.co.uk">www.jtcranes.co.uk</a>

## Training Associations & Networks

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
AWPT	<a href="http://www.awpt.org">www.awpt.org</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
Pasma	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

## Training Centres & Trainers

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

## Safety Training

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Emerson	<a href="http://www.emersontrainingservices.co.uk">www.emersontrainingservices.co.uk</a>
Height for Hire	<a href="http://www.heightforhire.com">www.heightforhire.com</a>

## Training Services

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

## Training Simulators

CM Labs	<a href="http://www.cm-labs.com">www.cm-labs.com</a>
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## Crane Attachments

Kinshofer	<a href="http://www.kinshofer.com">www.kinshofer.com</a>
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## Wire Rope & Cable

Rope and Sling	<a href="http://www.ropeandsling.co.uk">www.ropeandsling.co.uk</a>
Teufelberger Seil	<a href="http://www.teufelberger.com">www.teufelberger.com</a>
TMC Lifting	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Casar	<a href="http://www.casar.de">www.casar.de</a>

## Winches & Hoists

Rotzler	<a href="http://www.rotzler.com">www.rotzler.com</a>
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## Tyre Suppliers

Mitas Tyres	<a href="http://www.mitas-tyres.com">www.mitas-tyres.com</a>
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## Traffic Management

Atlas Traffic Management	<a href="http://www.atlatm.co.uk">www.atlatm.co.uk</a>
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## Technical & Safety Consultancy

Access Safety Management	<a href="http://www.accesssafety.co.uk">www.accesssafety.co.uk</a>
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## Site Safety Audits

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[www.timbermat.co.uk](http://www.timbermat.co.uk)



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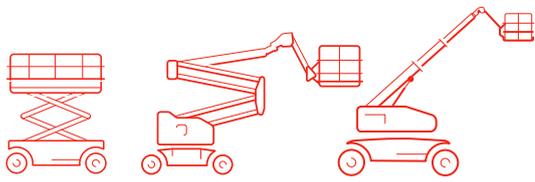
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