

# cranes & access

March 2019 Vol.21 issue 2

## Mastclimbers & hoists

## Telescopic crawler cranes

## Bauma preview 2

## Vertikal Days preview

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KOBELCO CONSTRUCTION  
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AFRICA FZCO  
Sharjah, U.A.E.  
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KOBELCO CONSTRUCTION  
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KOBELCO INTERNATIONAL (S)  
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Tel: +65-(0)6268-1308  
hirakawa.takemichi@kobelco.com

KOBELCO CONSTRUCTION MACHINERY  
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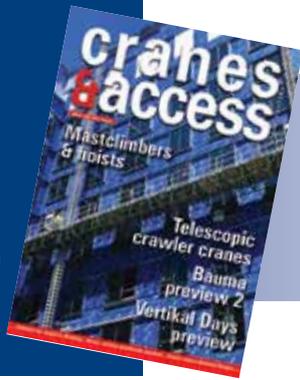
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KOBELCO CONSTRUCTION MACHINERY  
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SOUTH AFRICA  
Tel: +44-(0)1342-301122  
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## On the cover:

A Hydro Mobile P series mastclimber owned by crane and access rental contractor Marr on a job in Boston. The twin mast set-up has a platform length up to 25.4 metres and platform capacity of up to 5,000kg.



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## 25 Telescopic crawler cranes



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

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

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## Mastclimbers and hoists 17

Mastclimbers are still the exception rather than the norm when it comes to the selection of work at height equipment for façade work - despite being the most convenient, safest and efficient access platform for the vast majority of the larger contracts. We take a look at the latest products and developments.



## Telescopic crawler cranes 25

Telescopic crawler cranes are becoming increasingly popular and in many places the crawler crane of choice when it comes to cranes under 100 tonnes.

Contractors are increasingly appreciating their quick and easy set-up, ability to retract the boom at night and their pick & carry capability.



## In the next C&A

The next issue (April/May) of Cranes & Access scheduled for early May will feature the Vertikal Days show guide, a review of Bauma, Tower cranes and Boom lifts. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

## Bauma final preview 33

With Bauma just weeks away, our second bauma preview covers more of the new products that are due to be launched at the show.



## Vertikal Days preview 43

Returning for its second year at Donington Park, Vertikal Days will take place on May 15th and 16th and is set to be bigger than ever. We cover some of the new product launches and a take a look at a good cross section of exhibitors.



## ARA show review 55

The ARA Show was held in Anaheim California last month, the first time it has been held on the west coast since 2003. While there were a good number of new products on show, most companies focused on new technology, from advanced telematics to new Apps. We take a look at some of the highlights.



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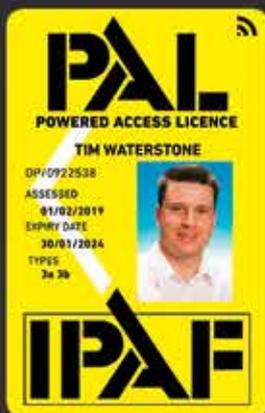
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## Editorial team

Mark Darwin - Editor  
editor@vertikal.net

## Associate editors

Rüdiger Kopf (Freiburg)  
Alexander Ochs (Freiburg)  
Leigh Sparrow

## Reporter

Sam Pickering

## Sales & customer support

Pam Penny  
Clare Engelke  
Karlheinz Kopp

## Production/Administration

Nicole Engesser

## Subscriptions

Lee Sparrow

## Publisher

Leigh Sparrow

## Advertising sales

### UK-based

Pam Penny pp@vertikal.net  
Tel: +44 (0)7917 155657  
Clare Engelke ce@vertikal.net  
Tel: +44 (0)7989 970862

### Germany-based

Karlheinz Kopp khk@vertikal.net  
Tel: +49 (0)761 89786615

### Italy

Fabio Potestà,  
Mediapoint,  
Corte Lambruschini,  
Corso Buenos Aires 8, V Piano-Interno 7,  
I-16129 Genova, Italy  
Tel: 010 570 4948 Fax: 010 553 0088  
email: mediapointsrl.it

### The Vertikal Press

PO box 6998 Brackley NN13 5WY, UK  
Tel: +44(0)8448 155900  
Fax: +44(0)1295 768223  
email: info@vertikal.net  
web: www.vertikal.net

### Vertikal Verlag

Sundgaullee 15, D-79114,  
Freiburg, Germany  
Tel: 0761 8978660 Fax: 0761 8866814  
email: info@vertikal.net  
web: www.vertikal.net



## Consolidation - the good, the bad and the ugly?

The past few years have seen an increasing number of acquisitions - from both manufacturers and rental companies - the latest being Tadano's agreement to acquire the Demag mobile crane business from Terex.

News of such acquisitions can set alarm bells ringing with suppliers and employees for obvious reasons, but also with customers concerned over less choice, the loss of some favoured products, a change of local contacts and higher prices.

The coming together of Demag and Tadano leaves three major European manufacturers of All Terrain cranes and will have a more significant impact on European and North American crane buyers who rarely consider suppliers outside of Europe, the USA or Japan. In other markets buyer have rarely had more choice of crane or aerial work platform manufacturers, given the rapid growth and development of Chinese manufacturers.

The acquisition, however, might just encourage companies such as Kato - which re-entered the European market with three city cranes in 2015 - to step up activities in Europe and the USA. Kato will unveil the new 100 tonne AT KA1000Rx All Terrain at Bauma. Designed for the Asian market, it could do well in Europe as many of its components are European including an EU Stage IV diesel.

The choice of crawler cranes is not affected given there is no overlap between the Tadano and Demag crawler crane lines - in fact they are complementary - but also most crawler cranes are now built in Asia by Kobelco, Hitachi Sumitomo, Sany, XCMG, Zoomlion and others.

At one time it looked as if the global aerial work platform market would be dominated by Genie and JLG, but in recent years companies such as Skyjack, Haulotte and Niftylift have increased their market shares, as have several smaller companies. More recently an increasing number of Chinese producers such as Dingli, Sinoboom, and LGMG have made substantial inroads in Europe and North America.

In the rental market consolidation has always been a factor with the last big wave seeing United Rentals 'roll-up' the US general rental market, while Ainscough Crane Hire was the latest to try and 'consolidate' the UK crane rental market to create a dominant national supplier. As with others before, it has struggled to maintain the position it created through acquisitions. It can also be argued that United only survived the financial crisis through creative accounting that was not discovered until after the market picked up. It has since gone on to become an \$8 billion business, but one that appears to require ever larger acquisitions to maintain its lead.

A reduction in the number of competitors in a market can be a catalyst for start-ups to flourish, while stimulating growth of smaller players as they exploit the confusion and uncertainties typically caused by mergers. Perhaps the Tadano Demag deal will encourage companies such as Link-Belt or Kato to expand their horizons? Far from restricting the market, acquisitions can result in more choice over the longer term.

Mark Darwin

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

## Vertikal Press

MEMBERS OF:



ISSN: 1467-0852

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# Tadano to acquire Demag

Tadano is to acquire the Demag mobile crane business from Terex, which is also ending production of mobile cranes in the USA. Tadano is paying \$215 million in an equity purchase deal for the Demag manufacturing facilities in Zweibrücken, Germany along with a number of subsidiaries including Terex Cranes Germany, Terex Scandinavia, Terex Cranes Spain, Terex Cranes UK, Terex France, Terex Cranes Real Estate - France, Terex Cranes Real Estate - Germany and Demag IP Holdings.



The transaction is expected to close mid-year subject to regulatory approvals. Terex will continue to manufacture tower and Rough Terrain cranes in Italy while the Franna pick & carry crane business in Australia joins the Terex Materials Processing business and Terex Utilities becomes part of Genie/Terex AWP.

Terex chief executive John Garrison said: "The dedicated Demag Mobile Cranes team members have made significant contributions to Terex and the crane industry. The sale is based on strong industrial logic, as the Demag Mobile Cranes business will become part of a global crane company with complementary products and capabilities. We are pleased to have entered into this agreement with Tadano, a strategic buyer who values the Demag Mobile Cranes brand, technology, distribution network and team members."



# Two new Kato cranes

Kato will launch two brand new cranes at Bauma, the first time the company has exhibited at the international show since 1998.



The Kato CR-250R-V

The first unit, a 25 tonne city type All Terrain crane is a replacement for the current CR250. Built for the European market, the new CR-250R-V features a 29 metre main boom and a 5.7 metre telescopic offsettable jib, while a standard 8.5 tonne searcher hook is also included. Power comes from a Stage V Cummins diesel while a 360 degree camera system and anti-lock braking are standard. The first units expected to arrive in Europe later this year.

The second crane is a four axle, 100 tonne All Terrain, designed initially for the Asian market. The KA1000Rx features a 51.3 metre six section main boom and an 8.8 to 20.4 metre telescopic luffing extension. The crane is fitted with a Stage IV Mercedes diesel and includes an anti-lock braking system as standard.

The 100 tonne KA1000Rx All Terrain



# LGMG opens US operation

Chinese aerial lift and construction equipment manufacturer Lingong Group/LGMG has set up a new US subsidiary, LGMG North America.

The new operation - which according to LGMG senior executives is a wholly owned subsidiary - is based in Chambersburg, Pennsylvania and has been established in close cooperation with ex JLG president Craig Paylor who also owns National Truck Body Solutions (NTBS) of Greencastle Pennsylvania - the Jerr-Dan and IMT dealer - and access industry veteran Rusty Kaylor who is director South East, while Dan Bishop of NTBS is operations director. The fourth member of the team is finance director Sean Goa who has ties with the parent company in China. The company made its debut at the ARA Show last month and has already imported several hundred new slab electric scissor lifts ready for immediate delivery.

# And JLG files legal complaint

When LGMG established its new US operation, JLG filed a \$2 million legal complaint, claiming that LGMG had violated its trademark orange and cream colour scheme and was planning to sell them in the USA.

It demanded that not only should the company stop using its colours, but that it should also repaint all the machines it had already delivered. LGMG says that on receiving the legal complaint it immediately changed its official colour scheme to the red/orange livery seen at the ARA Show. A short injunction was granted and this has been extended until the end of March to give defendants time to respond properly.



Last year's livery



The new colours

# Ainscough loses CEO

Janet Entwistle, the chief executive of the UK's largest crane company - Ainscough Crane Hire - has resigned and left the company. The surprise move came on Friday 15th March. She joined the company in September 2016 following the resignation of Robin Richardson. Entwistle is also chairman of the Crane Interest Group at the UK's crane rental association, the CPA.



Janet Entwistle

# Fraco acquires Saltec/Torgar

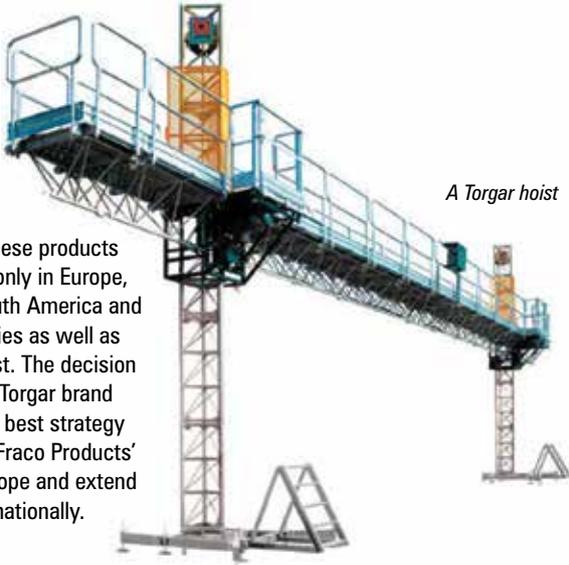


Canadian mastclimber manufacturer Fraco has acquired Spanish mastclimber and hoist manufacturer Saltec/Torgar. The deal includes all products marketed under the Torgar brand including construction hoists, mastclimbing work platforms and transport platforms along with Saltec's 10,000 square metre production facility in Zaragoza, Spain. Fraco says that the acquisition will allow it to increase production capacity and accelerate its planned manufacturing activities in Europe.

The move follows Fraco's recent agreement to merge its subsidiaries in the UK and France - Fraco UK and Fraco Sasu - with Spanish sales and rental company Turboiber Elevación.

Torgar was established in the 1950s, to make wheelbarrows and concrete mixers turning its attention to hoists and mastclimbers during the 1960's and 70's.

Fraco joint president Julie Rainville said: "The reputation of the Torgar brand is well established, these products are found not only in Europe, but also in South America and African countries as well as the Middle East. The decision to acquire the Torgar brand represents the best strategy to strengthen Fraco Products' position in Europe and extend its reach internationally.



A Torgar hoist

## New Link-Belt RT

Link-Belt will unveil a new 110 tonne two axle Rough Terrain crane at Bauma, the 120 RT. The new crane features a six section 50 metre pin & latch boom, topped by a 10.7 to 17.7 metre bi-fold swingaway with manual offsets of 15, 30 or 45 degrees. Two additional 4.9 metre lattice inserts take the maximum tip height to 79.8 metres. The crane weighs 56.5 tonnes including its 13.2 tonne hydraulically removable counterweight. Power comes from a Cummins Stage V/Tier IV diesel, while both axles have four link suspension. Access to the carrier deck is possible from six points around the crane.

Link-Belt's V-CALC - Variable Confined Area Lifting Capacities - system features 81 different outrigger configurations. Once the outriggers are set, the crane's Pulse 2.0 system calculates the crane's capacity for that particular configuration. The winches have a line pull of 10,700kg and feature extra wide drums. The new operator's cab has 20 degrees of tilt, a van-type pop out/sliding door, single axis electronic joystick controllers built into the seat and an automotive style heating/air conditioning system. The 120RT weighs 42.85 tonnes without the counterweight and has an overall height of 3.91 metres.



The new Link-Belt 120T

## Hyva enters platform market

Loader crane manufacturer Hyva is to offer a range of 30 truck mounted lifts through its dealer network. The company is rebadging CTE truck mounts in two ranges - the AT telescopic with working heights from 15 to 28 metres and AZ articulated models from 13 to 29 metres.

A pick-up mounted platform will also be available. The first unit is the 20 metre AZ20.3 (CTE Zed 20.3 HV) and platforms will be sold through Hyva's global distributors.



A Hyva AZ20.3

## Custom Equipment goes higher

US low level platform specialist Custom Equipment has revamped its Hybrid scissor lift range and launched a new 16ft self-propelled micro scissor lift - the ZT1630 - its highest model to date. The new model has a working height of almost seven metres and can turn within its own length - ZT = Zero Turning radius. It is intended as an alternative to 16ft mast type lifts but the ZT1630 is 200mm longer, but this difference can be eliminated by unbolting the step.

The major benefit of a scissor lift is its platform size and given that the mast does not intrude into the platform the difference can be greater than the dimensions suggest. What is surprising is that the ZT1630 is lighter than the two 16ft mast lifts we have compared it with. Key features on this size of lift are weight and overall length, ideally machines should be under 1,000kg/2,200lbs with an overall length of under 1.4 metres.



Custom's new ZT1630

Manufacturer	Custom	Snorkel	Skyjack	Dingli	Bravi
Model	ZT1630	TM16E	SJ16	JCPT0708	Lui 460
Work height	6.9m	6.9m	6.58m	7.5m	6.62m
Platform size	1.4 x 0.61m	0.96 x 0.76m	0.93 x 0.69m	1.37 x 0.70m	1.56 x 0.68m
Ext'd platform	2.16m	1.4m	N/A	1.98m	2.37m
Overall length	1.57m	1.37m	1.37m	1.52m	1.56m
Overall width	762mm	762mm	770mm	810mm	760mm
Platform capacity	250kg	227kg	227kg	230kg	280kg
GVW	934kg	1,102kg	966kg	1,200kg	1,250kg

# GSR Euro 6 chassis

Italian truck mounted lift manufacturer GSR has mounted its 20 metre B200PX model on a 3.5 tonne Mercedes MB311 Euro 6 Sprinter chassis. The B200PX features a dual sigma type riser, topped by a two section telescopic boom providing 8.7 metres of outreach with an unrestricted platform capacity of 300kg.

The new Sprinter chassis is the only 3.5 tonne vehicle chassis complying with Euro 6 D-Temp standards which will come into effect at the end of August. The company says that by that time all its 3.5 tonne truck mounted lifts will be available on the Mercedes chassis.

GSR B200PX on Mercedes MB311 chassis



# Lithium option for Genie scissors

Genie has introduced a lithium ion battery pack option for its slab electric scissor lift range. The company says the benefits include faster, more efficient charging to 100 percent capacity, minimal maintenance, superior cold weather performance and the ability to maintain a full charge longer when not in use. Battery run time between charges is similar to the current lead acid battery pack. The battery is fully compatible with the Delta-Q charger, Genie Lift Connect telematics and Genie Tech Pro Link device connections.

Product manager Mike Flanagan said: "The new Genie lithium ion battery option is made up of a Lithium Iron Phosphate mixture, a proven battery chemistry well suited for the performance required in demanding rental applications and jobsite environments. To further enhance their performance, the design incorporates battery heaters to provide reliable, consistent operation in temperatures down to minus 29 degrees Celsius."



The new Genie lithium ion battery

# 40ft Snorkel boom

Snorkel has launched the production version of its 40ft 400S telescopic boom lift - the final unit in its four model mid range boom line.

The 400S has up to 10 metres outreach with a platform capacity of 272kg, or 8.5 metres with its maximum platform capacity of 454kg. Standard features include 4x4 drive, an oscillating axle and 360 degree continuous slew. Total weight is 7.5 tonnes and power comes from a Deutz Tier 4 Final diesel.



The Snorkel 400S

# New MEC platforms

MEC has unveiled new compact Rough Terrain scissor lift models, the 33ft 3369 RT and 40ft 4069RT, both of which can be ordered in either battery electric or diesel versions. The company has also launched two new straight telescopic boom lifts with articulated jibs - the 45ft 45-J and 65ft 65-J.



The new MEC 45-J



The MEC 4069RT

# Baloo Hire acquired

Northern Irish rental company Baloo Hire has been acquired by Sammons Enterprises the owner of Briggs Equipment. Although there has not been an official release as we went to press, employees have been informed, and it is believed it will complete next month.

Baloo - owned by majority shareholder managing director Dan McCaffrey - was established in May 1987. Revenues to the end of March 2018 were in the region of £11.6 million with a pre-tax profit of £2.9 million. The company operates from five locations in Northern Ireland - Belfast, Bangor, Lisburn, Ballyclare and Glenavy - and one in Dublin, but we understand that the Dublin operation is not included in the deal.



# New HQ for Aertssen Machinery Services (UAE)

Belgian international heavy lift and haulage specialist Aertssen has opened a new Abu Dhabi office for its Aertssen Machinery Services operation.

The 2,000 square metre complex features office space, workshops and warehouses, and will be the new headquarters for the company's regional crane division. Over 250 customers, suppliers and employees attended an opening ceremony earlier this month.





This year's award winners

## Lifetime Achievement Award for John L Grove

The IPAF International Awards for Powered Access were presented earlier this month at the annual awards dinner following the IPAF Summit in Dubai, UAE and included a posthumous award for Grove pioneer and JLG founder John L Grove.

The full list of winners is as follows:

**Lifetime Achievement Award:** John L Grove

**IPAF President's Award:** Jean Harrison of IPAF

**Product of the Year - Vehicle/trailer-mounted:** Bronto Skylift's 35 metre S35EM truck mount.

**Product of the Year - Scissor Lifts and Vertical Masts:** Hybeko Tunnel 3390 RT scissor lift

**Product of the Year - Self-propelled Booms & Atrium Lifts:** Almac Jibbi 1250 Evo tracked boom.

**Product of the Year - Mast Climbing Work Platforms/Hoists:** Alimak Mammoth TM

**Innovative Technology award:** Skyjack Elevate On App

**Training Instructor of the Year:** Charlie Ellis of Nationwide Platforms, UK

**Training Centre of the Year:**

ALS Safety, UK

**Contribution to Safe Working at**

**Height:** Proud2bsafe, UK

**Powered Access Pioneer:**

Dingli, China

**Digital Development Award:** JLG for

its BIM library

**Access Rental Company of the Year:**

A-Plant, UK



Outgoing president Nick Selley presents the Presidents Award to Jean Harrison of IPAF.

Next year's Summit and awards dinner will be held in London, UK on April 23rd.

## Power Towers for Loxam Netherlands

Loxam Netherlands has purchased a fleet of Power Towers Pecolift manually powered lifts and Nano SP self propelled models, along with a number of the original 5.1 metre Power Tower push around lift.

The Pecolift has no hydraulics or batteries - being manually powered - and has a working height of 3.5 metres. The Nano SP has a 1.2 metre by 750mm footprint, weighs 478kg and offers a 4.5 metre working height, with 200kg capacity and a 1.5 metre extended platform.



(L-R) Jonathan Dawson of Power Towers with Marc Haverschmidt and Danny Wesselius of Loxam Nederland and Rob Tuithof of Power Towers

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**Warehouse:** via E. Fermi, 2  
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**Tel:** +39 0464 48.50.50  
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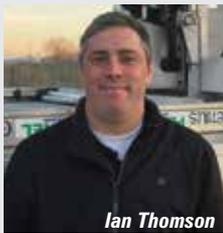


# Multitel confirms UK operation

Italian truck mounted and spider lift platform manufacturer Multitel Pagliero has confirmed the opening of its new UK direct sales and service operation. The UK has become one of the most important markets for Multitel, thanks to its long time dealer Access Industries, which is owned by Melvyn Else, who has worked closely with the factory for many years.



Greg Moore



Ian Thomson

The new venture will be managed by Greg Moore as UK & Ireland account manager, with service managed by Ian Thomson. The transfer is due to be completed by April, with Else assisting on a consultancy basis for up to two years.



## First Dutch JLG H800AJ

Dutch rental company XTRA Materieel has taken delivery of the first 80ft H800AJ hybrid Rough Terrain articulated boom lift in the Netherlands. The H800AJ combines a full battery pack with a small diesel with the same performance as the regular machine.



Erik Westerhof of XTRA Materieel (L) and Wilco Stout of Riwal.

## Socage for Hoogwerkt

Dutch rental company Hoogwerkt is adding at least 60 Socage truck mounted platforms to its fleet, starting with equal numbers of the 20.5 metre 21DJ and 23 metre 23T. Both platforms are mounted on 3.5 tonne chassis and in keeping with Hoogwerkt's environmental policy, the machines are fully electric.



# JCB gains injunction against Manitou

JCB has been granted a provisional injunction ordering Manitou to stop producing telehandlers featuring an element of its overload system - a device on the rear axle that disengages the system to prevent false readings when travelling with a load over rough ground - which JCB claims infringes a European patent it holds.

The case began in May 2017 concerning two patents. The court ruled that Manitou was not guilty of any infringement of one patent, while the case regarding the other is ongoing. It ordered Manitou to stop using the device while the case proceeds, however Manitou ceased using it in 2017.



## Electric Pick & Carry Cranes

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The first Holland Lift HL330 E14 scissor lift for GE

## Holland Lift deal for GE

General Electric (GE) has placed a £2.2 million order for custom versions of the 102ft Holland Lift HL330 E14 electric scissor lifts. The units have been adapted for use in the construction and maintenance of new valve halls on one of GE's worldwide electrical supply sites and were purchased through UK dealer AJ Access.

*Benito Saporito of Holland Lift hands the unit over to Vicki Allen of AJ Access Platforms.*



## BrandSafway acquires Century Elevators



Suspended platform and scaffold group BrandSafway has acquired Texas-based hoist sales and rental company Century Elevators - the Pega hoist and Böcker dealer. Based in Webster, Texas, Century covers the oil & gas, petrochemical, mining and energy industry, as well as more the more traditional commercial construction and infrastructure markets.



The deal is aimed at increasing Safway's powered access revenues as well as expanding its presence on the Gulf Coast. The company will continue to operate as a standalone business, under the Century Elevators by BrandSafway branding.

## Cargotec restructures Kalmar

Cargotec is to reorganise its reachstacker and port crane manufacturer Kalmar into three divisions: Kalmar Mobile Solutions, Kalmar Automation Solutions and Navis, with the changes due to come into effect early next month.

As part of the change Stefan Lampa has been appointed president of Kalmar Mobile Solutions, while the current president of Kalmar, Antti Kaunonen, becomes president of Kalmar Automation Solutions and Benoit de la Tour continues in his current role as president of Navis. All three will report to Cargotec chief executive Mika Vehviläinen.



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## Profits slide at Haulotte

Haulotte has reported lower operating profits with a slightly improved bottom line, as covered in the last issue. Full year revenues climbed 12 percent to €558 million while operating profit slipped 18 percent to €30.1 million. The negative numbers are due to "unfavourable effects of customer and geographic mix, higher component prices and higher fixed costs resulting from the implementation of the company's new strategic plan." Pre-tax profits however were five percent higher at €22 million. Net debt increased by €63.9 million during the year due to 'planned inventory growth at the end of the year to enable a positive response to the sharp increase in the order book'.



## Manitou profit surge

Manitou has published its full year 2018 results, having released its sales numbers at the end of January. As already reported total revenues were 18 percent higher at €1.88 billion, while pre-tax profits increased 40 percent to €122.5 million. Looking at the divisions Material Handling - telehandlers and access - saw a 31 percent increase in operating profits to just under €100 million. Profits in the Compact Equipment division - Gehl - surged from just €80,000 in 2017 to €9.4 million and finally operating profits from parts and services were five percent higher at €20 million. Net debt almost doubled to €148.1 million.



## Herc moves into the black

US based rental company Herc - previously Hertz Equipment - achieved full year revenues of 1.98 billion 12.7 percent up on the year. Last year's pre-tax loss of €64.4 million was converted into a profit of €68.8 million this year. Fourth quarter revenues were 10.5 percent higher at \$543.7 million while pre-tax profits came in at \$38.3 million, an 81 percent improvement over the same quarter last year.



## Another strong quarter for Ashtead

**Ashtead** has posted 20 percent revenue growth in the third quarter to the end of December. Year to date revenues were 19 percent higher at £3.39 billion, with pre-tax profits 23 percent higher at £850.9 million.

**Sunbelt** revenues improved 20 percent to \$3.76 billion, while operating profits for the period increased 21 percent to \$1.21 billion.

**Sunbelt Canada** saw revenues increase 59 percent to \$256.6 million with a 43 percent hike in operating profit to \$47.4 million.

In the UK **A-Plant** revenues were two percent higher at £360.4 million, but operating profits were almost four percent lower £54.7 million.



## Strong growth for H&E

US-based aerial lift, telehandler and crane distributor and rental company H&E Equipment Services has posted full year revenues 20 percent higher at \$1.24 billion. Pre-tax profits leapt 75 percent to \$104.7 million thanks to the higher volumes and strong revenue mix.



## Kiloutou up 14 percent

French international rental group Kiloutou has reported total revenues for 2018 of €689 million, an improvement of almost 14 percent on 2017. Included in the total are overseas revenues of €95 million almost 33 percent higher on the year.



## Sales pick up at Terex Cranes

Terex Cranes has reported a 10 percent increase in full year revenues to \$1.31 billion but posted a loss of \$9.2 million compared to a profit of \$2.7 million in the same period last year. The results followed the announcement of the sale of Demag to Tadano and the closure of the US crane manufacturing operation.



## Strong finish for Genie

Genie achieved full year revenues of \$2.56 billion, an increase of 24 percent compared to 2017, while operating profit jumped 53 percent to \$261 million. Terex also announced that Terex Utilities will become part of the Genie/AWP business following the sale of Demag and the break up of the Crane business.



## Another record year for Palfinger

Palfinger has posted another year of record revenues, almost 10 percent higher at €1.61 billion. The Land division - which includes cranes and aerial work platforms - makes up almost 88 percent of this total. Pre-tax profits for the year were €111 million, compared to just €6.1 million in 2017.



## Maxim acquires B&G

Maxim Crane Works is to acquire B&G Crane Service - a standalone wholly owned subsidiary of Canada's NCSG. B&G Crane is one of the largest providers of crane rental and lifting solutions in the Gulf Coast Region of the United States. The move will significantly expand Maxim's operations in what is currently one of the most important regions in the country. Maxim plans to integrate B&G Crane into its existing operations in the area.



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

# New telematics from AMCS

French electronic systems manufacturer AMCS Technologies is launching a new IoT Lifting telematics programme that collects the information from its new DCS 61-S anti-collision system and transmits it to a web portal, generating statistics for each job site and company.

The DCS 61-S system calculates the distances between the cranes and their loads in three dimensions and merges this data with the actual real-time movement speeds to maintain safe distances between each crane, automatically bringing them to a stop in the event that they stray into predetermined proximities or no-go zones.



# Brad Boehler appointed IPAF president

Brad Boehler of Skyjack taken over as IPAF president for the next two years. He takes over from Nick Selley who stepped down at this year's summit and AGM, having served his full two year term.



Brad Boehler (L) takes over from Nick Selley.



Raimondi MRT189 in Dublin

# Irish Raimondis

Raimondi distributor Irish Crane & Lifting has taken delivery of three, 10 tonne Raimondi MRT189 flat top tower cranes - the first in the country with Raimondi's new winch design - which can handle the 10 tonnes on two falls of cable. Hook speed is 24 metres a minute or 110 metres a minute with 1,000kg. The first crane was delivered to Irish contractor KPH Construction on the Cherrywood jobsite in Dublin. It was erected with a 65 metre jib and under hook height of 42 metres.

Raimondi chief operations officer Domenico Ciano said: "It is no longer necessary to switch from two falls to four falls configuration to activate the crane's best performance. The 45kW, 10 tonne two falls winch is a completely new Raimondi design based on client feedback. A new electric motor was developed specifically for this application as well as a completely new LeBus type drum, flanges and frame."



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- **Multitel** is opening a UK subsidiary and appointed **Greg Moore** as UK & Ireland account manager with service managed by **Ian Thomson**.



**Greg Moore**



**Ian Thomson**

- Belgian international heavy lift and haulage specialist **Aertssen** has opened a new Abu Dhabi office.
- UK's **Eastern Crane Hire** has taken a 40t **Liebherr** LTM 1040-2.1 All Terrain crane.
- Germany's **Felleiter** has taken a 70t **Tadano** ATF 70G-4 All Terrain crane.
- US rental company **United Crane & Rigging** has taken a 100t **Liebherr** LRT 1100-2.1 Rough Terrain crane.
- US-based **Dielco Crane Service** has taken a 500t **Liebherr** LR 1500 crawler crane.

- **Versalift UK** has appointed **Tom Johnson** as engineering manager along with **Dani Filote** and **John Cox** as senior engineers.



(L-R) **Tom Johnson, Dani Filote and John Cox**

- UK rental company **Advanced Access Platforms** has added three **Mitsubishi Fuso** Canter delivery trucks.
- **CMC** has appointed **Alessandro Mastrogiacomo** as export director.
- Abu Dhabi-based **Aertssen Machinery Services** has taken two **Demag** lattice boom crawler cranes.
- US rental company **Deep South Crane & Rigging** has taken four **Liebherr** All Terrain cranes.
- Turkish port operator **Yilport Holding** has ordered four **Konecranes Gottwald** G HMK 8410 Model 8 cranes.
- Germany's **Krandienst Gerlach** has taken a 70t **Tadano** ATF 70G-4 All Terrain crane.



**Alessandro Mastrogiacomo**

- Netherlands-based **Hovago Cranes** has appointed **Tiemen Reitsma** as international sales manager.
- UK rental company **Advanced Access Platforms** has added six 10m **Manitou** VJR 100 mast booms.



**Tiemen Reitsma**

- **Genie Europe** has received its largest replacement parts order from UK-based **IPS**.
- Germany's **H.N. Krane** has taken a 130t **Demag** AC 130-5 All Terrain crane.
- UK rental company **Phoenix Hire & Sales** has taken delivery of a variety of **Snorkel** aerial lifts.
- **Mammoet Germany** has opened a new depot in Leipzig, eastern Germany.
- German rental company **Paul Becker** has taken two **Haulotte** HA20 LE Pro electric articulated boom lifts.



**Luke Bowers**

- UK rental company **Aspire Platforms** has appointed **Luke Bowers** as sales director.

- **Point of Rental Software** has appointed **John Wooten** as product innovation manager.



**John Wooten**

- **GSR** has mounted a B200PX on a 3.5t **Mercedes** MB311 Sprinter chassis.
- Filipino contractor **Whiteport** has taken two **Potain** MCT 205 topless tower cranes.

- **Comansa** has appointed **Joseph Patton** as sales manager of tower and luffing jib cranes for North America.



**Joseph Patton**

- US-based **Select Crane Sales** has taken five **Dieci** telehandlers for its locations in Florida and New Jersey.
- UK contractor **Ashcourt Group** has taken a 60t **Liebherr** LTM 1060-3.1 All Terrain crane.

- Austria's **Felbermayr** has taken delivery of 14 **Magni** telehandlers.



**Torbjorn Hillberg**

- **Kranlyft** has appointed **Torbjorn Hillberg** to its marketing team.
- Germany's **Sign & Shop Werbetechnik** has taken delivery of a 23.5m **Oil & Steel** Snake 2413.
- Luxembourg-based safety company **Fallprotec** has appointed **Heightsafe Systems** as UK distributor.

- UK rental company **Eagle Platforms** has taken a number of **Haulotte** boom lifts and telehandlers.

- **Hyva** has launched the Titan Long Series range of hook loaders.

- Düsseldorf-based **Hess-Krane** has taken a 90t **Liebherr** LTM 1090-4.2 All Terrain crane.

- **Link-Belt** product manager of truck and All Terrain cranes, **Rick Curnutte** is to retire at the end of March.

- Columbus, Mississippi based **Burkhalter Rigging** has filed for Chapter 11 restructuring.

- **Liebherr's** mobile/crawler crane plant Liebherr-Werk Ehingen is celebrating 50 years in business.

- **Chris Taylor** of **Redline Competency Services** and president of the **Telehandler Association of Australia** has died age 47.



**Chris Taylor**

- **Palfinger** has formed **Strucinspect** in partnership with **Vienna Consulting Engineers** and the **Angst group**.

- UK distributor **Access Industries** has delivered a **Multitel** MS100 truck mounted platform to the Blackwall Tunnel.

- UK lifting and rigging equipment supplier **RSS** has appointed **Sean Maslen** as regional sales manager.

- **Janet Entwistle** CEO of **Ainscough Crane Hire** in the UK has left the company.



**Janet Entwistle**

- UK-based **Access Platform Sales** (APS) has appointed **Linda Betts** as major account manager.



**Linda Betts**

- German rental company **Zeilinga-Riedl** has taken nine **Palfinger** P250 BK truck mounted platforms.

- **Klubb** has appointed **Moment Logistics** as its distributor for Israel.

- German crane company **Canisius** has taken delivery of a 45t **Demag** AC 45 City All Terrain crane.

- UK portable site accommodation company **Mobile Mini** has appointed **Niki Benson** as health and safety advisor.



**Niki Benson**

- UK crane and telehandler rental company **Marsh Plant Hire** has taken eight **Liebherr** All Terrain cranes.

- Swedish rental company **Kranpunkten** has taken delivery 170 **Genie** aerial lifts.

- UK heavy lift and haulage company **Collett & Sons** has taken a 115 tonne/metre **Fassi** F1150RA.2.26 loader crane.

- Ukrainian electric company **Oblenergo** has taken delivery of eight 19m **Comet** 19.2.9 truck mounted platforms.

- **Terex** has confirmed the appointment of **Lee Maynard** as global sales director tower cranes.



**Lee Maynard**

- **Versalift UK** has gained **Isuzu** approval for the addition of a tow bar on its 13.3 metre LAT-135-H E6 platform.

- Miami's **South Florida Container Terminal** has ordered six **Kalmar** zero emission rubber tyred gantry cranes.

- **Barcelona Crane Rental** of Clearwater, Florida has taken two 50t **Tadano** GR-550XL Rough Terrain cranes.

- Northern Ireland rental company **CP Hire** has taken delivery of 25 aerial lifts from **Niftylift** and **Skyjack**.

- **Hiab** has promoted **Ian Mitchell** to managing director of Hiab UK & Ireland, replacing **Rogier van der Linde** who moves to vice president South & West Europe.



**Rogier van der Linde**

- Italian aerial lift manufacturer **Imer** has appointed **NEG Services** and **Special Access Engineering** as UK distributors.

- **Link-Belt** has appointed **Brian Smoot** and **Kelly Fiechter** as product managers.



**Brian Smoot**

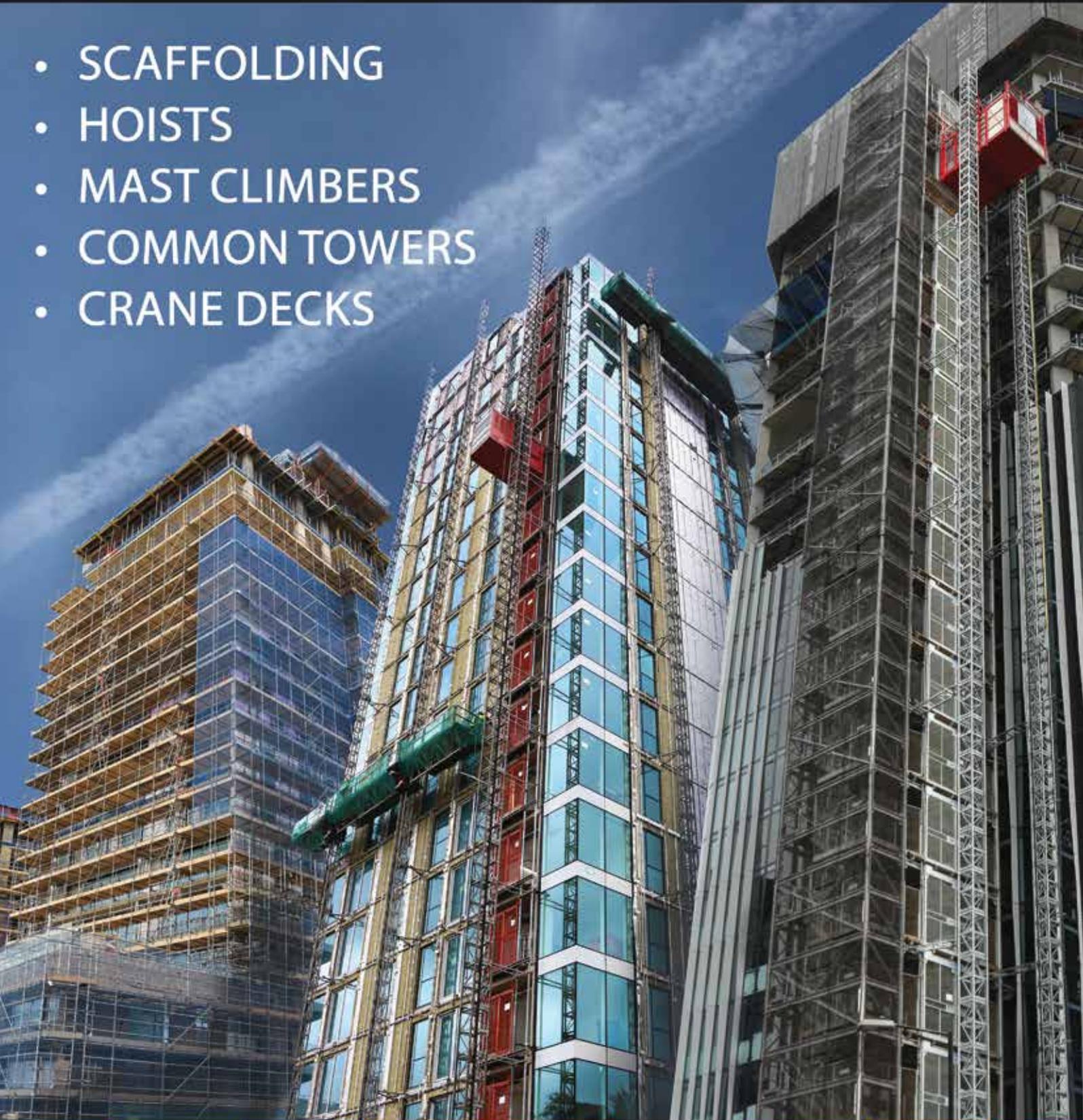


**Kelly Fiechter**

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# Slow progress

The IPAF summit in Dublin 10 years ago saw a presentation extolling the virtues of mastclimbers, focussing on contractor benefits as well as profitability potential for rental companies and scaffold contractors. It was somewhat surprising given that the first mastclimbers had been introduced around 50 years earlier, and yet they had made little impact on becoming the façade access product of choice - despite being most convenient, safest and efficient access platform for the vast majority of the larger contracts.

Unfortunately a decade later and little has changed in terms of market penetration, although some progress has been made with the equipment more popular than ever before. The mastclimber however remains one of the best kept secrets in the work at height market.

In the UK the Grenfell Tower fire disaster in London in June 2017 has had a significant impact on the market, initially as building operators rushed to remove similar cladding, but it also triggered a total review of façade cladding, closely observed by authorities in other markets. The initial investigation into the disaster looked likely to result in the replacement of combustible cladding on hundreds or even thousands of buildings over four or five storeys - the perfect type of contact for mastclimbers and hoists. However as with all public enquiries in the UK it may take years before the findings are likely to be published and little has been done or decided following the initial flurry of a few towers that had existing cladding removed as a precaution. Sadly the same has been true of the London Fire Service, organising larger truck mounted platforms.

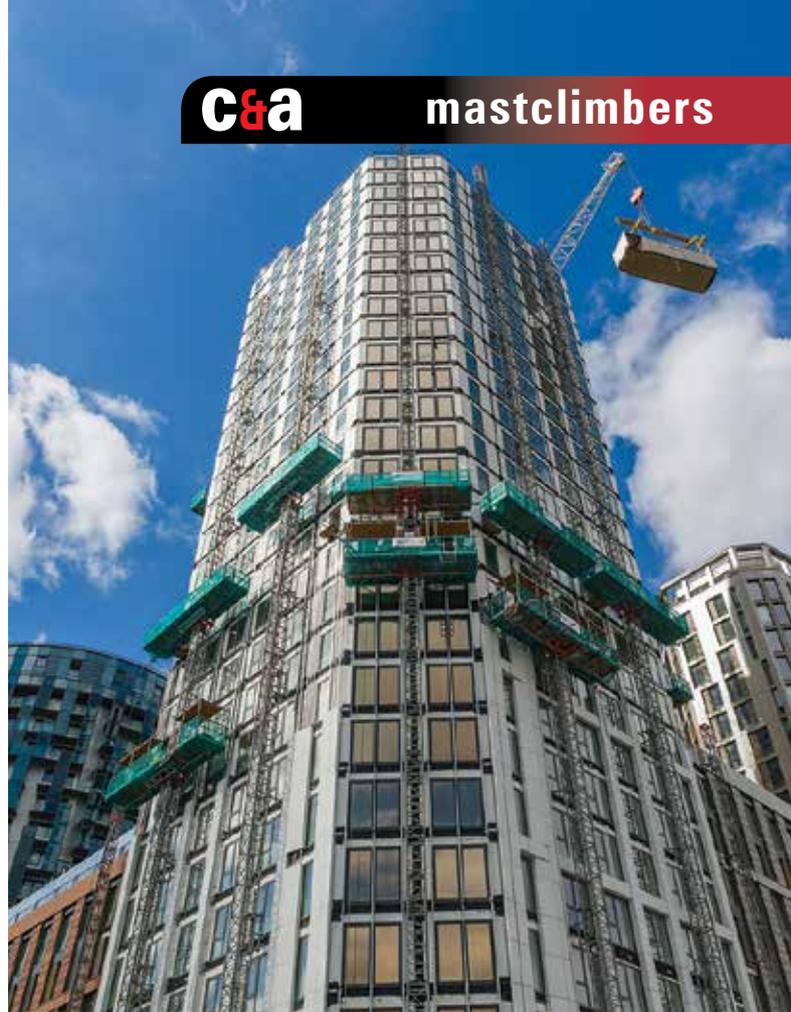
## BFT acquired

Not long after the Grenfell incident private equity firm Equistone Partners Europe acquired a majority stake in UK-based mastclimber rental company/contractor BFT Mastclimbing. Founded in 1997 as a façade scaffold contractor under the name Boards, Fittings & Tubes, since 2005 the company has been moving increasingly moving its focus towards becoming a leading mastclimber supplier and now runs a fleet of around 650 heavy, medium and light duty mastclimbing work platforms - mostly from Spanish manufacturer Alba - with platform capacities of up to 5,000kg.

One of its latest additions is the lightweight BFT90 Mini Climber which can be used in confined work spaces where larger equipment may struggle to fit. The company says that it is ideal for applications such as painting and window replacements to brickwork and repairs and can be installed as a single or twin platform. The base unit measures just 900mm by one metre so can be moved easily down walkways and alleys, its lightweight components allow it to be loaded



The lightweight BFT90 Mini Climber which can be used in confined work spaces where larger equipment may struggle to fit



C&A

mastclimbers

and delivered to site by a pick-up truck or light van, needing only a pallet truck to move the base into position.

In single mast form it has a 90 metre maximum height, platform lengths from 2.4 to 6.8 metres with widths of between 800mm and 1.8 metres, with a lift capacity of up to 1,000kg. The twin mast version has the same maximum height and width but offers platform lengths of up to 22.6 metres, with a maximum capacity of 2,100kg. BFT believes the Mini Climber offers something different for industrial construction, renovation and maintenance projects, being easier to transport and with much shorter erection and dismantling times, as well as being cost effective and with minimal visual impact to the building when erected and operating. The BFT90 is aimed at the 'small works' sector projects such as low-level apartment refurbishments, window

replacements, fascia's and soffits etc. For this type of work it compares very favourably with traditional scaffold.

The company's largest mastclimber is the BFT150 which can reach maximum heights of up to 250 metres with platform lengths of up to 37.8 metres in twin mast format. With a five tonne maximum platform capacity it can handle heavy equipment or materials along with personnel. When working in single mast configuration, platform lengths of up to 13.65 metres are possible with platform capacity of 1,200kg.

Chief executive Robin Head said: "We are staunch believers in the benefits provided by our mastclimbing platforms on projects ranging from short duration maintenance work to complex, long term builds requiring 50 plus



The BFT150 has a platform length of up to 37.8 metres in twin mast format

machines. The investment from Equistone is providing a major boost to our scale and capacity to deliver a lower cost, safer and more flexible alternative to traditional scaffolding.”

**Yorkshire Hoist acquired**

Shortly after Equistone moved into BFT, Huddersfield-based Yorkshire Hoist was acquired by Eric Jones, chairman and co-owner of UK based mastclimber and suspended platform specialist

Adastra Access, although the two business will remain as separate, unconnected businesses. Founded in 2002, Yorkshire Hoist rents transport platforms and hoists to the construction industry in the North of England. The company has invested in expanding its fleet to include conventional passenger/goods hoists and heavier duty transport platforms.

Steven Wright of Yorkshire Hoist said: “We are just starting to source some new hoists and the type



*The Scanclimber Snake is a hinged platform system with each of its maximum of eight sections adjusted by more than 45 degrees*

and number we buy will depend on customers’ needs but we see the market requirements for larger transplant platforms and passenger goods hoists is growing.”

**European merger for Fraco**

At the end of last year Canadian mastclimber manufacturer Fraco reached an agreement to merge its UK and French subsidiaries - Fraco UK and Fraco Sasu - with Spanish sales and rental company Turboiber Elevación - which operates from three locations in Spain - Madrid, Barcelona and Seville – in order to expand its sales and market penetration across Europe.

The combined Turboiber/Fraco fleet includes around 1,000 aerial work platforms available to rent from six locations across three European

countries.

Fraco has been operating in France and the UK for some time but has struggled in recent years to make further progress in other parts of Europe. While the merger is a step in the right direction, the larger business will have greater resources to expand in markets such as the Benelux region where it has two dealers, Germany where it has one regional dealer or the Nordic region and Italy where it has no presence at all.

And as we went to press Fraco acquired Spanish mastclimber and hoist manufacturer Saltec/Torgar.

The deal includes all products marketed under the Torgar brand, including construction hoists, mastclimbing work platforms and



*Fraco has merged its UK and French subsidiaries with Spanish sales and rental company Turboiber Elevación and acquired Spanish mastclimber and hoist manufacturer Saltec/Torgar*

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**Alimak's new MC 650 mastclimber**



transport platforms, along with its 10,000 square metre production facility in Zaragoza, Spain. Fraco says that the acquisition will allow it to increase production capacity and accelerate its planned manufacturing activities in Europe. Torgar was established in the 1950s to make wheelbarrows, pulleys and concrete mixers. Saltec turned its attention to hoists during the 1960's and 70's. Today, marketed under the Torgar brand, it supplies cable and pinion hoists, personnel elevators, transport platforms and work platforms as well as continuing to manufacture concrete mixers.

**Tractel takes Scanclimber**

More recently, temporary and permanent suspended access equipment provider Tractel acquired Finnish mastclimber manufacturer Scanclimber. In addition to acquiring Scanclimber's rack and pinion technology and mastclimber products, Tractel is looking to benefit from Scanclimber's Nordic customer/dealer base and a local management team. Strategically the move is interesting as it follows the massive move into the suspended platform and permanent platform installation market by mastclimber and hoist specialist Alimak at the end of 2016 with the acquisition of Façade Access and Avanti.

Tractel chief executive Philippe Gastineau said: "The transaction offers the opportunity for Tractel to grow in the attractive mastclimbing work platform and the rack and pinion hoist segments. It will also strongly increase the group's presence in the Nordics."

Scanclimber was originally a Polish company, established by the state in 1964 as Zreimb. In 1967 the company purchased a manufacturing license from Alimak for personal and material lifts. When the business was privatised it changed its name to Fada Gniezno and then in 1995 began manufacturing mastclimbing work platforms for Scaninter Nokia. Scaninter Nokia acquired a majority stake in Fada in 1999 and changed the name to Scanclimber. Scaninter Nokia acquired all of the shares in 2005 and in 2008 changed the group name to Scanclimber.

**BrandSafway steps up mastclimber and hoist presence**

Last month US suspended platform and scaffold company BrandSafway acquired Texas-based hoist sales and rental company Century Elevators - the Pega hoist and Böcker dealer. Based in Webster, Texas, it covers the oil & gas, petrochemical, mining and energy industry, as well as the more traditional commercial construction and infrastructure industries. The deal is aimed at increasing the Safway's powered access revenues as well as its presence on the Gulf Coast.

In the UK BrandSafway acquired Lyndon Scaffolding and its subsidiary Taylor's Hoists earlier this year. SGB is a significant player in the UK mastclimber market,

*The new single or twin car Scando 650 FC-S features an increased payload, a larger car size, better ride comfort and more intelligence*

*A Torgar/Saltec mastclimber.*



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having incorporated Mastclimbers, a leading pioneer in the mastclimber market at the end of 2004. SGB and Lyndon has now merged to become Lyndon/SGB

### New products

While there has been a fair bit of activity in the marketplace, we have seen few new products launched, although hopefully we will see some new developments at Bauma. Market leader Alimak has plans to launch several new models. The new products include an upgraded Alimak Scando 650 FC-S hoist and the new MC 650 mastclimber with a 19 metre platform in single mast configuration rising to more than 40 metres in twin mast configuration. Maximum platform capacities are 4,000kg and 7,100kg respectively. The mastclimber uses the same mast as the Alimak Scando 650 hoist and can be tailored for corners, curves and angles. The MC 650 work platform can be used on either a mobile chassis or base frame.

Alimak says the high capacity and versatility of the MC 650 makes it suitable for bricklaying, curtain walling, insulation and window installation and the handling of heavy or cumbersome materials, meeting the growing demand for mastclimbing work platforms with higher lifting capacities. It is also possible to combine the new MC 650 mastclimber components with existing Hek MCM modular platform components, allowing existing fleet owners to fully utilise equipment across ranges.

### Alimak hoist

The new single or twin car configuration Scando 650 FC-S features an increased payload, a larger car size, better ride comfort and more intelligence. The 650 FC-S upgrade has a capacity of 3,500kg per car an increase of

300kg. The hoist car height has also been raised by 500mm to 2.8 metres, increasing the total load space volume by 22 percent. It also has better ride comfort with lower operating noise and more intelligent operation, including the new landing call system AliCall which offers wireless communication between the hoist car and landings allowing the operator to view the designated landings on an LCD screen in the hoist requiring fewer manual operations by the hoist operator. Alimak says AliCall lowers the installation costs by up to 30 percent on a 250 metre hoist set up through quicker installation time and less hard wiring.

To achieve the capacity upgrade Alimak's engineers have redesigned the hoist concept having a five metre car length as standard. The load carrying car frame and floor have been reinforced and a new safety device has been developed to handle larger weight. New intelligence in the Alimak Overload Sensing System measures the weight of the hoists trailing cables, ensuring that the correct weight of the hoist is updated in real time no matter the vertical position of the hoist. Speeds of up to 100 metres a minute are available. A new smart Frequency Converter ensures maximum speed of the hoist independent of payload or any voltage drop. It has an improved power supply/torque limitation function, so the hoist does not stop but automatically adapts the speed in case of a voltage drop.

Alimak is also extending its transport platform range - suitable for both passengers and materials - with the addition of the single mast TPL 800, a five person hoist measuring 3.2 metres by one metre with a lifting height of 100 metres. Lift speed is 12 metres a minute in

The single mast TPL 800, is a five person hoist measuring 3.2 metres by one metre with a lifting height of 100 metres



passenger mode and double that for materials. One advantage is the possibility to open the 3.2 metre platform side with bi-folding doors for loading and unloading purposes. The enhanced mast design allows tie distances of up to 7.5 metres to be achieved, giving the ability to span three storeys of a building or scaffold. The tie pipes are fixed on the mast sections via a double frame arrangement giving greater rigidity to the masts whilst still being quick and simple to install.

The drive unit is designed to provide efficient operation with minimal wear and long service life. The TPL 800 is equipped with a proven safety device that comes into operation by stopping the power to the platform if the normal speed is exceeded. The platform also has a built in overload protection system.

### Geda

German hoist manufacturer Geda is also planning a number of Bauma launches, but is keeping details until the show, they include a new and improved rack and pinion universal mast system for its hoists. It will also launch an all-new MultiLift passenger and goods hoist which it says will completely update the concept. The company is also focusing much of its Bauma efforts on new tower crane hoists, both internal and external.

### New mast driven lift

For a lower level lift - up to four metres and 3,000kg capacity - in industrial applications, Sweden-based lift specialist Hymo has expanded its range of mast-driven lifts (MDLs) with the new 1,500kg capacity MDL 015350-1S with a 1.65 by 1.2 metre loading platform it has a lift height of up to 3.5 metres. Modular parts mean that no crane

or special vehicles are needed for transportation and installation can be completed by a two person team in a single day.

Hymo's new 3.5 metre mast driven lift.



A Hydro Mobile circular mastclimber



A Hydro Mobile circular mastclimber



A Geda Multilift P12 material and passenger hoist



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Carrying out annual maintenance on an 80 metre high tapered calciner tower at the Lafarge Canada Exshaw cement plant in Alberta requires a costly shutdown every year. Layers of thick scale builds up on the tower walls during the cement making process. These can be several inches thick, in pieces as large as cars weighing up to 70kg which can loosen and fall from great heights. Proper maintenance and descaling of the tower walls is therefore essential before safe entry from below is possible.

The company has previously used

a bosun chair to descale the tower, but it typically takes three people 168 hours to complete the job when working from the suspended chairs. This meant the plant has shut down for more than two weeks in order to complete the work to take place.

Having worked with AGF Access Group on a number of projects, Lafarge asked if it could provide a better, more efficient solution. Engineers at AGF's project consulting division - Special Projects Group - identified the need for a high capacity suspended platform to provide effective access to descale the interior of the tapering tower.

The group working in collaboration with the company's Winsafe division designed and delivered a suspended platform within three months, that had a transformable shape, that was square at the narrower top of the tower and could be altered modularly in mid air to form a circular platform to meet the walls of the widening tower on the way down.

The custom-designed Winsafe suspended platform is 2.74 metres square with a 1,800kg capacity and can be adjusted into a 4.27 to 4.88 metre circle with a 1,360kg capacity providing access to the different

sections of the calciner tower. The platform's motor meant it could travel 10.6 metres a minute up the 80 metre tower. The platform was designed to be 200mm from the tower wall at all times, while holding eight people, their materials and tools.

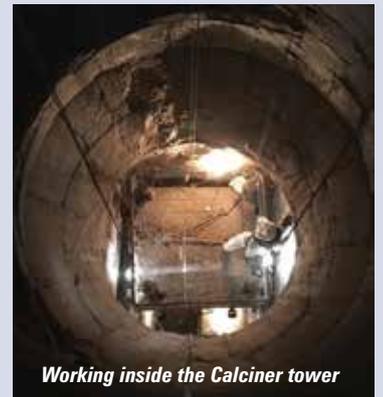
Andrew Fosshem, Lafarge production coordinator said: "The Winsafe suspended platform has given us a new, faster way to descale. It has cut the time for the job by 66 percent. We can get this same work done now in only four days which is a huge improvement."



The custom-designed Winsafe suspended platform is 2.74 metres square with a 1,800kg capacity and can be adjusted into a 4.27 to 4.88 metre circle



The circular suspended platform



Working inside the Calciner tower


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**WE ARE LIFTING**

# Quiet renovation in Frankfurt

Mitigating noise on construction sites is becoming an increasingly important issue. Activities such as drilling concrete has not been a major concern in the past, but that is changing. In Frankfurt, Germany the increasing need for residential buildings in the centre is resulting in the conversion of office blocks, such as the 19 storey Blue Horizon office block which is being developed into a 120 apartment tower. Located a stone's throw from the famous exhibition centre the remodelling involved several challenges, one of which was reducing the level noise generated during the conversion.

The conversion process involved removing the old, heavy precast concrete elements and transporting them on the platform to a storage area before drilling hundreds of holes to add structural elements and insulation. Finally new large windows were installed, and brick tiles placed onto the new façade.

Mastclimber manufacturer

Scanclimber played a major role in the redevelopment, supplying a total of 10 Scanclimber eight tonne capacity SC8000 and five tonne SC5000 mastclimbers. To minimise the number of anchor points on the façade, fixing points on the beams inside the buildings were accessed through the window openings, removing them as the windows were installed. To reduce the level of noise - particularly when drilling in the concrete - the mastclimbers were fitted with 2.8 metre high wooden panels - the height between each floor - lined with noise absorbing material.



The conversion process involved removing the old, heavy precast concrete elements, fitting larger windows and brick tiles



In Frankfurt, Germany, the 19 storey Blue Horizon office block which is being redeveloped into a 120 apartment tower



To reduce the level of construction noise the mastclimbers were fitted with 2.8 metre high wooden panels - the height between each floor - lined with noise absorbing material

See Page 52 for profile on specialist access supplier Brogan Group

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# Recognising the advantages

C&A

crawler cranes

**It is said that any publicity is good publicity. However a spate of tip overs in the UK at the end of last year has raised the profile of the telescopic crawler crane for all the wrong reasons.**

**Three similar incidents all involved telescopic crawlers from 60 to 100 tonnes. All had fully retracted, elevated booms with the undercarriage set in the 'narrow' position resulting in the crane tipping over rearwards onto its counterweight.**

The first incident involved a 100 tonne Liebherr LTR1100 working in Edinburgh, Scotland with the operator slewing the raised boom across the narrow tracks and the 32 tonnes of superstructure counterweight did the rest. Fortunately the crane was working close to a building coming to rest against the structure and no-one was hurt. The crane does not have a 360 degree chart with the narrow track width.

Six weeks later a 70 tonne Sennebogen 673E working on the M23 motorway near Gatwick Airport tipped backwards onto its counterweight in exactly the same circumstances - tracks fully retracted, full counterweight and retracted raised boom slewed to the side. And then two weeks later another Sennebogen 673E tipped when working at a job near Luton Airport. While obviously all three

incidents were 'operator error' this is clearly a problem area for the telescopic crawler crane - albeit with the familiarisation of the operators.

This issue is no different to All Terrain cranes where operators have been known to have the outriggers at the rear retracted, and then slew over the side with the retracted boom fully elevated. However, with outrigger position detection along with variable load charts, this is likely to become a problem of the past. The same is beginning to occur on telescopic crawler cranes. Tadano appears to have led the way here with its Opti-Width track extension system providing load charts for any width whether symmetrical or asymmetrical from fully retracted to fully extended. Expect other manufacturers to add this feature in the year ahead.

One thing is for certain, the telescopic crawler crane is becoming increasingly popular given that they are quick and easy to set up, have the ability to cope with tougher ground conditions and have a very useful pick & carry capability.

## History

Telescopic crawler cranes have been around for almost 60 years with early examples being produced by Grove, Coles and Kato. However in the early days most crane buyers questioned the rationale of putting a telescopic boom on a slow and heavy set of tracks, opting for the more versatile Rough Terrain or truck crane. This meant the market



*This early Coles telescopic crawler crane will undergo a full renovation*



for the telescopic crawler was limited to niche end user purchases for many years.

The main advantage of the telescopic crawler is that the boom does not need to be rigged allowing rapid set-up once on site. This meant that it was often used on short term work where the saving in set-up time was of most benefit. Only a few users appear to have recognised the advantages of being able to retract the boom every night, or when travelling under overhead obstacles such as a bridge or power lines.

In recent years there has also been an enormous improvement in the lifting performance, design, versatility and choice - all helping to increase take up. Historically, availability has been an issue with most rental companies only buying for specific customer requirements. However as more rental companies have added them to their fleets,

the more end-users have requested them, and the more manufacturers have entered the market. Over the past year or so there have been several product launches and improvements.

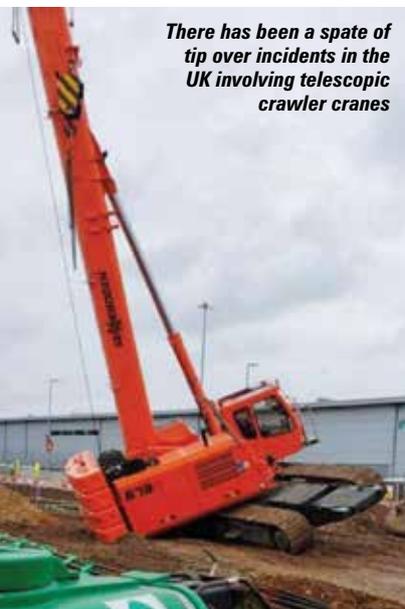
## Link-Belt TCC-1200

Last summer Link-Belt announced it was increasing the capacity of its 100 tonne TCC-1100 telescopic crawler to 110 tonnes. As with the TCC-1100, the TCC-1200 features a full power 45.7 metre five section boom fabricated from ultra-high strength steel while a lattice extension takes the maximum tip height to 64 metres. The new crane now shares its carbody frame with the larger 127 tonne TC1400



*The new 110 tonne Link-Belt TCC-1200.*

*There has been a spate of tip over incidents in the UK involving telescopic crawler cranes*





*The 130 tonne 6133E will be Sennebogen's largest capacity telescopic crawler crane to date*

and offers three track widths - 5.5 metres fully extended, 4.8 metres intermediate setting and 3.6 metres fully retracted - all of which have

their own load charts. Wireless remote control similar to the TCC-1400 is also available.

**Sennebogen 6133E**

Next month Sennebogen will launch the 130 tonne 6133E, its largest telescopic crawler crane to date. The crane has a six section 52 metre main boom and 15 metre extension giving a maximum tip height of almost 70 metres. Powered by a Tier V diesel the 6133E has two 125kN winches and the Maxcab cab with 20 degrees tilt. Transport/travel width is less than four metres fully assembled but can be reduced to three metres with the tracks and counterweight removed. The fully extended undercarriage has a maximum width of 6.3 metres.

Sennebogen, has also been building telescopic crawler cranes for Grove since early 2015. The Grove/Sennebogen range now consists of four models from 30 to 120 tonnes only available in the Americas, they are sold through the Grove dealer network and fully supported by Manitowoc Crane Care. However, in our last feature, Grove had just unveiled its smallest telescopic crawler - the Sennebogen-built 30 tonne GHC30 - surprising because

Sennebogen had not yet launched its own 30 tonne version and did not have an equivalent model in its range. This it remedied at the end of 2017 when it launched the 30 tonne 633E as well as the 16 tonne 613E and the 40 tonne 643E.

The 30 tonne 633E fills the gap between the 613E and the 643E and features a three section 25.2 metre full power boom, with 6.5 and 13 metre extensions giving a maximum tip height of 38.2 metres and like



*The 30 tonne 633E fills the gap between the 613E and the 643E.*

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*A Sennebogen 608 with elevating cab*

most telescopic crawlers it can pick and carry its maximum capacity. It has an overall width of three metres and 10.6 metre overall length. The Multicab II can be tilted by 15 degrees as standard.

The 613E - the smallest telescopic crawler crane from Sennebogen - is just 2.53 metres wide and features an 18.8 metre main boom with five metre swingaway extension. Powered by a Tier 4F diesel engine, the crane also features Sennebogen's new elevating

Multicab. The new 40 tonne 643E has a 30 metre full power boom and is available with either crawler or wheeled undercarriage. Maximum speed of the all wheel drive version is 20kph. The crawler undercarriage can extend from three to 4.5 metres when in use. Power is provided by a Tier 4F diesel.

**New Tadano Mantis GTC-500**

Tadano Mantis has also just launched a new crane - the 45 tonne GTC-500 - which it says brings the features and benefits of the GTC series to the smaller capacity crane sector. The GTC cranes' core markets include power transmission, bridge/heavy civil and foundation work but, it says the latest model is hoping to expand its appeal in the wider lift crane markets. The new crane has been designed with Tadano technology and input - the winches, extensions, hydraulic cylinders, AML-C and Hello Net telematics are all Tadano. Tadano has owned Mantis since 2009 but has taken its adoption into the Tadano fold at a very steady pace, looking to combine the rugged heavy-duty structures that Mantis is known for with the Tadano fit/finish and technology.

The 45 tonne capacity is achievable on 'level' ground which means up to 1.5 degrees. Load charts offer full pick & carry capacity through 360 degrees and an optional 12.8 tonne 'Heavy Configuration' counterweight for

*The 45 tonne Tadano Mantis GTC-500.*



**C&A crawler cranes**



*The 32 tonne Tadano Mantis GTC 300EX is the smallest in the GTC range*

increased lifting performance. The crane can work on slopes up to four degrees with reduced capacities. The 34.7 metre four section boom is built by Tadano Japan and a 15.2 metre bi-fold swingaway that offsets five, 25 and 45 degrees is also available giving a maximum tip height of 51.9 metres. Working on a slope with a jib is possible up to 2.5 degrees.

Operating weight is 47.1 tonnes. Transport is possible on one truck

having an overall width of 3.48 metres with 800mm wide track pads with 900mm wide pads an option. Overall length is 13.1 metres and overall height 3.69 metres.

The new crane is also equipped with Tadano's Opti-Width track extension system providing load charts for any set-up width, whether symmetrical or asymmetrical from a fully retracted 3.48 metres to a fully extended 5.2 metres with the



*The 25 tonne Marchetti CW 25.35 Sherpina is the smallest in the range*



*The 55 tonne Marchetti Roma CW 55.40*

800 mm pads. Power is supplied by a Cummins Tier 4f, Euromot Stage IV diesel and the two speed track drive gives maximum speed of 2.9kph.

A boom mounted auger system can be mounted to the boom base section or to the second stage of the boom for variable radius drilling up to 16.5 metres at any position through 360 degrees. A 340kg capacity work platform can also be mounted to the main boom or to the seven metre offsettable extension for a maximum working height of 36.6 metres.

**Smaller Tadano Mantis**

About 18 months ago Tadano Mantis launched the 32 tonne GTC 300, the smallest model in the company's GTC range but with similar features to the GTC-500. It has a 27 metre, three section full power boom topped with a 7.1 to 12.7 metre bifold swingaway extension that offsets at 5, 25, or 45 degrees and provides a maximum tip height of 41.1 metres. The load chart is good to pick & carry through 360 degrees on level ground up to 1.5 degrees and up to four degrees on the main boom or 2.5 degrees when lifting with the extension.

The crane also features Tadano's Opti-Width track extension system with tracks fully retracted at 3.3 metres and fully extended at 4.8 metres with 750mm wide track

pads. Narrow pads are also available for a reduced transport width of 2.58 metres. No track extension pinning is required, allowing widths to be varied quickly and easily. The track width and set up, slew position and slope sensor data are all automatically picked up by the Tadano AML-C Rated Capacity Indicator to calculate an optimum load chart for each position.

Overall height of the crane can be reduced to just 2.42 metres for clearance under obstacles and easier transport. Weight is 32,440kg and power comes from a Cummins Tier 4f diesel with auto-idle and adaptive throttle controls. Maximum travel speed is 2.1mph and a maximum gradeability 70 percent. The two person, 340kg capacity work platform has a maximum working height of 38 metres.

**Marchetti**

Italian crane manufacturer Marchetti offers a three model telescopic crawler crane range which includes the 25 tonne CW 25.35 Sherpina, the 55 tonne Roma CW 55.40 and the 70 tonne Sherpa CW 70.42L which is unusual in that it has outriggers allowing it to set-up and level on sloping ground, giving substantially more capacity than if working on a four degree slope.

The Roma CW55.40 features a 40



*The 65 tonne Hitachi Sumitomo 650TLX has a lightweight 31.1 metre four section boom*

metre full power five section boom made from Weldox (Strenx) steel and can be equipped with a 14.5 metre lattice extension with offsets of 0, 20 and 40 degrees as well as a 1.3 metre jib which has a maximum offset of 40 degrees giving a total height of 57 metres. Total weight is 58.8 tonnes with 29 tonnes of counterweight.

**Hitachi Sumitomo**

Another crane launched just after our last feature is the Hitachi Sumitomo 650TLX - the only telescopic crawler in the HSC cranes line up. With a 65 tonne maximum capacity at three metres, the 650TLX has a lightweight 31.1 metre four section boom. The crane has two modes - crane and drilling - with its hexagonal cross-section design giving the rigidity needed for foundation and other heavy duty

work, including pulling or installing sheet piles and working with drill augers.

Options include a 'self assembly' unit to install the tracks and counterweight and a foldable jack mounted to the undercarriage. These allow the crane to be stripped down easily for transport and once on site it can quickly be ready for work even when space is restricted. Transport width is 2.99 metres and weight can be reduced to 30.7 tonnes including the jack option. Operating weight is 70.9 tonnes with the 65 tonne hook block. A third winch option is also available. The crane is also fitted with 'remote sensing' which records data on machine conditions and operations including total operating time management, position information with GPS and operating condition management.



*A variety of attachments on this Sennebogen include forks and access platform*



*Link-Belt TCC-500*

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# LIEBHERR



Fassi started shipping the second generation version of its six tonne SPK60.2 mini crawler crane last year

**Smaller crawler cranes**

For some reason - possibly due to the popularity and availability of the spider crane - the smaller capacity telescopic mini crawler is still very much a niche product. Although heavier and bulkier than their spider counterparts, the mini crawler has several advantages including no outriggers, a much smaller footprint when working, an operator's cab and the ability to pick & carry. A spider crane may be compact when tracking to the work position but has a very large footprint with its legs extended.

Jekko - now one third owned by Italian loader crane company Fassi - started shipping the second generation version of its six tonne SPK60.2 mini crawler crane last year, the original being launched three years ago. The biggest change on the model is a new software suite that extends the operational ability of the crane. It now has automatically selected load charts for working on slopes of 0.7, 1.5 and three degrees as well as level ground. The crane has extendable tracks and can pick & carry up to three tonnes.

The boom and jib options remain the same with a 17.7 metre five section main boom, plus four section 8.27 metre telescopic luffing jib for a maximum tip height of 27 metres.



Another recently launched mini crawler is the 4.9 tonne Maeda CC985

Maximum radius with the jib is 19 metres, while it can luff down to 10 degrees below horizontal. A 7.3 metre telescopic swingaway extension with a capacity of 1,500kg, or a short 3.5 tonne jib are also available.

Power comes from a new Yanmar diesel, with an optional electric motor available alongside for use when working in enclosed spaces or where noise or emissions are an issue. The cab includes a large information screen, rear view video camera, air conditioning and ergonomic seat. The new software comes with a remote diagnostics system. A new remote control includes full information read out to keep the operator as informed as if he was in the cab. Overall weight is 13,760kg, of which 1,500kg is removable counterweight.

**New Maeda mini crawler**

Another recently launched mini crawler is the 4.9 tonne Maeda CC985. The second in the new CC range of mini crawler cranes features a five section 15.8 metre pentagonal boom with a short telescopic extension that increases the lifting height to just over 22 metres. The crane can pick & carry up to two tonnes, while the rest of the chart is in static mode, slew is 360 degrees continuous with virtually no tailswing. Overall width is 2.32 metres, and the overall height 2.73 metres, the crane is very compact with an overall length of just 5.2 metres and weight is 9,450kg. Power comes from an Isuzu EU Stage 3B/4B compliant engine - which claims to be up to 40 percent more fuel efficient than the power units on the Maeda LC spider models. The airconditioned cab features a rear view camera and seven inch monitor as standard.



# TCC-2500 solves wind challenges in Kansas

**Being able to retract the boom and carry the load is one of the main reasons a 235 tonne Link-Belt TCC-2500 telescopic crawler crane was chosen to unload a variety of wind components in Kansas, USA.**

R.J. Corman Railroad Services is using the crane in Central Kansas to unload the components for Watco Supply Chain Services at two, 30 acre sites in Great Bend and Larned.

The wind components arrive by either truck or rail and are offloaded and placed on storage frames on the ground where they will remain until they are assigned to a wind farm for installation. Over a 12 month period to May last year more than 1,000 components for the two locations had been delivered and stored.

"We have to go under a couple of power lines at the Great Bend site and with the TCC-2500 it is simple to retract the boom, track under the lines using a spotter, and get the job done," said R.J. Corman crane operator Patrick Nemec. "With a lattice crawler you need a crew of men and a semi-trailer, lay the boom down and then go under the power line. Because of the number of components being delivered we may have to do that two or three times a day."

Components include 44 to 57 metre long blades weighing up to 13.6 tonnes, hubs weighing up to 31 tonnes and machine heads weighing 64.5 tonnes. As well as the TCC-2500 which is mainly used for the heaviest components, R.J. Corman is also lifting with a 238 HSL lattice crawler crane and two three axle Rough Terrain cranes - an RTC-80150 Series II and RTC-80100.

"The TCC-2500 performs the pick and carry duties excellently. We can swing the machine heads over the side, out front or over the rear, then walk it to where we need. The crane is just great. As components are delivered to the laydown yard, the TCC-2500 is positioned near to each shipment, able to pick and carry to the appropriate storage position."

"An RT crane to do this work would have to keep resetting. Now all we have to do is have the delivery driver back within our radius. Then we pick each load and crawl the TCC-2500 to stack where needed. If we were using an RT, you'd have to get the truck right where we need it and you'd be resetting the crane, lifting, moving and jumping these heads. It would take half a day to do all that. With the TCC-2500, we just get the truck somewhere close to the target area, pick it up and track to where it needs to be placed."



The TCC-2500 moved components weighing up to 64.5 tonnes

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# Bauma preview- Part II

With Bauma just weeks away, here is the second part of our look at the new products that are expected to be launched at the show. Some companies are holding on to details of any new products until the show itself. Some of these will make it into the last minute Vertikal Bauma guide, while others will be covered in the Bauma review in the April/May issue of *Cranes & Access*.

## Easy Lift

Italian aerial lift manufacturer Easy Lift is to launch the new 30.2 metre RA31 articulated tracked spider lift which has a 14.5 metre outreach at an up and over height of 15 metres. The new machine has a three section telescopic riser/lower boom and three section top boom, topped by a 1.8 metre jib with 170 degrees of articulation - the first Easy Lift with this configuration. Maximum platform capacity is 230kg. The unit on the stand will be a hybrid - diesel/battery - version, with 48 volt lithium ion battery back and AC drive motor in addition to the diesel which is compliant with latest global emission standards.

The battery pack can be charged with the diesel/onboard hydraulic generator working through the onboard high speed charger. The

boom is manufactured from high strength thin wall Strenx steel allowing a larger cross section design to reduce flex and add rigidity. Overall stowed width is 890mm and overall height 1.9 metres, while the overall length with the basket removed is 6.1 metres. Total weight of the hybrid model is 4,300kg with standard Scanreco radio remote controls.

## Genie

Genie will concentrate on new lithium powered products at show, including its new lithium ion battery pack option for its slab electric scissor lifts. The pack is fully compatible with the Delta-Q charger, Genie Lift Connect telematics and Genie Tech Pro Link device connections. The company has focused on faster and opportunity charging, along



*Genie will show its new lithium ion battery pack option for its slab electric scissor lifts*



*Easy Lift RA31*



*Jaso will show the upgraded J560 with its modular counter jib and 'lay flat' counter weights*

with low maintenance rather than longer run time between charges. Genie will also launch two or three new electric Rough Terrain booms, along the lines of its Z-60/37 E with lithium ion battery packs. While the company has not revealed any details, expect them to include lithium versions of the Z45/25J and Z51/30J.

## Jaso

Although not on the stand, Jaso will present its latest cranes - the J1400 hammerhead and J780PA luffer - in video form. The 700 tonne/ metre J780PA, is already operating in Sydney, Australia while the first J1400 is currently being tested

before delivery to customer in Asia. The J1400 has an 80 metre jib, with a 64 tonne maximum capacity and can handle 10.5 tonnes at the jib tip. Exhibits on the stand include the upgraded J560 with its modular counter jib and 'lay flat' counter weights, the brand new JL25 operator lift and the redesigned GE1537 construction hoist - the first in a new line of construction hoists.

## Jekko

Last month we highlighted Jekko's new JF990 tracked crane, the hybrid version of model SPX1280HYB and the lithium ion battery version of the SPX532. The company will also unveil the MPK06 and the MPK12



Jekko SPX 536

'mini pickers' which have 600kg and 1,200kg capacity respectively. Both have four wheels instead of three and can be equipped with off road tyres and glass panel manipulators.

### AMCS technologies

AMCS technologies will launch a new IoT Lifting telematics programme that collects the information transmitted by its new DCS 61-S anti-collision system and transmit it to a web portal, generating statistics for each job site and company.

The DCS 61-S calculates the distances between the cranes and their loads in three dimensions and merges this data with the actual real time movement speeds to maintain safe distances between each crane, automatically bringing them to a stop in the event that they stray into predetermined proximities or no-go zones. The 3G/4G network of the system's SIM card is then able to store, send and receive information on the IoT Lifting web portal. Customers can access data relating to each crane and construction site with personal logins and passwords.



AMCS will also reveal its SUP BIM construction site supervisor

### Comansa

Spanish tower crane manufacturer Comansa will show its latest high capacity model - the 50 tonne 21LC1050 flat-top - launched at the end of last year. Designed for large industrial or infrastructure projects as well as construction with heavy precast or steel structures, the crane has an 80 metre jib tip, high speed hoists with speeds up to



The XL Cube cab is the largest from Comansa.

300 metres a minute and has the capacity for 1,570 metres of wire rope.

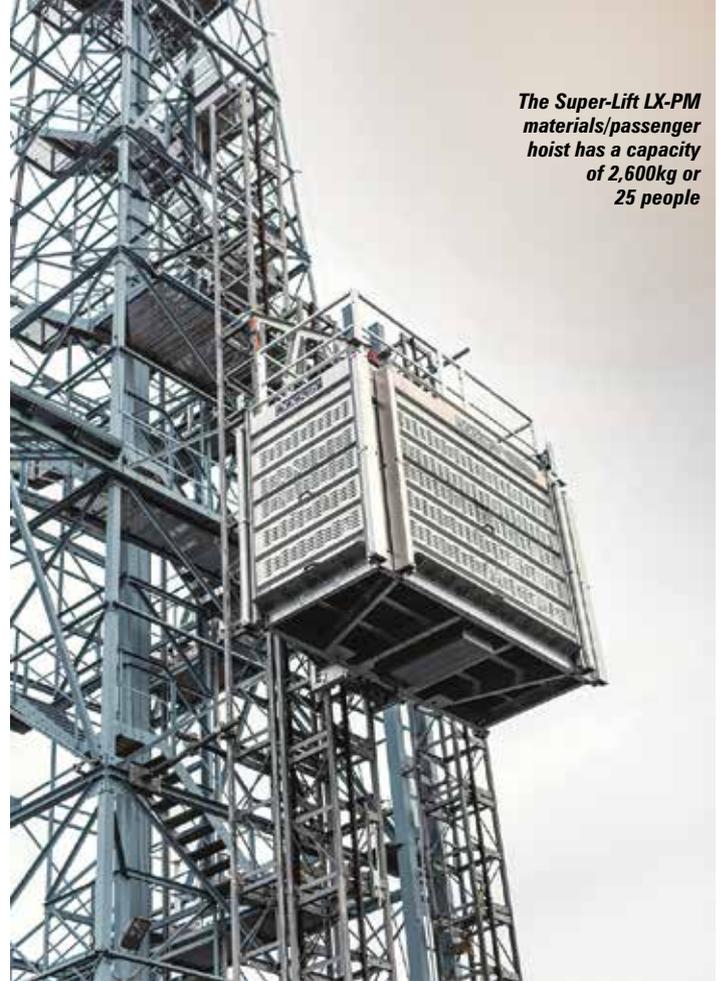
A new modular counter jib allows up to six different configurations to suit the application. The crane at Bauma will be fitted with a 27 metre counter jib radius and a 50 metre jib. The XL Cube cab - the largest from Comansa - will also be shown at ground level.

### Böcker

Böcker will show several new models including the 12 tonne, 52 metre AK 52 aluminium truck crane with a new work platform that can be extended to 3.5 metres, with 600kg platform capacity and has 400 degrees platform rotation.

The company will also show an electric drive AK 46/6000 truck crane which can be powered on site by a 400 volt three phase supply. If no power is available the crane can be operated using the truck's regular auxiliary drive. Böcker's RK 36/2400 crawler/spider crane will also be on show with electric drive option and the AHK 36 and AHK 30/1500 KS trailer cranes which are also available with electric power.

A new compact tracked inclined materials lift - the Junior HD 24 -



The Super-Lift LX-PM materials/passenger hoist has a capacity of 2,600kg or 25 people

can lift up to 250kg to a height of 23.7 metres. And from its furniture lift range the company will show its most powerful model - the Agilo HL 55 - which has a 400kg capacity and can reach up to 55 metres. Böcker will also have the new Super-Lift LX-PM materials/passenger hoist on display with a capacity of 2,600kg or 25 people and lift to a height of up to 200 metres at speeds of up to 40 metres a minute. Features include a gentle start and stop for reduced wear and tear on components. It can be operated without a lift attendant, in accordance with EN 12159 and is equipped with an intelligent control, so that it automatically stops at the individual landings.

### Kato Cranes

Kato Mobile Cranes returns to Bauma after an absence of almost 20 years with several new products from its City crane range including the 13 tonne CR-130f and 20 tonne CR-200Rf. It will also launch a

new 25 tonne CR-250R-V with the first units arriving in Europe later this year. The new crane has a full power 29 metre main boom and 8.5 tonne searcher hook as standard. Also available is a 5.7 metre hydraulic telescoping luffing jib, a 360 degree 'birds eye' view camera, a Cummins Stage V diesel and ABS braking system. The crane has axle weights of less than 12 tonnes and a 2.42 metre tail swing.

Kato will also launch the 100 tonne four axle KA1000Rx - a single engine All Terrain crane with 51.3 metre pinned boom and a three section 8.8 to 20.4 metre hydraulic luffing telescoping jib. Designed mainly for the Asian market, it features a Mercedes Stage IV engine, an Allison 4000SP-R 6 speed Transmission, Kessler Axles and a Knorr-Bremse/Wabco braking system with ABS.



The 100 tonne four axle Kato KA1000Rx.

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**Link-Belt**

Link-Belt will launch of its all-new 110 tonne two axle Rough Terrain crane - the 120 RT - with six section 50 metre pin & latch boom, topped by a 10.7 to 17.7 metre bi-fold swingaway which can be installed inline or manually offset at 15, 30 or 45 degrees. Two additional 4.9 metre lattice inserts take the maximum tip height to 79.8 metres. The crane includes a 13.2 tonne, three slab hydraulically removable counterweight and has a working weight of less than 56.5 tonnes depending on extensions. With counterweight removed it comes in at 42.85 tonnes and has an overall height of 3.91 metres for relatively easy transport.

A Cummins Stage V/Tier IV or Tier III diesels power a six speed transmission with two axle four link suspension. Access to the carrier deck is possible from six points around the crane. Link-Belt's V-CALC - Variable Confined Area Lifting Capacities - system features 81 different outrigger configurations. Once the outriggers are set, the crane's Pulse 2.0 system indicates the crane's available capacity for that configuration.

**Multitel Pagliero**

Multitel will show several new truck mounted platforms - the 25 metre MZ 250, 27 metre MTE270E and 20 metre MTE 204 Lithium - as well as the new 21 metre SMX210 spider lift.



*The 25 metre MZ 250 has a similar working height to the current MX 250 but is simpler and lighter*

The SMX 210 has 9.5 metres of outreach at an up and over height of 10.2 metres. It has a working footprint of 3.5 by 3.5 metres. Transport dimensions are 1.97 metres high, 4.53 metres long, 1.08 metres high with a total weight

of 3,500Kg. Features include non marking tracks and automatic outrigger set up as standard. A lithium battery powered version will be available later in the year.

The 25 metre MZ 250 has a similar working height to the current MX 250 but is simpler and lighter employing a two section lower boom, a two section upper boom and a fixed length articulating jib. A higher boom pivot point allows the longer boom sections to stow over the top of the 3.5 tonne, three metre wheelbase Iveco Daily's cab, so the overall height is likely to be closer to three metres.



*Link-Belt will launch of its all-new 110 tonne two axle Rough Terrain crane.*



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The telescopic MTE 270 EX has a 250kg platform capacity. The rear outriggers of the platform remain permanently within the vehicle width, while the front outriggers can be set up in-line or extended on one or both sides. Even with the outriggers in-line the platform offers 16 metres of outreach over the rear and nine metres to the side. Extending the rear outriggers increases this to 13 metres. The MTE 270 EX is available mounted on a Mercedes Sprinter or on an Iveco Daily chassis.

The new 20.4 metre working height/14.3 metre outreach MT204 Lithium has an electric powered superstructure with the batteries recharged as the unit travels between jobs. The battery pack is said to provide a full days battery life on a single charge and can be charged from empty to full in less than eight hours.

**PM, Oil & Steel and Valla**

PM will introduce new loader cranes from eight to 12 tonne/metres in its Light crane range as well as

expanding its Heavy range with the debut of the PM 50.5 crane. It will also launch two new radio control systems, G2B-Frame and BMS-HL Colour. A third model, the G2B-Full HD with 4.3" colour display will be available soon.

Oil & Steel is celebrating its 60th anniversary and will show new platforms on Isuzu and Iveco trucks, as well as a Ford pickup chassis. Valla will have the new remote controlled nine tonne V70 pick & carry crane on display. All three brands use industry 4.0, predictive diagnostics.

**Omme Lift**

Omme Lift will unveil a new compact articulated spider lift, the 25 metre 25.00 RXJ, with diesel/battery hybrid power pack. Maximum outreach is 12.5 metres at a seven metre up and over height. Transport length is less than seven metres and this can be further reduced to 6.16 metres with the basket removed. Overall stowed width is 890mm and its high lift outriggers allow the machine to set

**Omme Lift's compact 25.00 RXJ**



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

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

Maximum SWL increased by more than 30% to 450kg on telescopic booms and 320Kg on articulating Boom Lifts.

Maximum Horizontal Reach is increased by more than 1m.

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**Telescopic Boom Lifts**

**BT24RT**(24m)      **BT26RT**(26m)

**BT28RT**(28m)      **BT30RT**(30m)

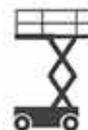
**Articulating Boom Lifts**

**BA24RT**(24m)      **BA28RT**(28m)



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*Ormig has a new range of electric cranes from 30 to 60 tonnes*

up on slopes of up to 40 percent. Other models on show will include the 12 metre Mini 12 EJ trailer lift, 17 metre 1700 EX articulated trailer lift, and 42 metre telescopic 4200 RJ spider lift.

### Ormig

Celebrating its 70th anniversary this year, Ormig has a new range of electric cranes with capacities of 30, 40 and 60 tonnes. Details are sparse but the main features are likely to include more compact dimensions, lighter operating weights, reduced turning radius and zero tailswing. Options include various hydraulic and mechanical jibs, forks with side shift, remote controls and the latest generation self-check of all crane functions.

### Ruthmann - Bluelift

With the tag line 'Orange is the new green' Ruthmann will show Bluelift spider lifts with lithium ion battery power along with two hybrid truck mounted lifts, the 18 metre Ecoline 180 Hybrid and 27 metre TB270 Hybrid.

The company will also launch the all battery powered 25 metre Ampero TBR 250 E, mounted on a Mercedes Sprinter electric chassis, converted to electric drive by Orten Electric-Trucks and its partner EFA-S. The

*The 25 metre Ampero TBR 250 E*



platform uses the chassis battery pack, which Ruthmann says is sufficient for a complete working day, including up to 100 km of driving and four hours continuous platform operation. The charging time at a 380 volt charging station is four hours, longer on conventional 230 volt sockets.

Ruthmann will also show two truck mounts equipped with the new DRS - Dynamic Range System - which calculates the available working range depending on outrigger set up. The 75 metre T 750 HF will be seen for the first time as well as the new 90 metre T 900 HF DRS. DRS will be retrofittable to all Ruthmann Highflex (HF) platforms.

### Socage

The main attraction on the Socage stand will be its new 37 metre 37DJ truck mount designed for 18 tonnes or larger chassis, which has an outreach of 23 metres. It will also show a range of insulated boom platforms from Socage Brazil. The articulated 13.5ATi has a 13 metre working height and is insulated up to 69KV (type B) or 49KV (type C).

New E series platforms will also be on show, including the ForSte18T with 11 metres of outreach with inboard jacking, or 12.5 metres with outriggers fully extended. Other 3.5 tonne truck mounts will be on show up to the 28 metre ForSte 28D articulated model. Finally, the company will unveil the new 12 metre 12VT Tronqué van mounted platform on a cutaway chassis.



*The 13m 13.5ATi is insulated up to 69KV (type B) or 49KV (type C)*

### Tadano

Tadano will unveil two new All Terrain cranes a four axle model and a five axle unit, both with Euromot 5 engines and newly developed main booms. Both continue with Tadano's two engine concept. The company is keeping the maximum capacity of the new cranes a secret until the show. Also on display will be the new 60 tonne three axle ATF 60G-3 All Terrain, which is proving to be a popular model thanks to its variable axle weight configurations. Tadano is also launching an updated version of its 40 tonne HK 40 truck mounted crane mounted on a new MAN chassis including HydroDrive and intelligent rear axle steering. The HK 40 has axle loads less than 10 tonnes even, when carrying its full 4.5 tonne counterweight.

Other cranes on the stand will include the 80 tonne GTC-800 telescopic crawler, the 110 tonne GR-1200XL two axle Rough Terrain crane, 20 tonne GR-200EX mini city type Rough Terrain crane and 75 tonne GT-750EL truck crane.



*The 75 tonne GT-750EL truck crane*

### Bonfiglioli

Bonfiglioli will unveil its new ECGenius - a high-power, efficient and cost-effective continuously variable transmission for telehandlers. The patented Mechanical Variator at the core of the product is the result of over 15 years of development at CVTCORP,

*The Bonfiglioli ECGenius.*



Bonfiglioli's Canadian partner. The company says the new transmission enables manufacturers to reduce engine size, while improving overall vehicle performance in the 20 to 30 percent range.

### Comer

Italian component and hydraulics manufacturer Comer will unveil an all-new axle based drive system for self-propelled boom lifts. The launch system will be hydraulic drive with a single large inboard mounted motor which allows easy conversion to electric drive in the future. The company will demonstrate the new system with a virtual display.

### Moba

Control and electronics company Moba will show a number of innovative new products, including an all-new joystick controller that senses excessive pressure or inadvertent activation and can be set to reverse the function that created the pressure, effectively providing a built-in secondary guarding system. The company will also unveil a new integrated triple action tilt sensor.



*Moba's new joystick controller*

### Apexway

Apex tyres will show a new range of tyres that use less carbon and more silicone, in order to make them easier to recycle. The company is also offering non marking versions of all of its tyres and says that it is now offering custom tyre sizes and designs in relatively low production runs.



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# The show that grows

Returning for its second year at Donington Park Vertical Days will take place on May 15th and 16th and looks as though it will be bigger than ever.

The show is located adjacent to East Midlands Airport and junction 23a of the M1 motorway, convenient for the cities of Derby, Nottingham and Leicester, while Birmingham is less than an hour away. As in previous years visitors benefit from everything being complimentary including parking, tea, coffee and a hot lunch. The show opens on Wednesday 15th May and also runs through Thursday 16th May.

## Dedicated to lifting and working at height

This year's show is the 13th Vertical Days and looks set to be the showcase for a plethora of new product launches making their way directly from Bauma which occurs six weeks prior. The show is already almost fully booked with a number of new exhibitors investing in what is still the only show dedicated to cranes, access platforms and telehandlers, along with a host of component suppliers and service companies.

The full guide to the event will be published in the April/May issue of Cranes & Access magazine, but in the meantime here are a few glimpses of the new products and launches that will be at the show.

## Cranes

Liebherr says it may have a few surprises up its sleeve. What we do

know is that it is bringing the first 230 tonne LTM 1230-5.1 to the UK following its launch last year and will debut its 100 tonne LTR 1100 telescopic crawler crane with a Stage V diesel.

Spierings will show the first production version of the three axle SK487-AT3 City Boy hybrid mobile self-erecting tower crane which can handle its maximum lift capacity of seven tonnes at a radius of almost 12 metres and has a maximum radius of 40 metres with a capacity of 1,700kg. This will be shown along with the four axle, seven tonne capacity SK597-AT4 mobile self-erecting tower crane.

First time exhibitor Skyline Arcomet will show the Arcomet A50 Eco self-erecting tower crane which features a 50 metre jib, hook heights up to 36 metres and a maximum capacity of 8,000kg. It will also highlight a number of new Terex tower cranes and the first model of the Potain MRH range of hydraulic luffing jib cranes to be delivered to the UK.



Arcomet A50 Eco



Liebherr LTM 1230-5.1



C&A

Vertical Days

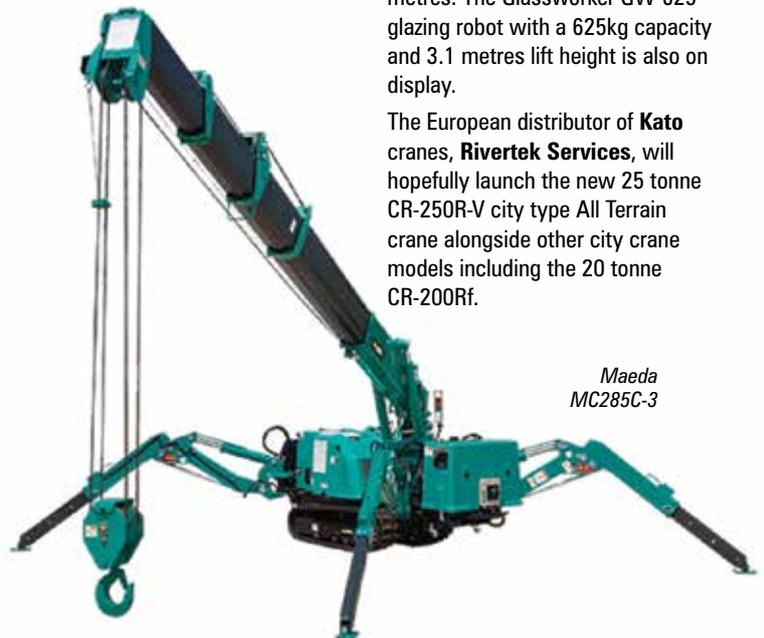


Spierings SK487-AT3 City Boy

Kranlyft will show a range of Maeda cranes including the 2.82 tonne capacity MC285C-3 spider crane which features a slew limit setting, HBC radio remote control

and detachable electric drive motor. It will also have Klaas aluminium truck and trailer cranes, with capacities up to six tonnes and a maximum hook height of 49.9 metres. The Glassworker GW-625 glazing robot with a 625kg capacity and 3.1 metres lift height is also on display.

The European distributor of Kato cranes, Rivertek Services, will hopefully launch the new 25 tonne CR-250R-V city type All Terrain crane alongside other city crane models including the 20 tonne CR-200Rf.



Maeda MC285C-3



Kato CR-200Rf



**Montalift M21 4-WDS**

Netherlands-based mobile tower crane manufacturer **Montarent Bouwlogistiek** will bring the **Montalift M21 4-WDS** self-propelled, self-erecting tower crane which features a Potain tower crane superstructure and an all wheel drive chassis. The 21 metre/tonne crane has a 26 metre jib with a lifting height from 18.7 metres to a maximum of 25.9 metres. Maximum capacity is 1,800kg.

First time exhibitor Tower Cranes UK will present its new Liebherr LTM 1160-5.2 All Terrain crane used for erecting and dismantling its fleet of tower cranes, which the company will also highlight on its stand.

**NRC** will show the 80 tonne Hitachi

Sumitomo HSC SCX800A-3 lattice crawler crane, as well as the new 110 tonne TCC-1200 telescopic crawler crane.

**Alfa Access Services** has recently been appointed as the UK distributor for Italian mini crane manufacturer **BG Lift/Brenerro Gru** and will show the lightweight 580kg capacity M060, 2.5 tonne M250 spider crane and 14.5 tonne CWE 525 tracked loader crane.

**Manitowoc** will show its new addition to the **Potain** tower crane range - the MRH125 - one of two hydraulic luffing jib cranes. The crane has a maximum capacity of eight tonnes and can handle two tonnes at a 50 metre radius. Two **Grove** Rough Terrain cranes will be on the stand - the RT550E and RT540E-2 - one from **Crowland Cranes** which will also be on the stand demonstrating its new wireless wind speed system.

**Jekko** spider cranes will be found on the **JT Cranes** stand and will include the UK launch of the lithium powered SPX532, along with the new nine tonne C90 tracked carrier.

First time exhibitor **Foster Cranes** - now the **Hoeflon** distributor - will show a range of Hoeflon cranes including the UK launch of the eight



*Hoeflon will be represented by Foster Cranes.*

tonne lithium powered C30 compact spider crane.

## Access Equipment

**Manitou** will highlight the prototype of an all-new electric powered boom lift, which will be unveiled at Bauma. It will also show the nine metre 90 V'Air mast boom designed specifically for two operators carrying out aircraft maintenance.



*Manitou 90 V'Air*

**Skyjack** will launch its all new Rough Terrain diesel scissor lift range, with platform heights of

up to 63ft and capacities up to 1,245kg. It will also show its completely revamped 40ft narrow aisle slab electric scissor lift, the SJ4740 alongside a number of boom lifts. The company will also be demonstrating a host of new technology and telematics.

Italy's tracked platform manufacturer **Almac** will show its new 33ft Jibbi 1250 Evo telescopic boom lift. The new machine features a three section telescopic boom plus articulated jib and can level on slopes of up to 22 degrees. The machine has a 12.2 metre working

**Almac Jibbi 1250 Evo**



*Tower cranes from Tower Cranes UK*



**BG Lift CWE 525**



*Skyjack SJ4740*

height and 5.5 metres of outreach with its maximum capacity of 230kg, while seven metres is possible with 80kg capacity.

**Genie** will highlight its all-new 13ft GS-1330m electric micro scissor lift, alongside its latest generation of 'green' aerial work platforms, possibly new battery powered boom lifts, and its Xtra Capacity (XC) telescopic boom

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Klubb adds a brand-new 100% electric model to its range: the K26 lift mounted on a cutaway Renault Master ZE. Ecological and very compact, it operates without noise and without pollutant emission.



K26 > 12 m



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Genie GS-1330m

lift range. It will also demonstrate its new Lift Connect Telematics solutions and show its new lithium ion battery pack on its 19ft GS-1932 scissor lift.

**Klubb's** UK affiliate **CPL** promises to launch three new innovative products as well as a range of zero emission aerial work platforms. It will also show a number of 3.5 tonne truck mounts and spider lifts from **Palfinger Platforms Italy**.

**Dingli** will launch the new 65ft JCPT2223RTA Rough Terrain diesel scissor lift with 750kg platform capacity, alongside slab electric scissors ranging from the 12ft JCPT0607DCS to the recently upgraded 45ft JCPT1612DCB.

Dingli JCPT2223RTA



French manufacturer **ATN** - now owned by Fassi - will show its new 12.65 metre Piaf 13RE mast boom with just over six metres of outreach and 200kg platform capacity. It will be joined by the updated 23 metre Mygale 23 spider lift, the Piaf 10RE mast boom and the Zebra 16 STAB articulated boom lift.



Klubb K38



Snorkel S2755RT

ATN's Piaf 13RE



which has a maximum outreach of 17.3 metres.

**APS** will bring the new 32.5 metre Hinowa 33.17, the 26 metre 26.14 and 20 metre 20.10 Lightlift spider lifts featuring lithium ion battery pack. It will also show the Genie 45ft Z-45 and 60ft Z-60 articulated booms.

**Promax Access** will use the show to launch a new 20 metre **Platform Basket** spider lift, alongside a number of other Platform Basket spider lifts ranging from 13 to 43 metres.

**LGMG** makes its second appearance at Vertikal Days and will bring its 46ft A14J articulated boom lift as well as its slab electric scissor lifts including the 12ft SSO407E and the 15ft SS0507E.

Hinowa Lightlift 33.17



LGMG A14J

**Bronto Skylift** will highlight its 35 metre S35EM truck mounted platform - dubbed the Baby Bronto - which has an outreach of 29 metres and 500kg platform capacity. It will also show an S47XR truck mounted platform.



Bronto S35EM

## Vertikal Days

C&A



Versalift VTL135-H

**Versalift** will unveil a new van mounted platform alongside its recently launched VTL van mounted range and the 13.3 metre LAT135-H pick-up mounted platform.

**JCB** will show its electric scissor lift range with lithium ion battery option, while **Access Sales International** will show a number of new **Ruthmann** truck mounted platforms ranging from 20 to 75 metres.

**AJ Access Platforms** will show a 65ft **Holland Lift HL220D25** scissor, a 45ft **Yamei 4655** scissor and a refurbished Genie boom lift. **Central Platform Services** will display the 19 metre tracked **Leguan L190** and the five metre Leguan 50 aerial lift attached to an Avant loader.



Leguan 50

**GMG** will have its 10 metre VM26-J mast boom alongside its full scissor lift line up and says it will have an additional surprise. It will also



Teupen Leo35T Plus

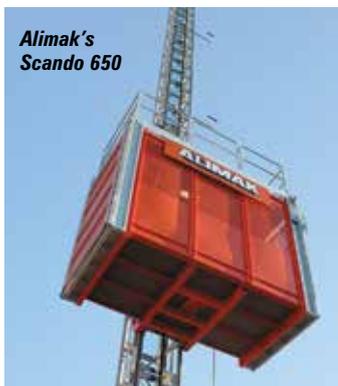


Bravi's Leonardo self-propelled lift.

demonstrate its new Overhead Warning System and updated control system.

**Bravi** will bring its Leonardo self-propelled lifts, while **Alfa Access Services** will show the upgraded version of its 35 metre **Teupen** Leo35T spider lift, as well as the new 10 metre **Hematec** Helix 1003XL mast boom alongside the 12 metre 1205 and 15 metre 1508 mast booms.

**Alimak** will show the Scando 650 construction hoist alongside the Hek MC 450 mastclimber and Hek TPL 1000 transport platform. First time exhibitor **SAEClimber** will show a range of mastclimbers and hoists.



Alimak's Scando 650

## Telehandlers

**Magni** will show the new high capacity eight tonne RTH 8.25 SH 360 degree telehandler, which can handle 5.3 tonnes at its maximum forward reach of 25 metres. UK rental company **GT Lifting** will exhibit telehandlers from Magni and **Merlo** while **JCB** will bring the



Magni RTH 8.25 SH

4,000kg/18 metre 540-180 with platform attachment.

## Ancillary equipment and services

The Marketplace Pavilion will include a number of new exhibitors related to the crane, access and telehandler industries including safety equipment, software, components, training, financial solutions and electronics suppliers. The Marketplace also hosts the main café - serving complimentary tea, coffee and pastries all day - while providing a location for networking and a catch up.

The outside area will also include a large number of ancillary products and services including replacement parts and service suppliers **TVH** and **IPS**, plus new exhibitors including **Ferrari International** UK dealer **PCM Transport and Handling Equipment** and safety equipment company **Xenith Heights**. There will also be plenty of lifting gear on display around the show by

exhibitors including **FLG Services**, **Lifting Gear UK** and **Carl Stahl Evita**.

## Check out the show online

The products previewed above are just a glimpse of what you will see at Vertikal Days. You can check out the full exhibitor list at [www.vertikaldays.net](http://www.vertikaldays.net). In the next issue of C&A, we will feature the full, pull out guide to Vertikal Days with more details on new products and a full listing of exhibitors with site plans.

Away from the magazine, look out on Twitter, Facebook and LinkedIn for special stand offers, competitions and promotions. Full details will be listed in the pull-out guide including details on how to win a low-level access platform from one of the UK dealers.

## Consistently good

Vertikal Days has become increasingly popular with visitors since the first event back in 2007 at Haydock Park with visitor numbers



Lifting equipment from FLG Services



Catering Pavilion

growing each year. The show provides an opportunity for both visitors and exhibitors to network and make new contacts, while the calmer atmosphere allows exhibitors to spend more quality time with visitors, either on their stands or in the public areas. As usual, the CPA and IPAF will be on hand to greet members, while hosting seminars, meetings and workshops, so try and take advantage of them and learn something new.

## Catering and hospitality

All refreshments are included, with lunch provided each day from 12:30 - 14:30 in the Catering Pavilion. Catering will include the popular free range hog roast, alongside the barbecue and a sandwich bar. Hotel rooms within a five mile radius are plentiful, although we would recommend you book as early as possible if you are looking to stay over, particularly on the Wednesday evening.

## Show Information:

### Venue:

Donington Park, Castle Donington, Derby, DE74 2RN

### Dates/Times:

Wednesday 15th May 10am to 5.30pm and Thursday 16th May 10am to 4.30pm

### Exhibitor Listing:

See [www.vertikaldays.net](http://www.vertikaldays.net)



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# Brogan on the up

Last month the Sunday Times International Track 200 listed the UK's fastest growing mid-sized companies. The highest company within the cranes and access sector - in 32nd place - was specialist access supplier Brogan Group, which had increased its export sales almost 98 percent over the past two years thanks to large contracts in the UAE and Ireland. And the company says it is looking forward to another year of growth in its powered access division which includes mastclimbers and hoists.

Brogan has increased its presence significantly across the UK, Ireland and the UAE over the last 12 months. Its mastclimber and hoist divisions have grown extensively, and it is taking on further projects and growing its fleet enabling it to carry out large and complex projects requiring a combination of different types of access equipment.

One contract with a large number of mastclimbers is the Osiers Point development in Wandsworth, South London. The residential scheme consists of a total of 275 flats and 3,508 square metres of commercial floor space with the building reaching 21 storeys high.

The project uses a mixture of 27, light and heavy-duty mastclimbers



Apex House - tallest modular building in Europe

providing a comprehensive package particularly along the south elevation which is overlooking the live Network Rail track. Mastclimbers were proposed to allow bespoke shaped platforms to be installed and to avoid overhanging elements encroaching into Network Rail space. They were installed across the project's three blocks with nearly half being within the Network

Rail zone.

Working closely with both the client and Network Rail, Brogan engineers needed to ensure the proposed solution met all regulations without affecting the Network Rail infrastructure. Bespoke cantilevered platforms were fabricated and several of the mastclimbers were equipped with mechanical sliding

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platforms to navigate balconies and terraced areas.

Brogan is also set to begin work on another London development in Kensington with one of the largest mastclimber packages to date which includes more than 50 mastclimbers as well as scaffolding and hoists providing access for the various subcontractors. The overall development will see the creation of more than 1,000 homes, a new school and landscaping across areas of Kensington and Chelsea.

Brogan says that 90 percent of its business is repeat custom and it works closely with clients to offer advice on access strategies, requirements and best practice. The company has already worked on iconic projects such as Battersea Power station phases 1, 2 & 3, Apex House - the tallest modular building in Europe - and Madison Tower in Canary Wharf, London. It is currently working on level 42 of the 54 storey Madison Tower project, a £150m residential development that is being built by Balfour Beatty for LBS Properties.

The project involves using an aluminium alloy common tower - developed by Welsh specialist CAS Scaffolding - together with a twin passenger/goods hoist and its Stros Colossus hoist, manufactured specifically for the project. The common tower - measuring five metres by five metres - was chosen to accommodate the height of the prefabricated bathroom pods which Balfour Beatty wanted to get into the building via the hoist rather than

monopolise valuable tower crane time.

"The Madison project has two large programme critical components - the bathroom pods and the curtain wall stillages - both of which must be transported vertically and distributed to the floor plate via the Colossus hoist specifically sized to ensure the largest pods - measuring 2.7 x 2.8 x 2.55 metres - can be delivered safely to site," said Jack Bird, Balfour Beatty's façade manager on the project. "Considerable time and engineering assistance were required at the early stages of the design to ensure that Brogan could get the common tower and hoist to work with the pod heights," he said.

The Colossus hoist is believed to be the largest of its kind on the UK market. With a length of five metres and a width and height of 3.1 metres, the electrically driven hoist can safely carry 40 passengers or 4,000kg to a height of 350 metres at a speed of 40 metres per minute. The Colossus, twin passenger/goods hoist and a staircase all run off the common tower to provide access to the building through an entry point just three metres wide. This means that the amount of façade and internal finishes that must be left unfinished is kept to a minimum. The combined system of common towers and hoists for high-rise construction allows for faster and more efficient builds as the lower floors can be fitted out while the upper floors are still under construction.

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# Innovation first

The ARA Show was held this year in Anaheim California, the first time it has been held on the west coast since 2003. The association also officially changed the name from 'The Rental Show' to the ARA Show - a name that many have always used.

This year was unusual in that several companies held new model launches over for Bauma, changing a long-held tradition of the major North American manufacturers unveiling major new models at the show. While there were a good number of new products on show, most companies focused on unveiling new technology, from advanced telematics and new Apps to the use of a mobile phone as a remote controller. The other major focus was the adoption of the new ANSI standards. Here is a review of the major new product launches at the show.

Skyjack launched its new four model big RT scissor lift range from the 1,250kg capacity 33ft SJ9233RT to the 63ft SJ9263RT. The other two models are the 43ft SJ9243RT and 53ft SJ9253RT which now provides an 18 metre working height.



The SJ9253RT's new tyres

Skyjack's new SJ9253RT



The SJ9253RT's new Kubota installation.



The new Skyjack 9253RT lower controls

While the range is based on the popular SJ9250RT, it is in reality a totally new machine with a new scissor stack, a new drive train - adopted from the company's boom lifts, new levelling jacks, a new smaller Kubota engine which is mounted transversely so that it does not need to pull out to service, new cushion-type solid RT tyres, a totally new Skycoded control system and improved hose routing. Most of the changes have zero cost or save money allowing the company to maintain pricing on a significantly improved machine.

The company also introduced updates to its bread and butter slab scissor lift range, with a new tighter scissor stack allowing the use of less counterweight, new Skycoded lower controls which incorporate the angle sensing and overload control as well as improved diagnostics and updated Elevate telematics programme. Other improvements include a new one switch emergency descent system, updated pothole protection to avoid debris build-up while providing 45 percent more ground clearance. The updated models have new simpler, more

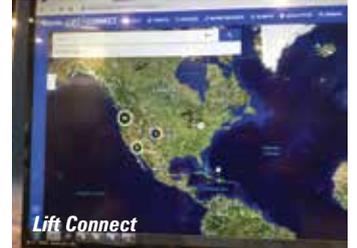


C&a

ARA show



The new SJ4740



Lift Connect

logical nomenclature - SJ3219, SJ3226 etc, so for example the 40ft SJIII 4740 now becomes the SJ4740.

Genie had much to talk about and showed the new S-45XC boom lift, but the star of the show was its new telematics programme - Lift Connect - the amount of data that it can now provide is quite mind boggling.

The company is offering three years' free subscription to the service with every new model. It also surprised with the unveiling of an optional lithium ion battery pack for its slab scissor lift range. Installed on a 19ft GS-1932, it has the same life between recharges as the standard battery pack, however



Genie's new Lithium ion battery pack



The new Genie S-45XC

charging is much faster and short spells of 'opportunity charging' are possible. The battery also holds its charge when stored, requires zero maintenance and will last a good deal longer than lead acid batteries. Genie also launched a number of accessories - initially for the North American market - including a material carrier and the Access Deck attachment - a step up device to reach difficult areas. One is also available on boom lifts.



*Genie's material carrier and also roof exit gate*



*Genie's Access Deck attachment*

Finally, for many the ARA was the first chance for many to see the new 13ft GS-1330m micro scissor lift. There were numerous similar machines at the show, with all but one of them made in China.

**Custom Equipment** - the pioneer of the micro scissor lift with its low overall weight and compact dimensions which has long proposed such scissors as better alternatives to mast-type lifts - unveiled two new self-propelled scissors and a new push around, the five metre working height PA-1030.

It has also updated the entire product line and adopted a new nomenclature system. Push around models will carry the 'PA' prefix, the regular self-propelled models 'PS' and the 'zero turn' models 'ZT'. All meet the new ANSI standards.

The most significant new product is the 16ft ZT1630 - the highest machine the company has ever built - and the smaller 12ft ZT1230 which

replaces the HB1230. The 16ft unit weighs 934kg while the 12ft weighs 755kg. Platform capacity on both is 250kg although the ZT1630 is limited to one person, while the ZT1230 can handle two. Overall length of both machines is 1.57 metres with a 760mm overall width, making them longer than the original but with a



*The new Genie GS-1330m*



*The new Custom PA1030 push around lift*



*Custom Equipment's new ZT1230*



*Custom Equipment's new 16ft ZT1630*

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The LGMG North America stand



lower stowed platform height of 520mm and 603mm respectively.

Other companies with micro scissor lifts included LGMG - exhibiting aerial lifts at the show for the first time and launching the company's new distribution company LGMG North America based in Chambersburg, Pennsylvania. The company is working with ex-JLG president Craig Paylor, informally assisted by Rusty Kaylor.

The company showed a range of scissor lifts including both electric and hydraulic drive slab electrics, including the 14ft SS1430 and 19ft SS1932. The 14ft is a sister machine to the 12ft SS0507 the company offers elsewhere and has an overall length of 1.53 metres, but while the 12ft is 760mm wide and weighs 880kg, the 14ft is 810mm wide and weighs 970kg. The larger SS1932 is much longer at 1.86 metres and weighs 1,560kg.



The 19ft LGMG SS1932E electric drive scissor lift



GMG's updated I-Power technology controller

GMG had much to talk about including its improved I-Power technology control software. The company used its new 15ft 1530-ED micro scissor lift to demonstrate how the steering circuit power draw varies with speed to produce a quieter, smoother machine that consumes less power. It says that the steer function draws the most power - even more than the drive - thus the benefits of lower draw. It also has a special creep speed for ultra-fine positioning. GMG's overhead alert system and advanced diagnostics are fully integrated with no relays in sight.

JLG unveiled two more models in its new Rental slab electric scissor lift line. The 26ft 2632R and 32ft 3246R join the current 19ft 1932R and 40ft 4045R with rear axle direct electric drive, variable tilt technology with visual indicator, a new improved pothole protraction system and all steel deck etc.

It also demonstrated a new App that allows a smartphone to be used as a very accurate remote controller for drive and steer on slab electric scissor lifts when stowed, for safe loading/unloading.



Other products included the new Enhanced Detection System (EDS) with multiple ultrasound beams and cut-outs for working around



The JLG new R Series range is now complete

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The JLG EDS proximity system



JLG's new SkyGuard SkyLine secondary guarding system and steel control cover

aircraft or other sensitive equipment and SkyGuard SkyLine secondary guarding system. It has reserved its more significant introductions for Bauma.

**MEC** unveiled a new 45ft straight boom - the 45-J - with two section boom and jib joining the 60ft boom and 45ft articulated boom lift, and a new compact Rough Terrain scissor lift range - the 40ft 4069 and a 33ft 3369 - both available in diesel or electric versions.



The new MEC 4069RT available with electric or diesel power

**Manitou** showed no new products apart from the French-built Gehl version of its MT420 ultra-compact telehandler. It also confirmed that it will launch five more boom lift models in the USA this year.

**Snorkel** introduced the final version of its 40ft 400S telescopic boom lift and more Snorkel-badged Faresin telehandlers.

Finally **Trojan** battery generated a good deal of interest with its new Trillium fully self contained lithium ion battery which can easily replace regular lead acid cells.



The Trojan Trillium lithium ion battery



The Haulotte stand



The EM Utility Vehicle Scissor lift offers a 13ft platform height, 5.5m working height and can travel at 12mph



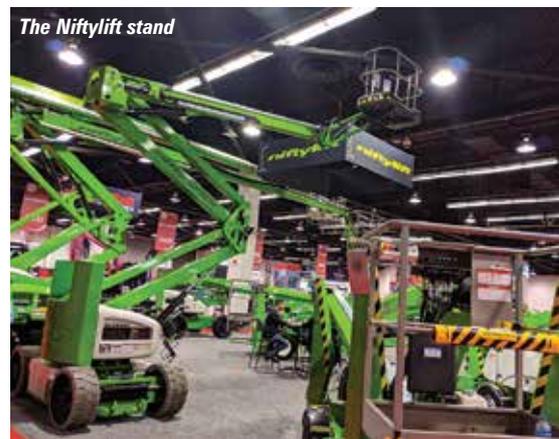
The new MEC 45-J boom lift



The Snorkel stand with new telehandlers



Forever ODM is in the process of redesigning its scissor boom to the new ANSI standards



The Niftylift stand

A 12 metre Bluelift C 12 (32) with vertically telescoping platform attachment



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# Lifting team monitoring

Developed following consultation with its Operators' Forum Executive Committee and aimed primarily at fleet owner organisations, ALLMI's 'Guidance Note 029 Lifting Team Monitoring: Points to Consider' provides valuable information on the following topics:

- Benefits of monitoring lifting team personnel.
- Recommended methods and frequency of lifting team monitoring, as well as the metrics against which to measure performance.
- Legalities surrounding the subject.
- Correct selection of monitoring personnel.
- A series of template check sheets, to facilitate the monitoring of each lifting team member/role.

ALLMI advocates the systematic, regular and documented monitoring of lorry loader lifting team members, to ensure compliance with safe systems of work and to facilitate the identification/rectification of problems.

Industry stakeholders are encouraged to contact ALLMI for a complimentary copy of this guidance, or with any queries in relation to this important subject.



## Kerbside deliveries with lorry loaders

ALLMI's Guidance Note series continues to expand, with the publication of 'Guidance Note 030 Kerbside Deliveries with Lorry Loaders'. Produced in conjunction with the association's Operators' Forum Executive Committee, the document provides useful guidance concerning kerbside operations and is aimed at parties both undertaking and receiving deliveries / collections, as well as local authorities.

ALLMI technical manager, Keith Silvester says: "Many members have approached us seeking clarity on this topic, and this has been the main driver behind the Guidance Note's development. Kerbside deliveries can be a difficult subject to navigate, with the key to success being quality communication with the local authority concerned, as well as a high standard of planning and execution. The ALLMI Guidance Note provides assistance in all of these areas, covering the applicable legal issues, information gathering at the enquiry stage, lift planning considerations and control measures."

For a complimentary copy of this guidance, please contact ALLMI.



**c&a** ALLMI focus

## More demand for remotes

ALLMI has released its loader crane industry sales figures for the second half of last year, completing market statistics for the full year 2018. Compiled by an independent third party and with the involvement of the majority of manufacturers represented within the association, the statistics are broken down into categories based on the tonne/metre rating of the equipment, as well as the application.

The figures show another impressive industry performance in 2018, with strong sales across a range of sectors and overall growth against the previous year. Demand for remote controls also increased compared to 2017, with over 65 percent of invoiced sales relating to lorry loaders with control units of this type, and the figure reaching as high as 89 percent in one particular segment of the market."

"The continuing popularity of remote controls reflects the many benefits they bring to lorry loader operation. However, as ALLMI has previously highlighted on numerous occasions, it is very important to remember that they can create some significant potential hazards if used incorrectly and so those responsible for loader crane operations are encouraged to use the association's freely available 'Safe Use of Remote Controls' campaign material, which includes a web based video, an information leaflet aimed at operators and their immediate supervisors, and a ready made toolbox talk template document. For copies of the material, please visit [www.allmi.com](http://www.allmi.com) or download the ALLMI Smartphone App from the Apple or Google Play store.

## New business manager for ALLMI

ALLMI has appointed Amy Adams as business manager. Adams joined the association four years ago, bringing a wealth of experience in business administration from a blue chip corporate background. Speaking of her new role she said: "I am excited to have taken on the role of business manager, which is a brand new position within ALLMI, and which involves managing various operational aspects of the association's activities, as well as participating in certain project work. Since joining ALLMI in 2015, I have seen first hand how rapidly the organisation is expanding and increasing its industry presence, as well as continually raising standards, and I am very much looking forward to playing a key part in its undoubted future success."



Amy Adams

Chief executive Tom Wakefield added: "Amy's appointment into this new role represents another significant step forward for ALLMI. It is a continuation of the resource strengthening process that commenced with Paul Wright's employment last year, when we created the position of training & audit officer, and we have further plans to implement in this regard as 2019 progresses, bringing further benefits to our membership and the wider industry."



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

# NEW 2019 NEW ROTO RANGE



## NEW 2019 NEW ROTO RANGE

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# Access Open Meeting

The first ever Strategic Forum Plant Safety Group (SFPSG) MEWPs Open Meeting held last month was attended by 60 delegates. The group has been in existence for several years to promote continued safe use and best practice in the operation of aerial work platforms, however this is the first time that an open meeting has been held. The group is chaired by the Construction Plant-hire Association (CPA) and administered and supported by IPAF.

CPA chief executive Kevin Minton worked alongside Richard Whiting, UK market general manager at IPAF, to devise an agenda with presentations on issues such as accident reporting, operator competence, card schemes, the importance of familiarisation, rescue of persons from platforms and secondary guarding, as well as offering plentiful opportunities for questions and audience interaction.

Andrew Delahunt, director of technical and safety at IPAF, was the first speaker reviewing accident statistics and fatalities involving aerial work platforms worldwide. In 2017 there were 83 known fatal accidents, based on the IPAF accident database. He stated that the 'shared knowledge' approach benefits all of the access industry. Accident data helps improve regulations and known risks can be targeted, thereby offering better protection for all. He also referred to a 2018 Summary Report produced by the UK Health & Safety Executive (HSE), which revealed that the rate of self-reported work-related ill health and a non-fatal injury was statistically higher in construction than other industries. A study of workplace statistics in 10 countries (Austria, Australia, Canada, Germany, Hong Kong, Ireland, Japan, Singapore, UK and USA) found that falls from height account for 20 to 30 percent of all fatal workplace accidents and that the top three causes of falls from height

are structures, roofs and ladders. HSE statistics reveal that there have been 200 fatalities and 28,000 injuries relating to falls from height in the UK over the past five years.

Delahunt finished his presentation by highlighting the importance of near miss reporting and identifying high risk situations before an accident occurs, then implementing safe working practices. More than 50 percent of reported accidents result in no injuries.

The next speaker - Peter Brown, technical development manager of the CPA - focused on card schemes and operator competence. He gave a potted history from 1986 when plant card schemes were first originated to the present day and the NOCN Group announced as the new owner of CPCS. A survey carried out among CPA members indicated that 95 percent of respondents use CPCS, 50 percent use NPORS and 35 percent use IPAF. The most important factor for using a named scheme was said that it is accepted on all sites.

CPA chief executive Kevin Minton then outlined the association's position regarding the change of ownership of CPCS. The CPA has had a long association with CPCS dating back to its origins in the Certificate of Training Achievement (CTA) scheme. He said the CPA wants to ensure that the investment CPA members have made in training and competence is protected. The



C&A

CPA

CPA has therefore offered support to NOCN to help achieve a successful and smooth transition from the public sector.

Next up was Ray Cooke from the HSE Construction Sector Safety Team. He presented a series of statistics relating to workplace injuries and stated that work at height remains the biggest cause of fatalities and that aerial work platforms often present the best and safest solution for working at height, providing that they are used in the right hands and that the correct planning is in place.

A further presentation by CPA technical consultant Tim Watson, was about the availability of a recently launched SFPSG publication called Rescue of Persons from MEWPs. Available as a free download from both the CPA and IPAF websites, it is a 10 page A4 document which has been drafted with input from the HSE. The

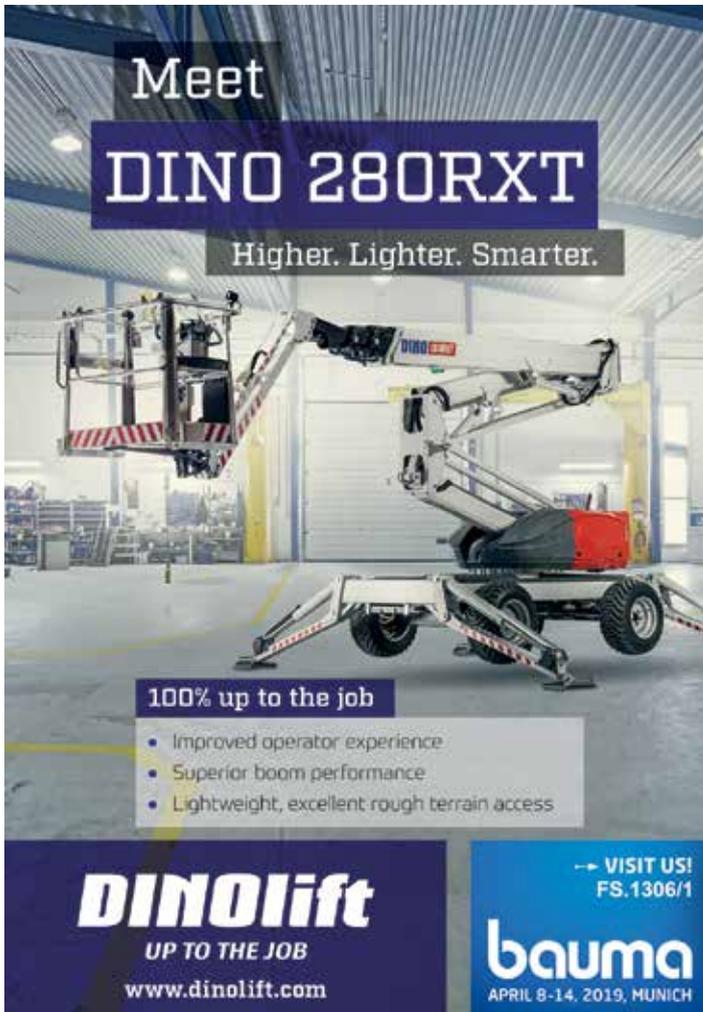
guidance confirms that the primary duty for ensuring there are adequate resources for planning and carrying out rescue of persons from a platform rests with the user. As well as covering regulatory requirements and responsibility for rescue, the document covers planning for rescue, developing the method and rescue personnel.

The final presentation by Delahunt covered secondary guarding. IPAF currently has two documents available - Avoiding Trapping Crushing Injuries to People in the Platform and Guidance on Secondary Guarding Devices Available to Reduce the Risk of Entrapment Injury.

The final session covered a series of questions that had been posed by attendees throughout the meeting using Slido, the web-based Q&A and polling platform for meetings and events.



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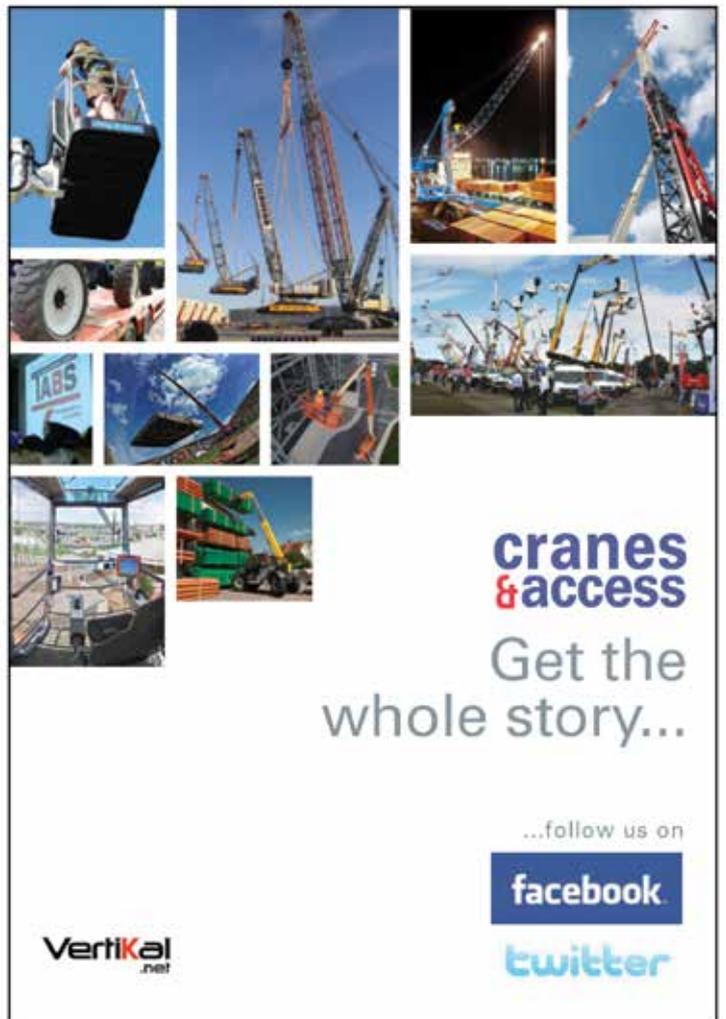


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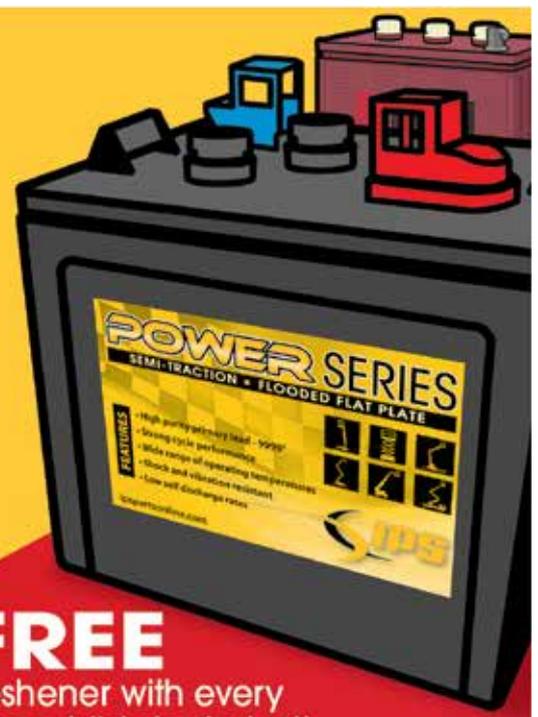
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# New reporting and possible financial penalties for workplace falls in UK

A more robust system of reporting workplace falls, overseen by a new independent body and a major review of work at height culture that will consider the introduction of tough financial penalties for safety breaches are just two of the key findings of an All Party Parliamentary Group (APPG) led by Alison Thewliss MP.



Alison Thewliss

IPAF contributed to the consultation into safe working at height and was represented by UK market general manager Richard Whiting and ex-IPAF board member Peter Douglas. Among the recommended steps to curb falls from height in the workplace are improvements to the Reporting of Injuries, Diseases and Dangerous Occurrences Regulations (RIDDOR) system to better capture data on falls from height, to create a true picture of the number of falls that occur and the reasons behind them.



The report also advocates the creation of an independent body to oversee the reporting of falls, and tax breaks for companies that invest in safety technology, while rolling out an equivalent to Scotland's Fatal Accident Inquiry system across the UK.

## IPAF reverses deficit

**IPAF experienced a strong year in 2018, growing across the board in terms of membership, training, territories covered and an 8.5 percent rise in revenues helping reverse its 2017 deficit. Improved income from events and a 5.8 percent increase in training revenue contributed to the turnaround. The figures - detailed in IPAF's Annual Report, published in eight languages including Chinese - shows membership increased from 1,322 at the end of 2017 to 1,335 last year, extending IPAF's footprint into 66 territories worldwide, including Kazakhstan, where training was translated and delivered for the first time in Russian.**

Last year 165,787 people successfully completed an IPAF course - increased demand for training was particularly pronounced in Ireland, Spain, Denmark, the Middle East and the Quebec, where IPAF members were able to offer French language tuition.

Speaking at IPAF's AGM president Nick Selley said: "IPAF continues to work tirelessly to improve standards and reduce accidents and has made strides in identifying pathways to apprenticeships and qualified service technician status, which define new career paths in our industry."

Chief executive Tim Whiteman added: "Thanks to the dedication of IPAF's board, council, committees, members and staff working across almost 70 countries, the deficit reported at the end of the 2017-18 financial year was reversed. As a result, IPAF entered 2019 more resilient, able to adapt to growing global demand for its quality training, technical and safety guidance, and to embrace exciting new opportunities."

The IPAF Annual Report 2018 is available now in English, French, German, Italian, Portuguese, Chinese and Spanish, and free to download from [www.ipaf.org/annual-report](http://www.ipaf.org/annual-report)



C&A

IPAF focus

Summit audience

## Dubai Summit

The 2019 IPAF Summit & IAPAs was held in the Middle East for the first time earlier this month, with speakers including Matt Fearon of Genie, Erhan Acar of Rent Rise, Jim Colvin, of Serious Labs, Benjamin Legg of SHE, Prakash Senghani of Aecom, and Peter Schrader of Zeppelin Rental. The topic of the conference was getting ready for digitisation and issues such as telematics, virtual and augmented reality, Lean management principles and business sustainability were prominent themes.

In the morning of the Summit Nick Selley of AFI Uplift stepped down as president, having served his two year term, handing over to Brad Boehler of Skyjack. Norty Turner of United Rentals was appointed deputy president and Karin Nars of Dinolift vice president.

In the evening of the Summit the annual IAPAs prizegiving ceremony and dinner, saw John L Grove, founder of JLG, receive the Lifetime Achievement award posthumously, while Jean Harrison IPAF's long serving membership officer & event coordinator, received the IPAF President's Award, for her contribution to the federation in a variety of roles over more than 25 years with IPAF.

Other awards included:

**Product of the Year - Vehicle/trailer-mounted:**

Bronto Skylift, for its 35 metre S35EM truck mount.

**Product of the Year - Scissor Lifts and Vertical Masts:**

Hybeko, Norway, for its Tunnel 3390 RT scissor lift

**Product of the Year - Self-propelled Booms & Atrium Lifts:**

Almac, for its Jibbi 1250 Evo tracked boom.

**Product of the Year - Mast Climbing Work Platforms/Hoists:**

Alimak for its Mammoth TM

**Innovative Technology:** Skyjack for its Elevate On App

**Training Instructor of the Year:**

Charlie Ellis - Nationwide Platforms, UK

**Training Centre of the Year:** ALS Safety, UK

**Contribution to Safe**

**Working at Height:**

Proud2bsafe, UK

**Powered Access Pioneer:**

Dingli, China

**Digital Development:**

JLG Industries, for its BIM library

**Access Rental Company of**

**the Year:** A-Plant, UK

Next year's IPAF Summit will be held in London, on 23rd April.



Norty Turner, Karin Nars, Brad Boehler and Tim Whiteman

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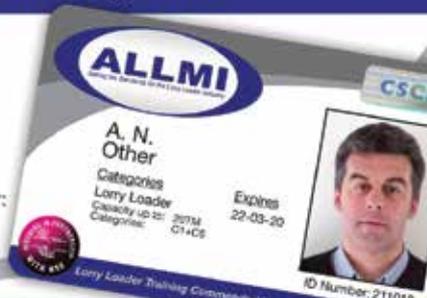
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# APPG publishes findings of inquiry

Considered by many to be one of the most significant developments in the UK work at height sector over the past decade or more, the first inquiry report of the All-Party Parliamentary Group on Working at Height (APPG) was published on the 26th of February 2019 at the Palace of Westminster. The report has implications for over a million UK businesses and the 10 million people that are estimated to carry out some form of work at height every year.

Instigated by PASMA and consistently championed by the association, the APPG - a group composed of members of Parliament from all political parties - launched its inquiry in January 2018 with a view to producing a set of recommendations that are intended to reduce the overall number of falls. The inquiry received over 60 responses from diverse sectors of the UK economy, with the group holding two oral evidence sessions in March and July last year. Organisations such as Balfour Beatty, the City of London Corporation, the Institution of Occupational Safety and Health (IOSH) and the Royal Society for the Prevention of Accidents (RoSPA), joined the voices of individuals who have faced the consequences of a fall from height, in their desire to see improvements in height safety.

Launching the report, Alison Thewliss, member of parliament for Glasgow Central and chairman of the APPG on Working at Height, said: "In the past year alone, 35 families in the UK have been devastated by the loss of loved ones and many more will have had to

deal with life changing injuries." "These figures are too high. There should be no question or doubt over workers' ability to return home safely to their families each evening. I hope that this report and the future work of the APPG, alongside government and industry, will help to bring about action to see these numbers drastically reduced, and ultimately down to zero."

**The recommendations of the report are:**

1. The introduction of enhanced reporting, without an additional burden, through RIDDOR - the Reporting of Injuries, Diseases and Dangerous Occurrence Regulations 1995, under the Health and Safety at Work Act 1974 - which, at a minimum, records the scale of a fall, the method used and the circumstances of a fall.
2. The appointment of an independent body that allows confidential, enhanced and digital reporting of all near misses and accidents that do not qualify for RIDDOR reporting. The data collected by this independent body to be shared with both government



Alison Thewliss, MP with Peter Bennett of PASMA, at the launch of the APPG inquiry report

and industry to inform health and safety policy.

3. The extension of the 'Working Well Together - Working Well at Height' safety campaign to industries outside of the construction sector. These are currently part funded by the Health and Safety Executive (HSE) through 17 regional 'Working Well Together (WWT)' Groups which deliver a range of free and low cost events to educate and inform small, micro and sole employee companies on the benefits of working safely.
4. An equivalent system to Scotland's Fatal Accident Inquiry (FAI) process to be extended to the rest of the UK. In Scotland, ministers are required under section 29 of the Inquiries into Fatal Accidents and Sudden Deaths (Scotland) Act 2016 to report on fatalities. Fatal Accident Inquiries (FAIs) are the legal mechanism through which deaths in the workplace are investigated.

**For further consultation:**

5. The creation of a digital technology strategy to include a new tax relief for small, micro and sole traders to enable them to invest in new technology.
6. A major review of work at height culture. This should include an investigation into the

suitability of legally binding financial penalties in health and safety - funds which could be used towards raising awareness and training, particularly in hard to reach sectors. Falls from height still remain the single biggest cause of fatalities on site and in the workplace. The All-Party Parliamentary Group (APPG) on Working at Height seeks to understand the root causes of falls from height and propose effective, practical measures to reduce the number of serious injuries and fatalities as a result of a fall from height.

Alison Thewliss said: "Our inquiry and report marks the beginning of the APPG's work. Working with industry and government we hope to make recommendations that will create a safer environment for the millions of people who work at height every day."

For more information about the APPG visit [www.workingatheight.info](http://www.workingatheight.info)



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

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

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# Loader crane fatality costs £417,000

London, UK-based Options Energy Resource has been fined £400,000 plus costs of £17,242.33 following the death of a loader crane operator at one its job sites.

On the September 16th, 2016 Darren Waterman, a driver employed by Just Grab Services was unloading material at Fillets Farm, Hunsdon, Hertfordshire, when the crane boom came into contact with an overhead power line with the resulting shock killing him. The HSE investigation found that site manager Options Energy Resource had identified the risk from the overhead power line in its risk assessments but had failed to implement them and adequately plan the work or train its employees.

HSE inspector Samantha Wells said: "This was a tragic and wholly avoidable incident, caused by the failure of Options Energy Resource to implement safe systems of work and to ensure that health and safety documentation was communicated and followed. Every year in the UK, two people are killed and many more are injured when machinery comes into contact with, or close proximity to, overhead power lines."



# Lack of planning costs £155,000

UK maintenance company RFT Repairs has been fined £150,000 plus costs of £5,392 after an employee working on a roof fell, sustaining serious injuries. In September 2016, two roofers were repairing a leaky roof in Felixstowe, Suffolk, but there was no edge protection and access to the roof was via an unsecured ladder.

When one of the men used the ladder, it slipped, causing him to fall from a height of two metres. He sustained contusion and bruising to his head along with hearing damage.

An investigation found the assessment of the work prior to the arrival of the roofers on site was inadequate. There was neither a system for checking the correct equipment for work at height was being used, nor for supervision of the work.

# Support service for simulator training

Canadian developer CM Labs has launched the SimGuide Service, an advisory/consulting service for those considering the use of simulators in their training courses.

The fee based service, which will be launched and demonstrated at Bauma, has been designed to support companies that want to develop a simulator based training programme for the first time, or extend the use of simulators in existing courses. The advice is individually tailored to meet each company's unique requirements, typical objectives include previewing training programmes to see where simulator use might fit, and helping companies develop a structured training processes and adapt to changes associated with simulation technology.

Director of training solutions Drew Carruthers said: "By its nature, simulation is a highly flexible technology. And while every company is different, we have implemented learning solutions for hundreds of clients. This means we are well qualified to guide our clients to ensure that they get the maximum benefit out of their simulator initiatives."



# Record number of apprentices graduate at JCB

A total of 79 JCB Level two and Level three apprentices received their apprenticeship certificates earlier this month, along with contracts of employment with the company. This is a new record for JCB in terms of apprentice appointments.



Some of the 79 JCB apprentices

# Steel erectors training network expands

Three companies - ASPE-South of North Carolina, Trivent Safety Consultants of Colorado, and Monterey Structural Steel of California - have joined the SEAA/NCCER Ironworker Training and Assessment network run by the Steel Erectors Association of America.



# Who trained him then?



Forklift, pallet, van roof and ladder

Spotted in East London, UK, a group of men removing a roller door without any form of access equipment. One is stood on a pallet on the forks of a forklift parked on a ramp, and another on the roof of a van reversed up to the door. They also appear to be using a ladder between the van and the forklift as a platform to reach the centre of the door. A third man leans a ladder against the forklift in order to climb up and take parts down. All of this occurred less than 30 metres from an access rental company.

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# Liebherr 370 EC-B 12 Fibre

Liebherr and its partner Teufelberger have been researching and developing fibre hoist ropes to replace the usual steel wire ropes, and Bauma 2019 sees the launch of the 370 EC-B 12 Fibre tower crane. It is a topless tower crane and is fitted with a new fibre hoist rope, and this model of it by Conrad is in 1/87 scale. The model is very nicely presented with a detailed instruction manual which also has some information about the real crane.

The free standing counterweighted base is a detailed casting with four concrete coloured pads. Ballast blocks have the Liebherr name in the casting.

The tower sections are modelled as sets of three real sections and they clip together to produce a realistic look. The sections are fitted with internal plastic ladders and platforms which are a bit thick for the scale, but a very nice detail is the inclusion of the LiUP crane driver elevator in one section, with rails in the others.

The new cab design and electrical cabinet is modelled well, and the handrails are metal. The jib is excellent with a very straight profile. It is made up of lattice work on the two sides and is hollow underneath, presumably to keep the weight down. Three jib configurations are possible.

The counter jib is very nicely made and at the back there are plastic advertising boards and a variety of

stickers included which can be fixed to them. It also opens up the possibility of making and attaching bespoke stickers in company colours.

The plastic trolley has metal sheaves and can be positioned anywhere on the jib by moving it by hand. The hook block is a nicely detailed part with a metal sheave. As befits this model the rope is a light colour to indicate the fibre rope of the real crane. The hoist winch works well by using a supplied key, and a separate part is included to complete the side of the counter jib when the model is not being operated.

This is a very nicely presented tower crane model by Conrad, and it reflects the innovations of the real crane well. The overall geometry and straightness is excellent, but it would have been nicer if there was a greater possibility to configure the tower, jib and counterweight. It will be available to purchase from the Liebherr shop from Bauma onwards for €186

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)	9
Detail (max 30)	23
Features (max 20)	16
Quality (max 25)	21
Price (max 15)	10
Overall (max 100)	79%



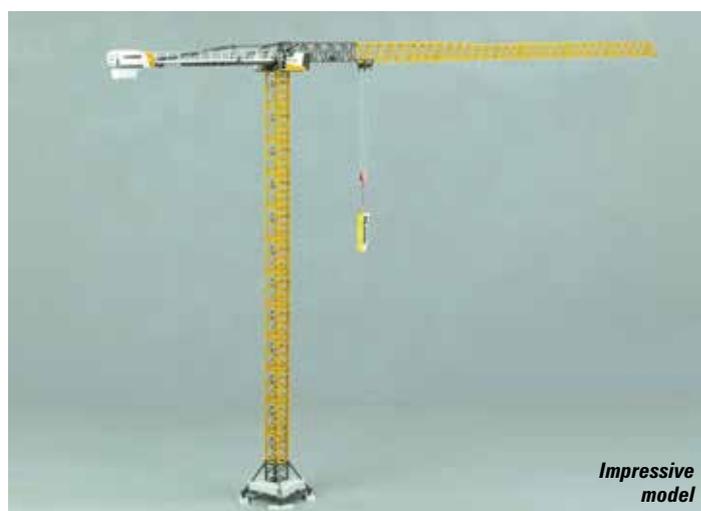
*Elevator for the driver is modelled*



*Advertising decals can be added at the back*



*Fibre coloured rope and smart new colour scheme*



*Impressive model*



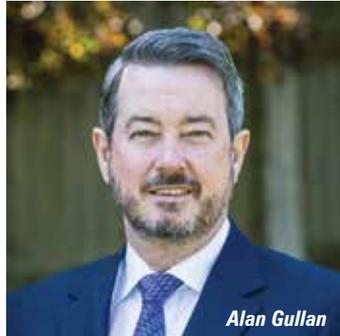
*Detailed ballast at the base*

# Managing Financial Crises & Restructurings

When the press release for this book landed in our inbox it immediately struck a chord given the number of shameful restructuring processes we have witnessed even in our relatively small industry. But it was especially of interest in light of the failure of UK company Carillion which had a first, second and third tier knock on effect on UK and possibly Middle Eastern rental companies.

So we requested a review copy and when it arrived it was far more substantial than the usual business tomes we receive, and was clearly going to require more time to review than we had anticipated. As it turned out this was not so. While a good deal of the subject matter can be a little dry to the non-accountant, author Alan Gullan has a precise and clear writing style that makes this a very readable book. And if you have any interest in the subject matter it might even be a gripping read - well perhaps not every chapter.

The book has two very different aspects and functions. On the one hand it is an absolutely essential handbook for any company director, both in the UK - where it is focussed - and elsewhere, and specifically



Alan Gullan

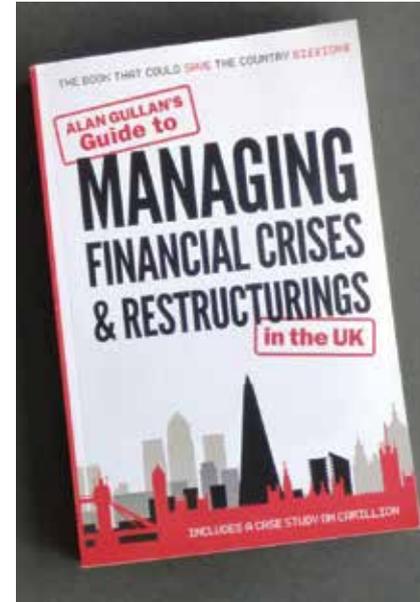
for non-executive directors of large corporations, particularly if they maintain significant borrowings and even more so if the businesses are highly leveraged, or as Gullan puts it "thinly capitalised". And if the company for which you are a director has liquidity issues, STOP whatever it is you are doing and buy a copy now!

On the other hand, it is also an inciteful, interesting and educational book for those of us who are not in that position but who take a keen interest in the financial and legal running of a company, both our own and others in our sector. I can immediately think of at least two rental businesses that were liquidated, that may well have been saved with the creditors coming out at least partially whole, if only the owners/chief executives had read this book before their situation had reached the point of no return.

A good book which is either worth reading or absolutely essential, depending on your position.

Managing Financial Crises & Restructurings is available on Amazon, both digital or print and can be ordered through any good bookshop.

Alan Gullan is a Chartered Accountant from South Africa, who has worked as a soldier, auditor, management consultant, freelance



trouble-shooter and founder of a start-up business before taking on his first rescue, restructuring and turnaround challenge at the age of 34. He has worked with a variety of boards and management teams through periods of stress and challenge as a senior executive, independent director and/or board adviser. He is also a founder member of the London Restructuring Network.

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# Readers Letters



## Bauma not the 'Greatest'

I read your Bauma article with interest, and while I understand that it is the largest construction equipment show on earth, is it really the "Greatest" as per your headline?

I have attended four shows in the past having been to my first bauma in 2001 - I missed 2007 - but the last time I reached the conclusion that it is an event that has grown beyond any sensible point. It simply is way to big, too expensive to attend let alone exhibit at. The crowds are dreadful, getting in each morning or home each evening is a ridiculous bun fight. Then given all the talk about the environment it is hard not to look around the show and thing what a waste of precious resources. All this and half the stands I went on I had to fight the crowds and the people I wanted to speak with were occupied with other visitors. The distances between stands means that getting around the show is hard going and slow. My hotel cost an 'arm and a leg' and I just hated it. I cannot believe though that I am seriously considering attending again this year. Every fibre in my body screams don't go, but on the plus side you do get to see some of the latest cranes, and bigger ones than are displayed at other smaller shows - but quite honestly the best way to see these machines is via a far far cheaper visit to the factory when such a machine is on test. You have more time with company staff and can see the crane in action.

I realise this is a bit if a rant all over your headline, I do appreciate the magazine, which is one of the few I even bother taken out of the envelope these days. If I do come this year I will of course stop by and introduce myself. So don't take this personally.

**Phil Jones**

*Well - it is an opinion and not one that is exclusive to Mr Jones. This year a number of major companies have decided not to exhibit, including JCB and Haulotte, but Bauma has a momentum of its own, and it is a brave larger company that decides to stay away. We expect this year's show to be as popular as the last one with more than 500,000 visitors. BUT one thing that might change it is the seeming move towards more isolationist and protectionist global economy, which could shift the focus to more regional or local events? But don't hold your breath.*

**Dear Leigh,**

As discussed on the phone, I sent the following letter to the Plant and Agricultural National Intelligence Unit suggesting that it take some action regarding a strange incident with a machine on eBay that someone was trying to pass off as one of mine.

"Hi My Name is George Alcock I own Hylift Access Hire

Today a man called Alan rang me asking about the history of a 2002 Nissan Cabstar cherry picker which he was looking at on a farm in Crewe. I told him I have never had one of them. This machine was advertised on eBay item number 173708904869. He told me that it had my company logos on it and said he would send me the photos, which he did. And sure enough the lift did have my logo on it, just as he had said.

I reported it to eBay and also rang the seller Michael Kynaston, of High Farm in Crewe. I told him to remove the logo's from the machine as this had never been a Hylift machine. He said he would but later I wondered..

Why would you put another company's logo on a machine? The only thing I could think of was that it had been stolen? I think you may need to give him a call and check this out, I have attached photos.

Regards

George Alcock

Merseyside

**What do you make of it Leigh?**

Des Alcock (My first name is George, but everyone calls me by my middle name Des)



*The seller had the machine listed for £11,995 and it is clear to see from the photographs that the original signwriting has been painted over and the Hylift decals applied. One question is - were these original decals or had the seller made them up? It is a hard to understand what was going on here, you have to assume that there is some form of scam, but what is it? An effort to deflect attention away from the real owner?*

*Any thoughts or ideas much appreciated.*

**Battery developments**

An interesting article on batteries in this issue, I am not convinced though that the lithium battery swap-out has been fully thought through. One big question I have is what about recycling them? Lead acid batteries are easily recycled with around 90 percent or more of an old battery being converted into commercially viable materials. At the moment that cannot be said of lithium batteries. Clearly with so many going into service in the automotive and small appliance market there is demand and that should spur entrepreneurial types to develop a service that exploits this. But surely there is an onus on manufacturers to take the old batteries back when they sell a replacement battery sometime in the future, whether than be in five years or 10 years? I wonder how many companies have made plans to deal with old batteries from the machines they sell?

Regards

Felix Gusterson

*A good point and one that we will raise again with manufacturers. Mr Gusterson is not the first of our readers to raise this issue and so far questions to manufacturers have simply resulted in an acknowledgement that there is an issue but that a solution will be found long before the first batteries need replacing.*

**Chris Taylor 1971–2019**

**Chris Taylor of Redline Competency Services and president of the Telehandler Association of Australia passed away on Friday, following a freak accident at his home. He was just 47.**



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# Whats on?

## 2019

### Bauma 2019

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



### The SC&RA Annual Conference

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



### Vertikal Days 2019

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



### Tags 2019

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



### HIRE19

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



### Crane Rental Association of Canada Annual Conference

June 5-8, 2019  
The annual Canadian crane conference  
Winnipeg, MB, Canada  
Tel: +1780.790.2722  
www.crac-aclg.ca



### JDL Beaune 2019

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



### HCEA annual international convention and show

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



### GIS 2019

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



### ICUEE - The Demo Exp

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



## 2020

### The ARA Show 2020

February 9-12 2020  
Orlando, Florida, USA  
Tel: +1 800 334 2177  
www.therentalshow.com



### Conexpo 2020

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



### IPAF Summit 2020

April 23, 2020  
Annual summit and awards dinner.  
Dubai UAE.  
Tel: +44 (0)15395 66700  
www.ipaf.org



### Apex 2020

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



### Bauma China 2020

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



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**On-time**  
On time delivery and fast pick up of machines



**Machine Availability**  
Always the right machine available for the job to be done



**Uptime**  
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Get personal advice from the experts. We provide innovative customized solutions

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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>
Alimak Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
ATN	<a href="http://www.atnplatforms.com">www.atnplatforms.com</a>
Barin	<a href="http://www.barin.it">www.barin.it</a>
Biljax	<a href="http://www.biljax.com">www.biljax.com</a>
Böcker Maschinenwerke	<a href="http://www.boecker.de">www.boecker.de</a>
Bravi	<a href="http://www.bravisol.com">www.bravisol.com</a>
Bronto Skylift	<a href="http://www.brontoskylift.com">www.brontoskylift.com</a>
CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
CNC	<a href="http://www.cmlift.com">www.cmlift.com</a>
Co.Me.T	<a href="http://www.officinemet.it">www.officinemet.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>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
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>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Imer Access	<a href="http://www.imergroup.com">www.imergroup.com</a>
Isoli	<a href="http://www.isoli.com">www.isoli.com</a>
Iteco	<a href="http://www.imergroup.com">www.imergroup.com</a>
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>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Mantis Access	<a href="http://www.mantisaccess.co.uk">www.mantisaccess.co.uk</a>
Mantall	<a href="http://www.mantall.com">www.mantall.com</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-awp.com">www.mec-awp.com</a>
Niftylift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Oil&Steel	<a href="http://www.oilsteel.com">www.oilsteel.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Omme Lift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
Palazzani Industrie	<a href="http://www.palazzani.it">www.palazzani.it</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>
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Runshare	<a href="http://www.runshare.net">www.runshare.net</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Sinoboom	<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>
SGB	<a href="http://www.sgb.co.uk">www.sgb.co.uk</a>
LTC Hoists Division	<a href="http://www.ltchoists.co.uk">www.ltchoists.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>
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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>
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GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
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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.uk.com">www.pac.uk.com</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>
Rival	<a href="http://www.rival.com/used">www.rival.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>
Rival	<a href="http://www.rival.com/used">www.rival.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>
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.galiziagrupo.com">www.galiziagrupo.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>
Spiersings	<a href="http://www.spiersingskranen.nl">www.spiersingskranen.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>
Hiab	<a href="http://www.hiab.com">www.hiab.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.cotec.fi">www.cotec.fi</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>
IMC Cranes	<a href="http://www.imc-cranes.com">www.imc-cranes.com</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>
Transloader Services	<a href="http://www.transloaderservices.co.uk">www.transloaderservices.co.uk</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.abbaplanhire.co.uk">www.abbaplanhire.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>
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>
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>
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

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.rbauktion.com">www.rbauktion.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

Force Logic UK Ltd	<a href="http://www.force-logic.co.uk">www.force-logic.co.uk</a>
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>
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Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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JMS Powered Access	<a href="http://www.jms.co.uk">www.jms.co.uk</a>
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## Insurance

Specialist Insurance	<a href="http://www.cover1.com">www.cover1.com</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>
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>
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>
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>
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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.mcs.co.uk">www.mcs.co.uk</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.ltctrainingservices.co.uk">www.ltctrainingservices.co.uk</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>
Transloader Services	<a href="http://www.transloaderservices.co.uk">www.transloaderservices.co.uk</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.lifted.co.uk">www.lifted.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

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.atlastm.co.uk">www.atlastm.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

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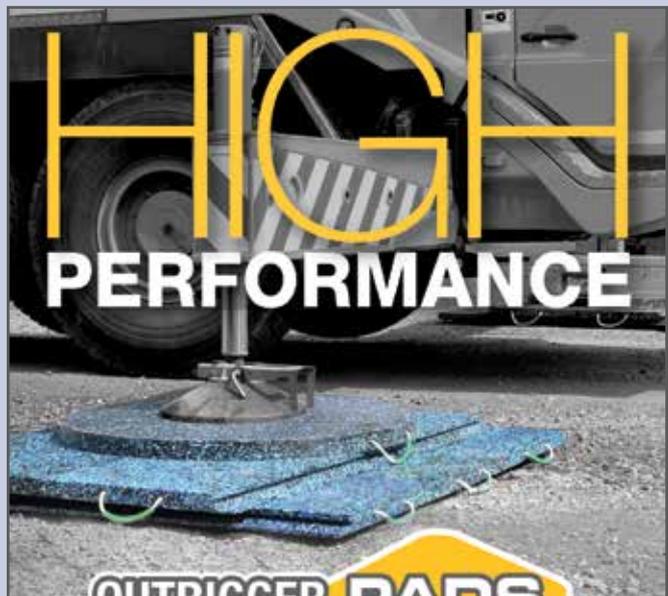
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### Spare parts



**BC-48V25A75**

Genie eq. 128375

**Battery charger**  
48VDC, 220VAC, 25A

Used for GS3369DC, GS4069DC, Z30-20N, Z34-22N, ...



**ES-H9340**

Haulotte eq. 4000349340

**Emergency stop**

Used for STAR 10, Optimum 8, Compact 10, Compact 12RTE, ...



**SFJ-534187**

JLG eq. 534187

**Foot switch**

Used for E300AJP, 450AJ, 800AJ, 1250AJP, 860SJ, 1350SJ



**TS-13Y17**

JLG eq. 43603285

**Toggle switch**  
Other models available

Used for JLG



**SO-12VD2**

Multi brand

**Solenoid, shut-off**  
Deutz, 12VDC

Genie eq. T114678  
JLG eq. 7027251



**JRH-1A01**

Haulotte eq. 2901015000

**Joystick drive, steer**  
1 axis, rocker

Used for Optimum 8, Compact 8, Compact 10, Compact 12, Compact 14, HA12IP, HA15IP



**ELC-H9090**

Haulotte eq. 2326009090

**Emergency lowering cable**

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



**AST-15**

Multi brand

**Anti-slip tape**  
15cm x 10m

Haulotte eq. 118C159140  
JLG eq. 44200695



**TI-323100NM**

JLG eq. 2915012

**Wheel, non-marking**  
Type 323x100

Used for 1230ES, 1930ES



**TI-10165720/730**

Haulotte eq. 196P310391/196P310401

**All-terrain tire**  
+ rim, foamed

**LH/RH, 10-16.5 PR10**  
Used for H125X, H155X, H185X

### Machines

V26313



**Skyjack**  
SJ5220

€ 4250

2011 ■ 143 Hrs

Electric ■ 8,1 Mtr.

V26533



**Haulotte**  
Optimum 8

€ 3750

2005 ■ 28 Hrs

Electric ■ 7,76 Mtr.

V26853



**Genie**  
GS2646

€ 4250

2004 ■ 880 Hrs

Electric ■ 9,92 Mtr.

V23975



**JLG**  
3394RT

€ 13950

2007 ■ 1788 Hrs

Diesel 4x4 ■ 12,06 Mtr.

V25291



**Hollandlift**  
B-195DL25

€ 21950

2006 ■ 3504 Hrs

Diesel 4x4 ■ 21,5 Mtr.

V21937



**Niftylift**  
HR10E

€ 6950

2005 ■ 0 Hrs

Electric ■ 10 Mtr.

V22526



**Manitou**  
120AETJC

€ 12500

2006 ■ 1231 Hrs

Electric ■ 11,95 Mtr.

V26815



**JLG**  
600AJ

€ 24950

2007 ■ 3594 Hrs

Diesel 4x4 ■ 20,29 Mtr.

V25474



**Niftylift**  
HR21D

€ 26500

2009 ■ 1550 Hrs

Diesel 4x4 ■ 20,8 Mtr.

V21309



**Genie**  
Z80-60RT

€ 82500

2016 ■ 378 Hrs

Diesel 4x4 ■ 26,4 Mtr. ■ Generator

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**Vehicle Mounted**

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

**Low Level**

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

**Self Propelled Booms**

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

**Trailer Mounted & Narrow Access**

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

**Scissor Lifts**

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

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**Crawler cranes for sale**

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

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

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

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



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