

cranes & access

An aerial photograph of a red spider crane on a green lawn. The spider crane has four legs extending outwards, each ending in a small mat. In the foreground, the boom of another red crane is visible, extending from the left side of the frame.

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October 2020 Vol.22 issue 7

**All Terrain
cranes**

**Truck
mounted lifts**

**Rental
software**

**Outrigger
mats**


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On the cover:

The new 17.9m CMC S18F spider lift unveiled last year is now in production.



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With strong growth at the top end of the big truck mounted lift market, we take a look at the latest models in the 70 to 75 metre range. We also speak with UK based rental group Blade Access - which runs the world's largest fleet of platforms over 100 metres - to learn more about its approach to the market, and survey the operators of the three different 90 metre platforms currently available.



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In the next C&A

The next issue of Cranes & Access, scheduled for the end of November, will include features on alternative lifting and transportation, remote control technology and mast climbers and hoists. It will also include a feature on spider lifts within the arborist sector as well as the second instalment of our look at the 100 to 180 tonne All Terrain market. If you have any contributions or suggestions to make, or are interested in advertising in this issue, please contact us today.

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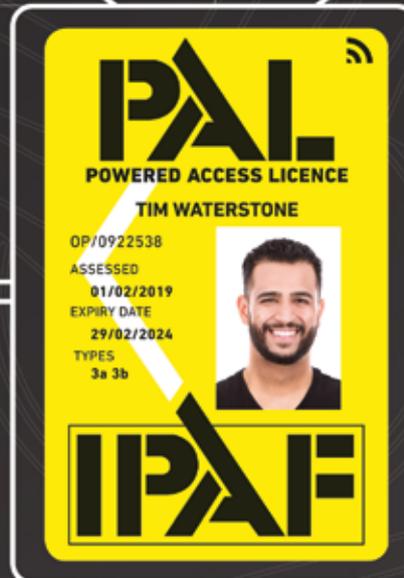
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New technology a blessing or a curse?

New technology can be a blessing or a curse. It can revolutionise the way you do something, but it can also result in complete frustration and disrupt the very activity it was meant to streamline.

As an example I have just purchased a new tumble dryer, to replace a state of the art machine with a heat pump, condenser and all manner of sensors, timers and fancy programmes. Unfortunately didn't do what it was supposed to do – dry clothes quickly and efficiently. Even when it did my wife complained that it took too long or - three times longer

than the washing machine or simply decided that the clothes were dry when they weren't – result a bottleneck!

The manual was scrutinised for clues, the sensors and filters were checked, cleaned and rechecked, we spoke to the manufacturer, went on tech forums, but it seems these machines take longer, and the sensors can be fickle. So we shopped around for a new machine, the advice was – if you want a dryer to be fast and reliable you need a conventional machine! Back to the future? The choice of old school vented dryers is limited these days, and they are blissfully cheap. So I held my nose and ordered a brand new machine with a 'C' energy rating! My wife's theory is as it only takes an hour it will be more efficient than the A++ model that takes over three hours. I'm not sure I buy her logic unless Volkswagen is testing tumble dryers these days?

The lifting industry has also been dogged with technology introductions before they were quite ready. Thankfully most have become reliable and have changed the way we do things. The first All Terrain cranes were hideously unreliable, Grove's AT180 – a Gottwald rip off – was among the worst, at a time when the company had no experience of unreliability. Grove CEO Martin Benchoff ordered his engineers to buy a Liebherr LTM1025 to learn the German's secret. The engineers soon reported that the Liebherr was almost as bad as the AT180 in terms of break downs.

Benchoff decided that the technology was not fit for purpose and would never catch on, pulling Grove out of the market – only to be forced to buy back in by acquiring Krupp acquisition after All Terrains had become the cranes of choice. Other technologies that had had their challenges include work platform overload systems, electrohydraulic controls and please don't talk to me about early boom pinning systems!

In our tree worker survey (page 37) several respondents claimed that lift reliability has prevented their wider usage. Rental software has also had its challenges in the past, along with diesel emission technology. However I've yet to hear negative feedback on variable outrigger sensing and load chart/working envelope calculation, even though it is highly sophisticated technology.

While new technology can be hugely disruptive, it invariably comes of age and transforms our lives. I am pretty sure I'm not 'ahead of the curve' buying a 'C' rated dryer and look forward to replacing it with a reliable A+++++ model.

Leigh Sparrow

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



The new 150 tonne LTM 1150-5.3

Liebherr's new 150 tonner

Liebherr has unveiled a new 150 tonne All Terrain crane - the LTM 1150-5.3 to replace its highly popular 130 tonne LTM 1130-5.1, of which more than 1,500 units have been built since its launch at Bauma in 2007.

The LTM 1150-5.3 features a 66 metre main boom - six metres longer than its predecessor - and a load chart said to be around 15 percent better on average. A 10.8 to 19 metre hydraulic luffing bi-fold swingaway extension offsets by up to 40 degrees and can be extended with a seven metre insert to provide a maximum tip height of almost 95 metres and radius of up to 72 metres. It can lift nine tonnes on the fully extended main boom at a radius of up to 13 metres or 12 tonnes on a 60 metre boom length.

Power comes from a six cylinder Liebherr Stage V diesel located in the chassis, and includes the company's ECOdrive and ECOMode features, to help reduce fuel consumption, noise and emissions. It can also be configured for Tier IV and Stage IIIA markets. The power unit is matched to a ZF-TraXon transmission which includes a 'Hillstart' feature for smooth pull away on steep slopes. The overall width is 2.75 metres, and overall length 14.48 metres.

The new crane also features the first of a new modular, convertible hook block range, that are not only lighter, but can be changed for different configurations and loads. For example, a three sheave hook block, which previously weighed 700kg, weighs just 500kg but can be quickly and easily upgraded to 700kg when required.



The new crane can handle 9.1 tonnes on full boom at a radius of up to 12 metres

Palazzani enters spider crane market

Italian spider lift company Palazzani has entered the spider crane market with the 2.9 tonne RPG 2900, the first in a new PalCrane range. It features a five section, 8.7 metre main boom, with a maximum tip height of 10.3 metres and can lift 1,700kg on full boom or take 200kg out to its maximum radius of 8.7 metres. An optional three section telescopic jib takes the maximum tip height to 13.5 metres and offers a maximum capacity of 800kg. An 818mm manual extension can be added to the jib.



Weighing 2,300kg - or 2,740kg with the extension - the RPG 2900 has an overall stowed width of 730mm an overall height of 1.5 metres, and an overall length of just over three metres. It has classic spider type outriggers with three different positions to suit various space requirements, including a 90 degree configuration and narrow jacking.

Features include 360 degree continuous slew, a radio remote controller with display, self-load/unload capability and the ability to level on grounds with a 21 percent variation. The crane is diesel powered with a single or three phase electric motor available for indoor use. The company has also announced plans for the next model in the range, the 3.7 tonne RPG 3700.



The first Palazzani spider crane, the 2.9 tonne RPG 2900

Genie launches articulated TraX boom

Genie has launched a TraX version of its 62ft Z-62/40 articulating boom for the European region which joins five existing straight telescopic models in the TraX range.

Powered by a new Deutz Stage V turbo diesel, the Z-62/40 TraX offers the same operating features as the regular wheeled Z-62/40 with a dual riser topped by a two section telescopic boom and 1.5 metre jib, offering a maximum working height of 20.9 metres with 12.4 metres of outreach at an up & over height of 7.8 metres and 227kg in the platform. Unlike the telescopic TraX models in the range the Z-62/40 TraX has zero tail swing.

Its four track TraX drive system drives and manoeuvres like a wheeled boom lift but offers significantly lower ground bearing pressures and the ability to cope with the worst of terrain.

Total weight is just under 12,500kg, roughly 2.25 tonnes heavier than the standard wheeled model, while the overall width is slightly wider at 2.58 metres.



The new Genie Z-62/40 TraX articulating boom lift

Tadano to restructure German ops



Tadano has filed Schutzschirmverfahren (Protective Shield Proceedings) for its two German subsidiaries Tadano Demag based in Zweibrücken and Lauf based Tadano Faun, under \$270b of the German Insolvency code.

Production at both plants is not to be affected and will continue on the current 'new normal' levels of production along with the full provision of all services and support. If the application is approved the company will have three months to complete a detailed plan of reorganisation to submit to the court. The process is a mild form of Provisional Self-Administration, and requires an application to be made at an early stage and supported by a thorough review and justification from an independent expert, who can confirm that it is both required and highly likely to succeed.

Schutzschirmverfahren is restricted to companies that can prove they are solvent with sufficient liquidity and fundamentally capable of completing a successful restructuring process. An applicant must also have at least €6 million of net assets, at least €12 million in revenues and 50 employees or more.

The company said: "Both companies have been confronted with shrinking markets and mounting competitive pressure for some time. The resulting economic challenges have escalated considerably in recent months due to the Covid-19 crisis and cannot be sufficiently mitigated, despite short time work, and other proactive measures."

<https://vertikal.net/en/news/story/36319/tadano-seeks-formal-restructuring-for-more-information>



New 77m truck mount from Multitel

Italian manufacturer Multitel Pagliero will launch an all-new 77 metre truck mounted lift - the MJ 775 - later this year.

The new machine is mounted on a five axle chassis and features a five section main boom topped by a three section top boom/jib with 180 degrees of articulation and a five metre, two section aluminium telescopic jib with 270 degrees of articulation. Maximum working height is 77.5 metres, while maximum outreach is 38 metres with 120kg in the platform, the maximum platform capacity of 400kg is available at an outreach of up to 32 metres. The 900mm deep platform expands hydraulically from 2.5 to 3.8 metres. Automatic levelling and monitoring of the variable spread outriggers is standard.

More on this new machine next month.



Coming soon the new Multitel MJ775



Vertical Days looks set to be the largest exhibition for crane and access in 2021

Vertical Days moves to Peterborough

Following an enforced postponement, the UK and Ireland's only crane, access and telehandler event Vertical Days is moving the 2021 show to the East of England Showground in Peterborough. Scheduled for the 12th-13th May it looks set to become the largest crane and access equipment exhibition in Europe next year.



The organisers have worked hard to find a venue that is attractive, convenient and most importantly safe and Covid-secure, in order to provide ample opportunity for visitors to network, attend seminars and workshops and watch demonstrations. The East of England Showground has been working in partnership with Public Health England and has successfully hosted several large events over the past two months.

The showground is also located alongside the A1(M) and is easily accessible from the most parts of the UK. While London Stansted, Luton, East Midlands and Birmingham airports are all within 60 to 90 minutes.



Cargotec and Konecranes to merge

Cargotec – owner of Hiab and Kalmar – and fellow Finnish marine and industrial crane manufacturer Konecranes have agreed to merge.

If the merger goes ahead, Konecranes would be absorbed into Cargotec, the group would have combined revenues of around €7 billion with an operating profit of €565 million and 29,400 employees across 50 countries, including 8,500 service employees working from 800 service locations. The two companies believe that synergies could provide annual cost savings of €100 million within three years of completion.

The deal will require the agreement of two thirds of the shareholders with completion expected in late 2021. The new board would have an equal number of directors from both companies.



New Klaas trailer crane

German trailer and truck mounted crane manufacturer Klaas has developed a new 800kg trailer crane - the K280 - to replace its K17-24 TSR.

Designed as an all-round lifting tool for roofers and builders, the K280 has a maximum tip height of 27 metres with fully extended boom and offset top section. It can handle 250kg at a radius of 18.5 metres with a height of almost 15 metres or take 300kg out to a 16.5 metre radius at a height of 17.5 metres.

Features includes a new remote controller with digital readout and variable outrigger widths from 2.9 to 4.93 metres with automatic levelling and outrigger footprint sensing. The ASC support monitoring system also constantly checks the stability of the crane, taking into account wind and ground conditions. Powered by a petrol/gas engine, the crane has an overall weight of 2.8 tonnes and a self-propelled drive mechanism for manoeuvring on site.



The new K280 can take its maximum capacity of 800kg to a radius of 6.5 metres

Hyva adds 60t/m cranes

Dutch loader crane manufacturer Hyva has added the 57.5 tonne/metre HC601e and 63.2 tonne/metre HC661e to its Edge range.

The HC601e can be supplied with up to eight extensions for a maximum lift height of 24.7 metres and can handle 1,150kg at its maximum radius. The HC661e is almost identical structurally with the same boom and jib configurations but features a proportional lifting control system which provides a 10 percent improvement in capacities. Both cranes can be fitted with either the company's J1206 jib, for greater capacities at long radius, or the J2006 heavy jib for more capacity at height. Features include auto levelling, radio remote control, 360 degree continuous slew and 'Magic Touch' automatic boom stowage and unfolding for work modes.

The company has also launched 60 tonne/metre marine versions in the form of the VR60MNG and VR62MNG.



The Hyva HC601e and HC661e join its Edge range



The GTC-1800EX will be the first Tadano crawler to be built in Germany

Tadano GTC-1800EX telecrawler ready for launch

Tadano has unveiled the production version of its 156 tonne GTC-1800EX. The new crane has a six section 60 metre boom to which a five to 23 metre hydraulic luffing extension - with up to 36 degrees of offset - can be added taking the maximum tip height to 85 metres. Maximum counterweight is 45 tonnes on the superstructure and 15 tonnes on the carbody, with an all up operating weight of just under 150 tonnes. The crane has load charts for slopes of up to four degrees, at which it can handle 34 tonnes on 30 metres of boom at a 12 metre radius. It can also pick & carry its full load chart.

The tracks can be extended asymmetrically from 4.82 to 7.32 metres with Demag's IC-1 Plus control system detecting their position and automatically calculating the load chart for the actual track configuration, slope and slew angle. Tadano claims traction is best in class, with a true gradeability of 50 percent and ground clearance of 420mm, while offering a maximum travel speed of 2.3kph. Transport width and height of the base crane are both three metres. Standard track pad width is a metre with a 1.2 metre option also available.

The crane is fully self-erecting with long reach jacks to self-unload from a trailer and provide a base from which to unload and install the tracks, while the counterweight has a standard self installation system. Most hydraulic couplings are quick connect, and the majority of the installation can be carried out from the operator's cab which has up to 16 degrees of tilt.

Power comes from a six cylinder Stage V/Tier 4 Final Mercedes with an 'Eco' mode at 1,500rpm - for optimum fuel consumption - and a 1,800rpm 'Power Boost' mode, providing a noticeable power increase for simultaneous operation of all functions at high speed or power. The two hoists are identical, with 245 metres rope stowage, and a 13.9 tonnes single line pull.

The GTC-1800EX was originally shown as a Demag TCC 160 scale model on the Terex stand at Bauma 2019 prior to Tadano's acquisition of Demag last year. Developed at the Demag plant in Zweibrücken, it will be the first Tadano crawler crane built in Germany.



Tadano has unveiled its 156 tonne GTC-1800EX



New Imer spider

Italian aerial lift manufacturer Imer Access has launched a new 15 metre IM R15 DA articulated spider lift. The IM R15 DA is the first Imer spider lift to feature a dual sigma type riser. It is topped by a two section telescopic boom and articulated jib offering up to seven metres of outreach at an up & over height of seven metres with an unrestricted platform capacity of 230kg.

Power comes from a choice of petrol/gas or diesel engines plus a 230 volt AC drive motor for quiet fume free work indoors. The overall stowed width is 799mm, with the hydraulically extending tracks retracted, while its the working footprint is 3.1 by 2.9 metres. The outriggers feature automatic levelling on slopes of up to 12 degrees. Total weight is just over two tonnes.



The company said: "The new model competes with the current market leaders in terms of across the board performance, but with a higher standard specification and a significantly lower price tag". Wireless remote controls, non-marking tracks and the company's 'Imer View' GPS remote diagnostics and management system are all standard along with a five year warranty.



LGMG's new AS1413E

LGMG tops electric scissor range

LGMG has topped out its slab electric scissor lift range with the introduction of the 45ft narrow aisle AS1413E (AS4650E in the US). It offers a 15.8 metre working height with a 320kg platform capacity and two person rating.

When used outside its maximum working height is reduced to 10 metres and derated to a single person. The unit has AC electric wheel motors for maximum drive efficiency, a 900mm deck extension and is drivable at full height. It has a

stowed height of 1.94 metres - with guardrails folded - while overall width is 1.3 metres and length is 2.8 metres. Weighing 3,500kg it features forklift pockets on both the side and rear of the chassis and is compliant with CE, ANSI, EAC and ISO.



The AS1213E has an indoor/outdoor rating

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26m Mantis/ Comet platform

Mantis Access - part of Anglo Irish Mantis Cranes - has mounted a 26 metre Comet 26/2/13HQ aerial work platform on a Morooka MST800VDL All Terrain tracked carrier for Scottish specialist equipment sales and rental company John M Paterson. The lift utilises a dual sigma type riser topped by a two section telescopic boom and articulated jib to offer up to 13 metres of outreach at an up & over height of 11.5 metres.



The 26m Comet 26/2/13HQ on a Morooka chassis



Features include a 250kg unrestricted platform capacity, 360 degree continuous slew, 180 degrees platform rotation and low pressure hydraulic controls. The Morooka MST800VDL diesel powered chassis features 595mm wide rubber tracks, has an overall width of 2.7 metres and four fold down outriggers. Overall weight of the machine is 10.3 tonnes and offers travel speed of up to 12kph.



Tower and mobile crane anti-collision

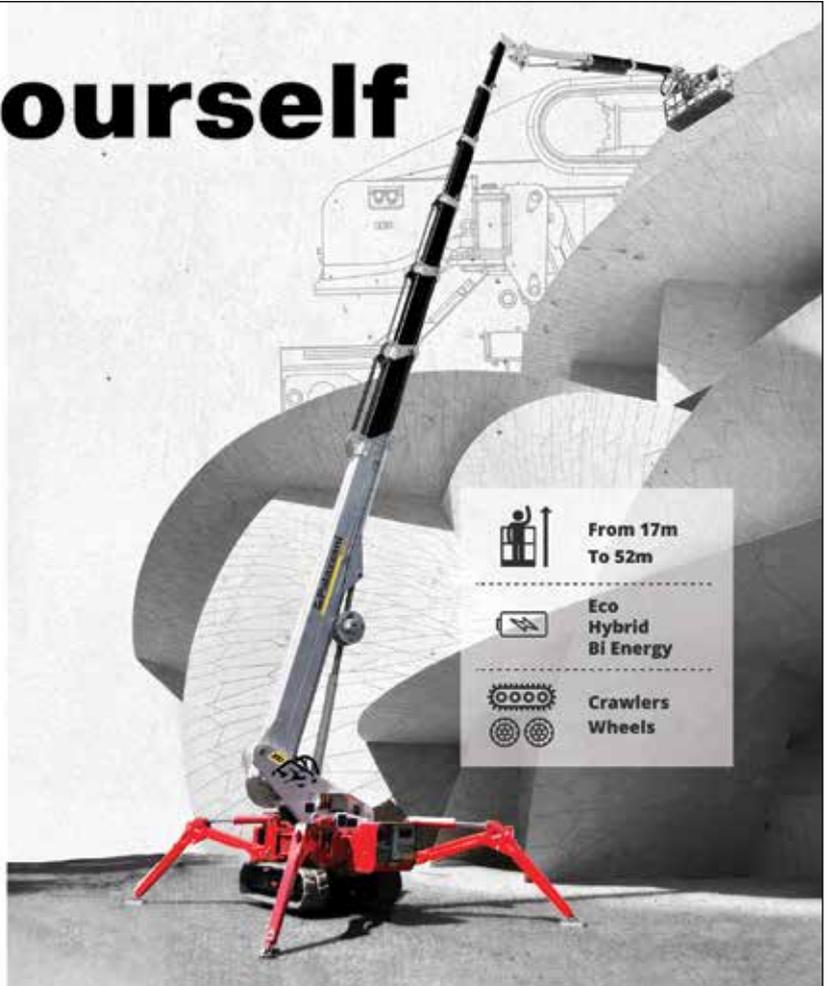
AMCS Technologies has launched a new anti-collision system designed for tower and mobile cranes working together on the same site. The system uses the company's DCS 61-S technology to calculate movement speeds and distances between the cranes and their loads in both real time and in three dimensions. Should the tower and mobile cranes move within a predetermined distance of each other the system automatically reduces the tower crane's speeds, before eventually bringing it to a stop. An audible alarm within the mobile crane will also sound with increasing volume should it come too close to the tower crane's lifting zone.

The company began developing the new system in February 2018 and has now successfully completed its field trials on a construction site for Les Ardoines metro station in Vitry-sur-Seine, France.



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-  Eco Hybrid Bi Energy

-  Crawlers Wheels

New service centre for Terex

Terex Utilities has relocated its Dallas/Fort Worth 'Terex Service Center' to a new purpose built greenfield facility in the suburb of Burleson, Texas.

The new facility is located on a five acre site close to the I-35 interstate highway on the south side of the town. It includes a workshop that is 80 percent larger than the previous one, with seven drive through service bays and two 10 ton overhead cranes. It also features training and conference rooms for on-site factory service and user training for both Terex and Genie customers.



New Ascendant platform

UK based Ascendant Access is back in production with the launch of a new 20 metre truck mounted platform - the A20-15TJ - mounted on a 3.5 tonne Iveco chassis. The new model features a three section telescopic boom, topped by a 2.2 metre articulating jib. Maximum outreach is 15.1 metres with a platform capacity of 120kg, while it offers a maximum platform capacity of 230kg at an outreach of 13 metres.

All four outriggers are beam and jack, with the rear being regular out and down, while the front ones extend out forward and down. The unit can work with outriggers retracted, partly extended or fully extended on one or both sides. Overall length is just under 7.9 metres, with an overall height of 3.1 metres. 180 degree platform rotation is standard.



The variable outrigger base of the new Ascendant



The new 20 metre Ascendant A20-15TJ



Power Towers for Boels



Dutch international rental group Boels has agreed a supply agreement with JLG owned Power Towers for the supply of low level powered access. Boels Rental is significantly expanding its low level access fleet with a number of different Power Towers products, including the manually powered 3.5 metres Pecolift and 4.2 metre Ecolift products, along with the 4.5 metre Nano SP self-propelled model which includes a 500mm platform extension. Boels is also taking a number of the original 5.1 metre Power Tower push around lifts with delivery of the first units already taken place.

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Financials round-up

Canadian rental company **Cooper Equipment Rentals** has acquired the Atlantic, Canada assets of US based **Herc Rentals**. The deal includes two full service branches in Dartmouth, Nova Scotia and Saint John, New Brunswick, the fleets based there, and the ongoing business, while Herc employees at the two locations will transfer to Coppers.



French rental company **Groupe Mediaco** has acquired crane rental specialist **S.E Leverage**, which is based in the in Rhône-Alpes region of eastern France. S.E Leverage was established in 1993 and runs a fleet of 150 machines, including 45 cranes with capacities running from 30 to 1,200 tonnes from four branches in Frangy, Annecy, Chambéry and Lyon as well as a heavy lift division in Orléans. Revenues last year were €22 million with the company's 115 employees all expected to stay with the business. S.E Leverage founder and chief executive Eric Salvi will support the transition through until April, while his children Marion and Florian remain with the S.E Leverage division of Groupe Mediaco.



Maxim Crane Works has announced the results of its cash repurchase offer for up to \$132.4 million of its Second Priority Senior Secured Notes maturing in 2024. A total of \$184.7 million, or 33.9 percent of the outstanding notes, were tendered at a price of \$1,027.50 per \$1,000 of principal. In total \$132.39 million worth of notes were tendered at or below that price.



Hiab and **Kalmar** owner **Cargotec** has reported its third quarter results. Hiab revenues for the first nine months were 19 percent higher at €799 million, while operating profits declined 35 percent to €72.3 million. **Kalmar** sales were 11 percent lower at €1.12 billion with its order intake down 28 percent. Operating profits plunged 63 percent to €42.4 million. Cargotec as a whole saw revenues decline 10 percent to €2.39 billion with a pre-tax profit of 29.9 million, 78 percent down on last year.



UK rental company **HSS** says that utilisation is back up to around 90 percent of last year's levels, even with 145 branches closed. Half year revenues declined 22 percent to £125.8 million, while the pre-tax loss jumped from £7.37 million last year to £12.89 million this year.



UK rental group **Vp** - owner of telehandler rental company **UK Forks**, spider lift specialist **Higher Access**, low level access company **MEP** and **Brandon Hire** - says it is now operating at around 85 percent of pre-Covid levels and that it has reduced its net debt by 26 percent from £41 million to £118.7 million. It also states that it has reopened 100 of the 120 depots that closed but will now permanently close 17 of the remaining locations and lay off around 150 employees.



Haulotte has reported nine month sales to the end of September of €325.1 million, 32 percent below last year. Third quarter revenues were only 23 percent lower at €102.4 million. Year to date new equipment sales fell 33 percent to \$283.2 million, while parts and services declined 17 percent to \$32.6 million, and rental dropped 43 percent to \$9.3 million.

US based **Alta Equipment** group is to acquire **Howell Tractor and Equipment**, a privately held dealer serving Northern Illinois and Northwest Indiana. Established in 1943, Howell Tractor operates from two locations and distributes Sennebogen material handling machines and Tadano Mantis telescopic crawler cranes. It also runs a rental fleet that includes a wider range of cranes and heavy equipment. The company had revenues of \$33.1 million last year with an EBITDA of approximately \$5 million.



UK crane rental company **Ainscough** has filed its results for the 16 months to the end of September 2019 which show total revenues for the extended period of £123.1 million. On a simplistic 12 month basis this would have been £92.2 million, 13.5 percent down on the 12 months to end of May 2018. Pre-tax profits were roughly the same at £1.66 million - however this is for 16 months and not 12 - so in a pro-rata basis they declined 25 percent.



Minneapolis based **Hunter Street Partners**, an 'alternative investment management firm', has set up an investment platform to acquire or invest in equipment rental companies, starting with the acquisition of **All-Star Equipment Rental** of Naples, Florida. All-Star offers telehandlers and aerial lifts in the southwest Florida region.



Manitou has submitted a reorganisation plan to allow it to adjust its headcount in the face of substantially lower sales. A statement said: "After a long growth cycle, Manitou has been facing a downturn on its markets since mid-2019. The economic crisis resulting from the pandemic has amplified this downward trend. For the fiscal year 2020, the group anticipates a decrease in sales of around 30 percent compared to fiscal year 2019."



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



Niftylift's new premises in Greer

New premises for Niftylift USA

Niftylift's US subsidiary Niftylift Inc has moved into all new premises in Greer, South Carolina. The company has acquired the freehold of a five acre site which includes a 2,800 square metre warehouse, and 465 square metres of offices. 20 Niftylift employees are based at the facility which includes the manufacturer's North American spare parts and service centre.

Niftylift began selling its products in the US in 1995 when it opened an office in Baltimore, Maryland. It made its first appearance at the ARA show that spring and now sells its full range of trailer lifts, SD booms and HR self-propelled boom lifts throughout North America.

Niftylift managing director John Keely said: "We have worked hard over the last 25 years to provide our US and Canadian customers with the best products and most comprehensive customer service we can and our investment in Greer will help ensure that both remain 'world-class'. In the aftermath of the Covid-19 pandemic."



The five acre site has a large yard



The new warehouse

New controls for Hy-Brid Lifts

Low level scissor lift manufacturer Custom Equipment has introduced new CANbus 'Intelligent Controls' on its Hy-Brid Pro Series scissor lifts, replacing its hard wired controls.

The panel includes indoor/outdoor selection and movement controls with an enable button that automatically deactivates the controls when not in use. A digital display screen shows battery charge level, percentage of load in the platform and hours on the machine, along with diagnostic information and platform overload and tilt angle warnings. such as platform overload and tilt angle. Operators can cycle through the display with the information button, while active load sensing informs the operator how close they are to maximum capacity.

Hy-Brid Lifts new control panel for its Pro-Series scissor lifts.



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BT26ERT	26m	454KG
BT26SERT	26m	454KG
BT24ERT	24m	454KG

Articulating boom lifts

Electric	Height	Load
BA28ERT	28m	250KG
BA24ERT	24m	300KG
BA22ERT	22m	230KG
BA20ERT	20m	230KG
GTBZ18AE	18m	230KG
GTBZ16AE	16m	230KG



French rental company **Locamad Elévation** has taken delivery of a 180ft **Genie SX-180** boom lift

John Lowton has returned to **Ainscough Crane Hire** as QHSE director



John Lowton

UK rental company **Advanced Access Platforms** has purchased a further 40 **Niftylift** boom lifts

Multitel UK is expanding its range to include the company's large truck mounted platforms

Two 250 tonne **Kobelco** CKS2500 crawler cranes are working on the new Arctic 2 LNG plan in Siberia

Snorkel and **Instant UpRight** have resolved their dispute over the use of the **UpRight** brand

UK's **Elite Access Rentals** has taken a 30m **Teupen Leo 30T Plus** spider lift



Ilmars Nartish

Manitou North America has appointed **Ilmars Nartish** as vice president sales and marketing

Sarens UK has taken two 25t **Kato CR-250Rvs** and a 13t **CR-130** city crane

Irish rental company **Balloo Hire Centre** has taken delivery of 50 **Sinoboom** slab electric scissor lifts

UK rental company **Facelift** has purchased 32 13.5m **Versalift** van mounted lifts

UK based manufacturer **Crestchic** has taken delivery of a **Fassi F365** loader crane

New Zealand based **Porter Cranes** has taken the first 50t **Grove GMK3050-2** in the region

Spain's **Javier Merino Transportes y Grúas** has taken a new 30t **Palfinger PK 110002 SH**.

Wolffkran is expanding its facility in Likhovitsy, Russia and has signed a partnership with the local technical college

Germany's **Sommer Kranverleih** has taken a new 800t **Liebherr LTM 1750-9.1 All Terrain**

US based **Ahern Rentals** has filed a patent infringement complaint against **EquipmentShare**

System Lift members have started taking delivery of 560 **JLG** machines.

Ireland's **East Cork Crane Hire** has taken two new **Liebherr All Terrain** cranes

Loxam's UK operation **Nationwide Platforms** has purchased 86 **Skyjack** scissor and mast type lifts.

UK based **PG Platforms** has taken two **Multitel** truck mounted telescopic platforms

The **Manitou** dealer for East Anglia in the UK, **Ben Burgess**, is switching to **Wacker Neuson's Kramer** telehandlers



Jamie Kirkbride

US rigging equipment manufacturer **Crosby** has appointed **Jamie Kirkbride** as UK area sales manager for the north

Ahern Deutschland has appointed **Nordkran** as a dealer for **Snorkel** and **Faresin** telehandlers to the in north west Germany

UK's **Select Plant Hire** has formed a partnership with **MachineMax** to develop its fleet telematics and data systems

Dutch rental company **Collé Rental & Sales** has taken 30 **Easy Lift** spider lifts

Germany's **Gerken** has opened a new location in Hagen, south of Dortmund

Haulotte has moved into its new headquarters

Italy's **Imer Access** has launched a new 15m spider lift, appointed **Cherrypicker Shop** as its dealer for north east England and Scotland and recruited **Richard Tindale** to support its direct sales efforts



Richard Tindale

France's minister for the economy & finance, **Bruno Le Maire**, visited the **Klubb** plant near Paris

The use of **JCB** equipment to destroy Palestinian villages in the Israeli occupied West Bank has led to an inquiry into compliance with **OECD** guidelines on human rights

Terex Cranes has appointed **Auto Mecânica Alvorgense** as its Rough Terrain crane distributor for Portugal, Capo Verde, São Tomé and Príncipe

Germany's **Abrams Krane** has taken its 200th new **Terex** tower crane

Spain's **Grúas Alhambra** has taken a new **Liebherr MK 88-4.1** mobile self-erecting tower crane

Germany's **Fork Pro Fördertechnik** has taken two new 18m **Dino 180XT II** articulated trailer lifts

Heavy lift company **Transdata** has taken Brazil's first 150t **Grove GRT9165** Rough Terrain crane

UK scaffolder **Generation UK** has taken two **Hiab Hi Duo 188B-2** loader cranes

Ramirent Finland has added the **Niftylift HR28** hybrid to its low emission eco fleet

Dutch company **Kuiphuis Kraanverhuur** has taken two 45t **Demag AC 45 City All Terrain** cranes

Manitex International has appointed **Joseph Doolan** to replace **Laura Yu** as chief financial officer



Joseph Doolan



Laura Yu

Gräber has taken the first 46ft **Almac Jibbi 1670 Evo** tracked boom lift in Germany

UK rental company **Elavation** has ordered a large number of new **Hinowa** spider lifts

Niftylift has appointed **RentEase International** as its distributor for India

Germany's **MaxiKraft** has placed a €40m order for 34 **Liebherr** mobile and crawler cranes

The production lines have started rolling at the new **Terex Utilities** plant in Watertown, S. Dakota

Wolffkran Schweiz has broken ground for its new headquarters near Winterthur, Switzerland

Manitowoc unveiled a big counterweight version of the 53t **National Crane NBT60L** truck crane with the **NBT60LX**



Vicki Allen

A new UK sales company **International Platforms** has been established by **Vicki Allen** and her daughter

Sinoboom has opened its distribution subsidiary, **Sinoboom Australia**

CTE has appointed **Innovativ Hoisting** to handle its **Tracess** spider lifts in eastern USA



Loren Hochhalter

TVH Americas has promoted **Loren Hochhalter** to senior business development manager industrial parts

The **American Rental Association** has postponed next year's annual **ARA Show** and convention until October

Tadano will merge **Demag UK** into **Tadano UK** at the end of this year and consolidate the two locations

Italian spider lift manufacturer **CMC** has appointed **Scanlift Maskin** as its distributor for Norway

UK based **DM Cranes** has taken its third **Spierings SK1265-AT6** self-erecting mobile tower crane

Swedish port **Uddevalle Hamnterminal** has taken a 100t customised **Konecranes** reach stacker

Wolffkran has appointed crane and electronics veteran **Thomas Heidrich** as chief technical officer



Thomas Heidrich

UK haulage supplier **Fox Brothers** has acquired **Clive Hurt Plant Hire**

Germany's **Treffler** has added two new **Tadano All Terrain** cranes to its fleet

Australia's **Concept Crane Hire** has taken the first 60t **Grove GMK3060L All Terrain** crane in the country

US based **Link Belt Mid-Atlantic Construction Equipment** is to distribute **Manitex** industrial cranes

Bronto Skylift has appointed **Jarmo Kokkola** and **Juha Särkijärvi** to develop its order to delivery process

Welsh self-storage company **Lock Stock** has taken a **Hiab X-HiPro 858** loader crane

Finland's **Leguan Lifts** has appointed **Avant Tecno USA** as North American distributor

Loxam has appointed **Paul Rankin** as MD of its UK operation **Nationwide Platforms** and **Steve Coney** to replace him as MD of **Rapid Access** in the Middle East



Paul Rankin



Steve Coney

The **Centar Municipality of Sarajevo** has taken a 25m **CTE Zed 25 HV** truck mounted platform

German rental company **Kurth Autokranes** has taken a 50t **Liebherr LTC 1050** city type All Terrain

International parts distributor **TVH** has appointed **Rafael Duyos** as regional manager for Iberia

German rental company **Schlamann-Autokrane** has taken a new 60t **Liebherr LTM 1060-3.1**

Switzerland's **UP group** has taken delivery of 13 **Airo** boom lifts

Wacker Neuson has appointed **Felix Bietenbeck** as chief operating officer



Felix Bietenbeck

Japan's **MIC Corporation** has taken delivery of its fourth 1,600t **Demag CC 8800-1** lattice boom crawler crane

UK rental company **Ainscough Crane Hire** has added 10 **Scania** trucks to its delivery fleet



Paul McDonnell

Paul McDonnell, chief commercial officer of US based **United Rentals**, has left the company

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



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Taxi drivers

The 100 to 180 tonne class of All Terrain Cranes covers both taxi cranes capable of taking on multiple daily jobs, through to larger more project oriented cranes. It also marks the point where four axle carriers give way to five axle cranes. In the first of two articles, Will North looks at the choice available in the 100 to 120 tonne class and talks to the leading manufacturers about the considerations driving their latest developments.

The market for All Terrain cranes has been a hotbed of development in recent years, spurred on in part by the seemingly constant engine changes required to meet the latest emission regulations.

The need to make engine changes prompted manufacturers to upgrade other aspects of their cranes at the same time. In the past year or so the market sector for All Terrain cranes with capacities of between 100 and 180 tonnes has become one of the most competitive, particularly towards the lower end of the sector, where a wider variety of different models are offered than in any other. This is partly due to basic arithmetic: proportionately the difference between a 100 and a 140 tonner is far greater than, say, between a 300 and 350 tonne crane. But it is also an indication of the degree of optimisation buyers and end users are looking for in this class of crane, in the quest for as much lifting capacity as possible, while meeting local road requirements and regulations as well as suiting local job sites in terms of space and access. The variations between models include boom length, overall dimensions, travel weight, number of axles, outrigger set up systems and counterweight configurations.

A wide choice – too wide?

Buyers in Europe currently have 20 different crane models to choose from which include six Liebherrs, six Tadanos - although three of these do not have the latest engines - four Groves and four Demags. Customers in North America have all of these along with two Link-Belt North American All Terrains to choose from, including the 150 tonne 175 AT, the first model in a new family of Link-Belt All Terrains.

As touched on above, the lower end of this market has seen the most new product launches and now includes seven 100 tonners alone with the Grove GMK4100L-1, the Tadano ATF100-4.1 and ATF-100G-4, the Demag AC 100-4 and AC 100-4L and two Liebherrs—the four axle LTM 1100-4.2 and five axle LTM 1100-5.2.

Liebherr also offers the 110 tonne five axle LTM 1110-5.1 and four axle 120 tonne LTM 1120-4.1, while Tadano has the ATF-120-5.1 or the older ATF-120G-5 and Demag jumps to the 130 tonne AC 130-5.

Kato has also been looking at this market and showed the four axle 100 tonne KA1000Rx prototype at Bauma last year, initially designed for the Asian market there was interest from European buyers.



While the prototype looked good, the 51.3 metre boom is now too short for most European buyers, while the prototype's Stage IV power unit is a nonstarter, so a major redesign would be required if it decides to get serious. Feedback from the show confirmed both issues and Kato says it has taken these on board for consideration.

The long and short of it

It is notable that two cranes in the 100 tonne class carry an 'L' designation indicating them to be long boom versions of earlier models. Longer - 60 metre - booms

have become a key selling point on 100 tonne cranes, with only the Demag AC 100-4 and Liebherr LTM 1100-5.2 and the two older Tadano G models having anything shorter - 50 metres on the Demag and 52 metres on the Liebherr and Tadanos.

The only Grove entrant in this class demonstrates how long booms have increasingly become a standard requirement, at least in Europe. Product manager Florian Peters explains: "In 2007 we launched the GMK4100, but it was followed swiftly by the GMK4100L. The GMK4100 had a 52 metre boom while the GMK4100L was actually the first four axle, 100 tonne crane



The 100 tonne Kato KA1000Rx prototype displayed at Bauma, was short on boom length, but could do well in Japan



The long boom Demag AC100-4L

A Grove GMK4100L-1 employs all of its 60 metre boom to lift a nine tonne nacelle on a wind farm in Wales



with a 60 metre boom. Since then competitors have also introduced 60 metre booms, and from our perspective, demand for 100 tonne short boom cranes is now low compared to the long boom version. So when we upgraded and introduced the GMK4100L-1 at Bauma 2016, we decided to discontinue the 'short' version."

Moving on to roading issues, Peters adds: "You can drive the GMK4100L-1 with up to 6.7 tonnes of counterweight on board within 12 tonne axle loadings. While a single truckload of counterweight provides substantially increased capacities. Or where 16.5 tonne axle loads are permitted you can travel with 19.9 tonnes of counterweight on the crane."

Demag retains short option

Demag, which is becoming increasingly integrated into the Tadano group, still offers a shorter 50 metre boom on a 100 tonner with the AC 100-4. Product marketing manager Michael Kiein says: "It makes sense now to think of the 'long' model as standard, as the 60

metre boom 'L' version is what most customers take. The short 50 metre boom is more or less a version we now build for Japan. The shorter boom means less weight, making it possible to get this crane on the road in Japan. We have sold some units in other parts of the world, but only where customers have a well defined job case and where they prefer a little more lifting capacity."

Horses for courses

Liebherr has kicked off what looks like becoming a new trend, offering both four and five axle versions of its cranes in this size range. The 100 tonne LTM 1100-4.2 and 120 tonne LTM 1120-4.1 are both on four axles with long booms - 60 metres on the 100 tonner and 66 metres on the 120. The five axle 100 tonne LTM 1100-5.2 only offers a 52 metre boom, and the LTM 1110-5.1 is only a 110 tonner, both of which seem counter intuitive.

Liebherr's Wolfgang Beringer explains the rationale: "The LTM 1120-4.1 and the LTM 1110-5.1 have different concepts. The LTM 1120-4.1 is the strongest four axle crane on the market and is



Central Contractors, part of the All group, used a Demag AC100-4L to install equipment at the Revolution Brewery in Kedzie, Illinois. Located in a busy neighbourhood, the site was a challenge to access. Reaching into the installation area from an open lot would have required a 600 tonne crane and cutting power to the brewery for two days. The company decided to drive the crane through the brewery. A 70 tonner would have fitted but would not have had the reach or capacity. Tucking in the AC100-4L's side mirrors and lowering its suspension provided just enough clearance to drive through the building and carry out the job.

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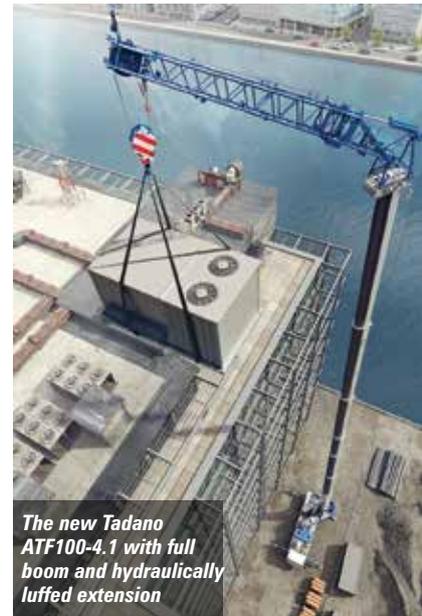


The 110 tonne Liebherr 1110-5.1 Liebherr's 'light' five axle crane can travel with 10t axle loads

is our 'light' five axle crane, which can carry up to 13.4 tonnes of ballast within 12 tonne axle loads. So the crane can carry out a wide range of lifts without additional ballast transport, so in many ways it is a true taxi crane. If less counterweight -- up to 1.1 tonnes -- is carried onboard, the LTM 1110-5.1 can even travel within 10 tonne axle loads."

Beringer also cites the UK's STGO (Special Types General Order) road rules, which allows cranes, or other over weight vehicles to travel with much higher axle loads at reduced speeds, pointing out that

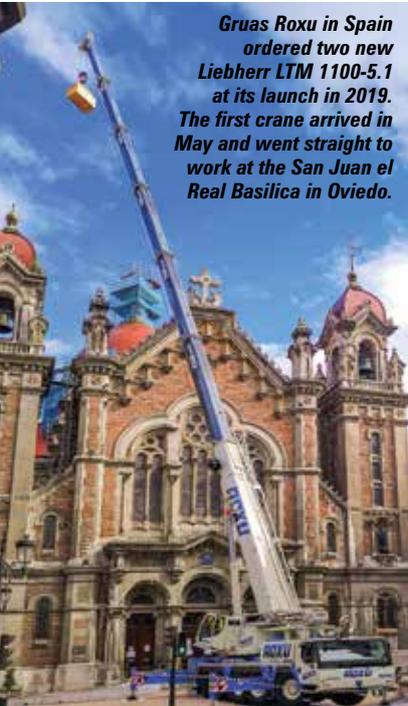
the perfect crane if you need high lifting capacities on constricted construction sites, where a four axle crane has advantages over a five axle. But this concept needs all of the permissible weight for the structural load bearing components, so it can only carry 2.1 tonnes of ballast within the 12 tonne axle load limits. The LTM 1110-5.1 however,



The new Tadano ATF100-4.1 with full boom and hydraulically luffed extension

UK users can carry 20 tonnes of counterweight on the four axle LTM 1120-4.1 within the permitted 16.5 tonne axle loads.

Tadano has offered a similar but slightly different approach for some time with its four axle 100 tonne ATF100G-4. With a 51.3 metre boom it can manage six tonnes of counterweight within 12 tonne axle



Gruas Roxu in Spain ordered two new Liebherr LTM 1100-5.1 at its launch in 2019. The first crane arrived in May and went straight to work at the San Juan el Real Basilica in Oviedo.



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loads or 22.5 tonnes in the UK. The five axle ATF120G-5, which has a 52 metre boom, can travel with 15 tonnes in the UK or meet 10 tonne axle loads without counterweight on board. Both cranes are still available, but with Stage IV engines and short booms, they are being replaced -- at least in Europe -- by the 100 tonne ATF100-4.1 and ATF120-5.1 which were unveiled at Bauma last year and feature longer booms and Stage V diesel power. The first deliveries began this summer.

The new Tadanos – one crane two chassis

The new four axle ATF100-4.1 has a 60 metre seven section main boom and is available with a hydraulically luffed and stowed nine to 16.8 metre bi-fold swingaway extension that can offset up to 45 degrees and be extended to 30.8 metres with inserts. A three section telescopic luffing jib option is also offered. The crane can meet 12 tonne axle loads with 3.1 tonnes of counterweight on board or manage 13.2 tonnes under UK rules. To achieve the crane's full capacity potential requires the 30.4 tonnes maximum counterweight, but that also requires a support vehicle. Unlike most of the competitors the ATF100-4 and ATF120-5 adopt Tadano's two engine concept.

The five axle ATF120-5.1 uses the same superstructure but mounted on a five axle carrier, which allows it to meet 10 axle loads without counterweight or carry up to 11.5 tonnes within 12 tonnes axle limits -- as long as you leave the boom extension behind -- otherwise it is 9.2 tonnes. In addition to the higher rating, the bigger chassis also provides improved capacities especially at longer reach where it can work at a greater radius. In terms of size the overall stowed

length is not that much greater than the four axle at 13.5 metres, however the carrier is 1.78 metres longer, which can be critically important when squeezing into tight spaces.

One feature that is unique to the Tadano cranes and rarely mentioned, is the Lift Adjuster which automatically adjusts for boom deflection when picking up or placing a heavy load. It was a factor mentioned by Marta and Cristina Rodríguez of Grúas Cigales, which took one of the first ATF100-4.1 to be delivered, they said: "The Lift Adjuster also played a crucial role in our purchase decision, as the system keeps the radius constant during lifts by automatically luffing the boom to a steeper position whenever load deformation occurs."

On the road again

The UK and Singapore are among the few exceptions where cranes are permitted to travel with axle loads of up to 16.5 tonnes, but road regulations around the world vary substantially between national and even internal jurisdictions, requiring manufacturers to design cranes with enough flexibility to cope with these variations, especially for those markets, such as the USA, where rules in neighbouring states or even counties can differ. When it comes to larger cranes with capacities from 130 to 180 tonnes the challenges are even more intense. Even within the UK high axle loads are not always possible: restrictions such as bridge limitations can be an issue, while customers working in London are increasingly required to reduce axle loads to 12 tonnes or less.

With these cranes designed for one person operation, moving and installing counterweight becomes an important part of preparing to work: it's all well and good being



The new Tadano ATF120-5.1



One of the first Tadano ATF100-4.1 to be delivered went to Grúas Cigales in Spain

able to drive to the site alone, but setting up can be time consuming and therefore costly as well as being an irritant to the operator.

A change was made to the design of the Grove GMK4100-L1 to help in this area, product manager Peters says: "We initially tried to have a single global solution for the onboard counterweight stowage, but will not always be the best solution for everybody. We had some demand from the UK to fit 10 tonnes of counterweight on the rear of the carrier and 10 tonnes on the front. That meant that before working you had to lift one on to the other, and then install the combined counterweight on the superstructure. For an operator working alone this is possible, but it is one more job to do."

"So we designed a counterweight

version which is now different. You can have 10 tonnes already attached to the superstructure and the other on the front of the carrier deck. You just slew the superstructure, pick up the extra counterweight and start working. This makes it more convenient and



UK based KAS Crane Hire used a Grove GMK4100L-1, alongside a GMK3055 for a tandem boat lift in Devon. The 100 tonner uses the manufacturer's new counterweight system, for faster easier set up times on site



The new Tadano ATF100-4

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Infinitely variable outriggers, like those on this new Liebherr LTM 1150-5.3, offer additional versatility when setting up on site

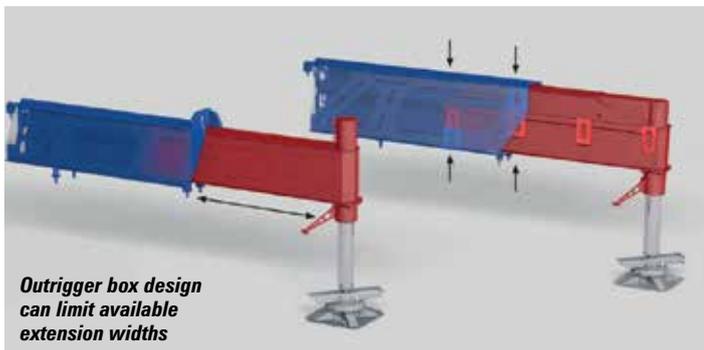
setting up the crane faster.”

Every nook and cranny

Getting to the job site and setting up is only one aspect. For cranes in this class -- effectively the highest end of the taxi crane sector for most markets -- it is equally important that capacities are as good as possible throughout the load chart. This is especially true when working on sites with limited space or obstacles that prevent the full extension of the outriggers. Factors affecting this include the overall

dimensions of the crane, including chassis length, which can affect their ability to get into tight areas, followed by counterweight, and outrigger spread. The availability of variable outrigger set up has been a boon in this area, allowing cranes to get the absolute maximum out of the available space, maximising their performance.

Of the seven cranes we mentioned the Grove, Liebherrs and Tadano ATFs are all 2.75 metres wide, while the two Demags have an overall



Outrigger box design can limit available extension widths



Grove's Megatrack suspension

width of just 2.55 metres, which on some jobs can be the difference between getting in or not, or moving closer to the job. Comparing the two Demag cranes with the Tadano ATF models suggests that the narrower width does carry a modest trade off in terms of capacities, especially on the fully telescoped main boom.

Overall height of the stowed crane can also be an issue, although straying above four metres is a real 'no-no' due to road restrictions, so most manufacturers use up every drop of the four metres, with all the models in our survey being close enough to make no odds.

However Peters believes that the Grove cranes have an advantage thanks to their Megatrak independent suspension system. All of the cranes mentioned have hydro-pneumatic suspension which allows the height to be varied and all -- apart from the Grove -- have traditional fixed axles which limits the lowest height the suspension can drop to. The Megatrack system however uses the independent De Dion type suspension concept found on most cars. This allows the chassis to be lowered a little further. "Megatrak allows us to design a carrier frame with less height and a flat deck, which is both convenient and operator friendly," says Peters. Whether this is enough to make a difference is debatable.

Variable footprints and set up – not everyone agrees

All manufacturers now offer variable outrigger positioning systems with automatic sensing, but there are significant differences in their approaches. Liebherr's VarioBase allows operators to set each outrigger beam at infinitely variable 'arbitrary' positions, with the crane calculating an individual load chart for the actual footprint set by the operator, as well as the actual superstructure position. The Grove MaxBase system and Link-Belt's Pulse 2.0 use stepped outrigger extensions, each of which

has its own load chart: where you are able to set up between steps the capacities will be limited to the narrower set up position. Many, if not all models however limit the outrigger beam extensions to predetermined widths, as the outrigger boxes are only structural reinforced for the predetermined extension points, which saves some weight, but limits set up flexibility.

Demag's IC1 Plus, which is likely to be available soon on Tadano models, originally used a similar stepped approach, but the company started rolling out its new FlexBase system earlier this year, initially on the Demag AC 45 City then on the three axle AC 55-3 and AC 60-3. The system provides an infinitely variable set up function along the lines of Liebherr's VarioBase system. It dovetails nicely with the company's IC-1 Lift Plan software which allows the fully variable outrigger positions to be integrated into the job planning process. Quite when it will be available on larger machines remains to be seen.

Tadano's two new ATF cranes also offer a totally flexible automatic asymmetrical outrigger set up system, which is tied into the AML crane control system. Once the outriggers are set the system calculates a specific load chart, dependant on the length of each individual outrigger beam and superstructure slew position. If the crane slews into a weaker load chart sector, with a load close to its capacity limit, the AML crane control automatically warns the operator, and switches the load chart bringing the crane to a smooth stop if the operator ignores it.

Link-Belt's Andrew Soper, talking about the Pulse 2.0 system used on its 175 AT and other cranes, explains the company's rationale behind the stepped approach: "Each outrigger has three positions, retracted, intermediate and extended. One of the benefits of that is you can always reference

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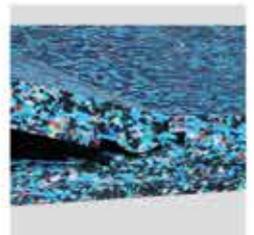
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our crane rating manual, as paper charts, and that is one of the regulations in North America, you have to have a book with the chart. Paper charts are also great for lift review and pre-planning leading up to a job."

The system used on the Grove uses more 'discrete' steps with five outrigger widths rather than three.

Defending the approach Peters says: "We still stick to those locked positions. You have five different positions per outrigger you can use. Our system works quite a bit differently to what others have. So, while we do not gain the super high charts over an individual outrigger, we do however have core sectors, including over the front left or right

and you have a very big window of the slewing range: plus or minus 35 degrees over the rear, for example where we have pre-calculated charts, which makes it very easy to do job site planning and to position the crane on the job site. I believe job site planning is simply much easier if you have a set of load charts in hand and can literally check on paper if

your job works or not." Liebherr's Beringer naturally disagrees, saying: "Surely being able to extend outriggers to any length is much better, as you can extend the outriggers to the maximum length that the construction site allows. This gives you more lifting capacity. The argument that you can print load charts using discrete steps is negligible, as even then there are still thousands of combinations. You will anyway need load planning software like our LICCON work planner which can be used on a PC in the office and is also integrated in the crane controls, so the driver can simulate the lift at the site."

In conclusion

With such a wide choice - and we did not even look at Chinese built machines - in this important part of the market, you really need to understand what sort of work the crane will be used for, or your customer's needs to get the most out of your investment. The positive aspect is that the sector includes some fantastic and exciting products.



German crane rental company Scholpp used a Liebherr LTM 1100-4.2 to erect telephone masts in cramped conditions in the Alps. The two front outrigger beams could only be extended to 50 percent. CEO Martin Scholpp said: "The VarioBase not only enhances safety but also makes the cranes much more flexible to use. When you inspect a construction site one day and the crane arrives the next day, things often look completely different. The variable supporting base enables us to react flexibly to changed conditions and work with optimised load capacities where space is at a premium."

How do the 'current' 100 tonne All Terrains stack up?

Manufacturer	Model	Max capacity	Boom length	No. of axles	Overall Dimensions				On board counterweight	
					Carrier length	Travel length	Width	Height	12t axle loads	16.5t axle loads
Demag	AC 100-4	100t	50m	4	10.64m	13.27m	2.55m	3.99m	6.1t	19.3t
Liebherr	LTM 1100-5.2	100t	52m	5	11.6m	13.63m	2.75m	4.0m	11.5t	26t
Demag	AC 100-4L	100t	59.4m	4	10.64m	13.37m	2.55m	3.99m	4.3t	19.3t
Liebherr	LTM 1100-4.2	100t	60m	4	10.73m	13.51m	2.75m	4.0m	2.5t	17.2t
Grove	GMK4100L-1	100t	60m	4	11.09m	13.21m	2.75m	3.99m	5.7t	19.9t
Tadano	ATF-100-4.1	100t	60m	4	11.02m	13.12m	2.75m	3.97m	3.1t	13.2t
Liebherr	LTM 1110-5.1	110t	60m	5	12.26m	13.84m	2.75m	4.0m	13.4t	29t
Tadano	ATF-120-5.1	120t	60m	5	12.68m	13.51m	2.75m	4.0m	11.5t	13.2t
Liebherr	LTM 1120-4.1	120t	60m	4	11.68m	14.87m	2.75m	4.0m	2.1t	20t

Note: All dimensions on 16.00 tyres

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Big truck mounts come of age



In recent years much of the new product development in the truck mounted platform market has been concentrated on models mounted on 3.5 to 7.5 tonne chassis where there has been considerable innovation and market growth. It is now the turn of the very largest machines.

Much of the innovation at the smaller end of the market has been spurred on by the need to redesign products every few years to accommodate heavier chassis as manufacturers installed new engines to meet the latest emission standards. It is said that necessity is the mother of invention, and the regular requirement to shave weight from an already efficient design, while maintaining platform rigidity, has resulted in a deeper understanding of how to get the most out of the latest ultra-high yield steels. Other innovations have included variable outrigger set up, complete with automatic sensing and working envelope adjustment, along with smoother controls, advanced telematics and hybrid power packs.

Over the following pages we take a look at models with working heights of 70 metres and above, which has seen substantial growth in the past two years, with the latest innovations making an impact in terms of new models and product upgrades. We take a quick look at the new 70 metre Ruthmann before speaking with UK based Blade Access, which not only runs a large fleet of truck mounts of 70 metres and above, but it also operates 90 metre models from each of the three major players: Bronto, Palfinger and more recently Ruthmann. Taking advantage of this, we survey three of Blade's 90 metre operators - one responsible for each manufacturer - to see how they compare.

Italian manufacturers Pagliero Multitel and Sogace also build



The use of large truck mounts continues to be on the rise

70 to 75 metre models that sell well in certain regions – mostly mainland and southern Europe as well as in the Middle East. Multitel manufactures more truck mounted lifts than any other European manufacturer and has a long history in the 60 to 75 metre market sector, but has tended to concentrate on small to mid-sized models, a strategy that has been highly successful. However it is now working on a new 77.5 metre model that will replace its now aging MJ 750 which it hopes will help it win a greater market share in the sector.

How does Ruthmann's new T 700 HF stack up?

Manufacturer Model	Multitel MJ 685	Ruthmann T 700 HF	Bronto S70XR	Barin AP 73/35 J2	Sogace ForSte 75TJJ	Palfinger P 750
Max. work height	68.7m	70m	70m	73m	74.5m	75m
Max. capacity	400kg	600kg	700kg	400kg	600kg	600kg
Capacity @ max. height	400kg	320kg	360kg	400kg	300kg	320kg
Max. outreach	35.5m	41m	38m	35m	40m	39m
Capacity @ max. outreach	120kg	100kg	120kg	200kg	100kg	100kg
Outreach with max. capacity	29.4m	31.2m	30.7m	31m	28m	27.5m
Max. below ground reach	-16m	-17.5m	-11.5m	-14m	-20.5m	-15m
Chassis	32t	32t	32t	42t	32t	32t
Max. height	4m	3.99m	3.95m	-	3.99m	3.95m
Overall length	12m	11.9m	12m	-	-	14.1m



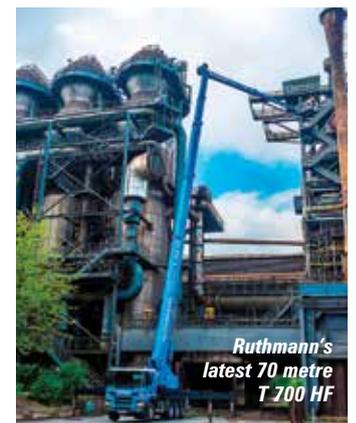
Multitel will shortly launch an all-new 77.5 metre MJ 775 to replace its MJ 750

Ruthmann has until recently left the top end of the truck mounted lift market to Bronto and Palfinger, due to the high development and testing costs for these machines, in what is a low volume market. However in 2017 it signalled a change to its strategy not to offer anything over 75 metres by announcing a 90 metre machine with the first delivery coming in July 2018. It highlights the strong growth in interest from end users for platforms of this height. More recently, it launched a new 70 metre model, the T 700 HF.

The new Ruthmann T 700 HF

Based on its 65 metre T 650 HF, the T 700 HF features a 3.5 metre longer upper boom to help it achieve up to 41 metres outreach as well as an up and over reach of 34 metres with a height of 47 metres. A higher boom elevation angle of 83 degrees not only helps provide the extra working height, but allows the machine to be positioned closer to a building for more usable outreach. Platform rotation is 440 degrees,

while the two metre jib has 220 degrees of articulation, allowing it to get up, over and behind obstacles. Maximum platform capacity is 600kg which is reduced to 100kg in order to achieve maximum outreach. Features include a heated platform, a material winch, a folding seat and the company's Dynamic Reach System (DRS) which it claims optimises the outreach depending on ground pressures, high wind speeds, platform capacity or outrigger positions. The following chart compares it with other machines in this class.



Ruthmann's latest 70 metre T 700 HF

Taking it to the max

When we last interviewed UK rental company, Blade Access, back in 2009 it had just topped its second-hand fleet of truck mounted platforms with a new 70 metre Palfinger WT700. Since then the company has gone from strength to strength and now has more than 25 truck mounts of 70 metres and above, including the world's largest fleet of 103 metre Wumag/Palfinger P1000s. We caught up with joint managing director, Mark Bell, to learn more about its approach to the top end of the platform market.

Early days

Established as Blade Cleaning Services by Mark Bell and Jamie Bairstow in 2002, the company originally provided a residential window cleaning service using buckets and ladders. The introduction of the company's first truck mounted platform – an ex-services 1989 Simon S85 fire platform – soon led to the birth of Blade Access as it began to rent it out to others for a variety of applications. Following early successes, it steadily added more used units to the fleet, with working heights of between 25 and 34 metres, before taking its first steps into the larger end of the market with a 58 metre WT580.

Speaking of the company's decision to focus on larger models, Bell said: "The new machines we had

purchased were to initially support maintenance work for National Grid. This type of work led us into the larger platform market – at a time when there was not nearly as much competition. As such we soon became a 'go-to' for people who had requirements over 45 metre working heights, which then in turn led us in to industrial, wind energy and other specialist applications."

Specialist solutions

Fast forward 10 years and the company now operates a fleet of more than 56 truck mounted platforms from three locations in the UK and one in the USA. Bell explains how, even early on, the company decided it wanted to be more than "just a hire desk" and more of a specialist solutions company. This saw the company develop a number of innovations and attachments for

The purchase of an ex-services Simon S85 led to the birth of Blade Access



Mounting an inspection trolley on the new T-Pylon power lines

its truck mounted platforms, ranging from its 360 degree CamPod camera cage to its latest Sky Shield divider screen which provides a protective barrier between the operator and other platform occupants. One of its earlier solutions was designed for the energy sector to create a more efficient method of installing inspection/maintenance trolleys for power line conductors and introducing a safe method of transferring from the platform to the trolley.

Bell said: "We knew we could support the sector in a different

way to other rental companies. This was achieved by introducing other working methodologies with large truck mounted platforms which subsequently lead to further innovation work for the National Grid and the Electricity Alliance. Ironically, the innovation work we did five to 10 years ago has come full circle, to the point that we can use the same methodology to provide access for the new T-Pylons as they get rolled out in the UK over the next 20 years."

Overseas expansion

It was this type of thinking which helped the company succeed in the tough US market. It originally entered the market in 2012 with the intention of setting up an access rental business based in Wilmington, Delaware, but quickly decided on a different approach.

Bell explains: "Within six to eight months we quickly realised that there was an opportunity to develop





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Blade has seven 103 metre units working out in the US



a hybrid company which combined our truck mounted platforms with the services of a wind turbine repair and maintenance company."

So rather than just renting out truck mounted platforms to wind turbine maintenance companies, Blade went one step further, employing its own wind turbine blade technicians and training them on getting the most out of its truck mounted platforms. While it was not the first to do this in the US, it was quick to spot the logic and benefits of such a strategy and fully exploiting it. It was also the first platform rental business in the US to introduce and operate the Palfinger and Ruthmann truck mounted platforms in that market.

"Having multi-skilled personnel who individually could complete the work of two people made us far more efficient compared with the traditional rope access teams who could take anywhere up to a week to do a single turbine upgrade. In fact, we were so confident in our ability, we submitted a proposal to GE stating that we could upgrade a minimum of six turbines a day. They had said that this would be completely impossible but by the middle of our first day on site we had already completed four of the six turbines. The rest is history!"

Subsequently, Blade was awarded a contract to upgrade more than 12,000 turbines. In order to cope with the demand, it expanded its fleet from a single 103 metre Palfinger WT1000 to more than 20 truck mounts in the US with working heights ranging from 54 to 103 metres – which includes seven 103 metre WT1000s, providing Blade with the largest fleet of them in the world.

Expanding the European business?

Having perfected the service delivery and commercial contracts side of the business in the US, the company established Blade Wind Services in the UK in 2016 to support onshore wind farms. Although the UK market for wind energy is significant, Europe as a whole is expected to add a further 320 gigawatts of wind power by 2030 – which equates to around 130,000 new turbines! Looking to capitalise on this market Blade has outlined plans to open its first outlet in mainland Europe next year using a similar business model. It was unable to say exactly where that might be, but given that Germany is projected to add the most capacity - adding around 80 Gigawatts - this might not be too bad of a guess? Bell said: "I can't say where we will





The 112 metre Bronto S112HLA is currently the largest truck mounted platforms on the market

base the operational hub just yet but essentially we will spiderweb out from that point to serve the rest of Europe. A significant amount of works will be longer durations and it is our plan to execute these works remotely. We have the technology and infrastructure in place to remotely monitor the workforce and the standards of work they are doing. This will all be controlled from our central operational hub. Part of this venture will see us invest in a large number of truck mounted platforms to support this venture as well as other work we have pipelined in the UK."

First 103m in the UK

Perhaps as part of its preparations for this influx of wind power work, the company decided to test the waters by taking delivery of the only 103 metre truck mounted platform currently in the UK. Ireland's Windhoist/McNally had originally taken a Palfinger WT 1000 into its fleet back in 2009, and based it in the UK for a while, but it was probably too early for such a machine and the company struggled to keep it busy. Blade has also employed one in the past but not on the same basis.

Bell said: "We will see how demand evolves for this size of machine now that people know there is one operating in the UK. Blade can now be much more cost-effective for our clients as we won't have the same mobilisation costs of those having to bring such equipment to the UK from Europe. Next year will be very interesting, because we will see if we can start to create enough demand in new applications for that type of machine to warrant bringing a second unit into this market."

In addition to wind power and other applications, the company is looking to win work away from larger

scaffolding installations that are still regularly used to work at heights of more than 70 metres.

"There is still a lot of scaffolding being used unnecessarily. We have seen projects where contractors are receiving quotes in excess of £750,000 for a large scaffolding installations and Blade has subsequently supplied the access solution for an absolute fraction of the cost."

Going higher?

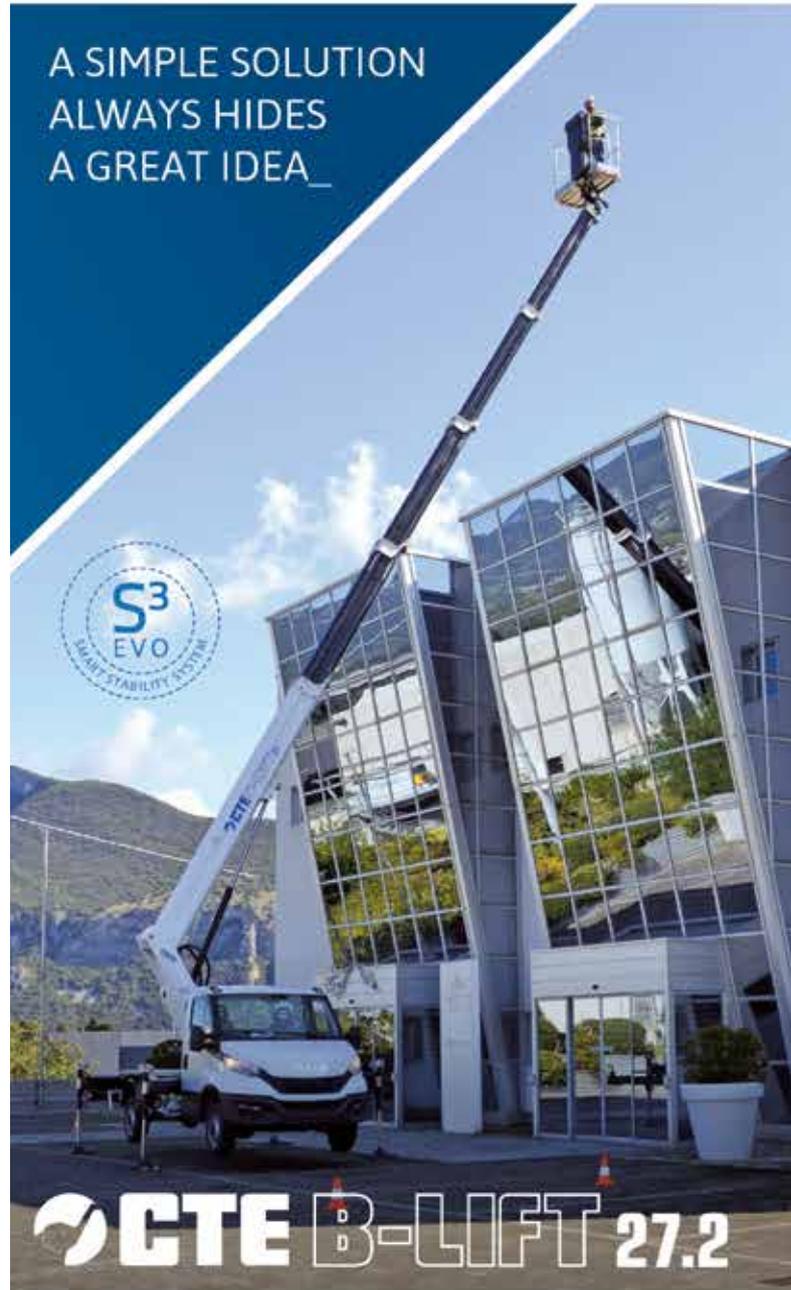
When asked for his thoughts on whether truck mounted platforms will continue to increase in size, Bell says: "As buildings and structures continue to get higher, people will no doubt have to go higher as well. There are larger models in the market than our 103 metre units, but personally I think we are getting to a point where if you go higher than this it will be just for very, very specific applications. With this in mind, I'm not convinced at this moment in time that demand for such equipment would make it viable to operate in a European hire fleet. In places like America it could work, but so far we have never had a requirement to go higher than 103 meters in the UK."

"For now though, in my opinion the 103 metre model currently offers the most stability and reliability at that height range. It also provides the most versatility when accessing sites with challenging terrain thanks to its carrier chassis. Some of the alternative larger models are still mounted on an adapted conventional truck chassis with very restricted inclination clearance when being driven.

"If the manufacturers do go higher, then I believe additional consideration should be given to the improvement of the emergency decent systems. All Terrain crane



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chassis would also seem to be the best overall option at present and the manufacturers should seriously consider the sites these platforms typically work on when developing equipment with even greater working heights."

Other markets

At the other end of the spectrum, the company seems to have changed its view on the 3.5 tonne self-drive market. In 2009 it was keen to build up a fleet of self-drive platforms but is now less enthusiastic. "Self-drive hire was something that we dabbled with, but we found that the margins were much greater if we supplied them with an operator. In the end the self-drive models became a bit of an



ugly sister internally. People started falling out over machines coming back damaged, and every time - no matter how thorough the handover - we would get a call within the hour, saying 'it won't do this' or 'it won't do that' with 99 percent of the issues down to operator error."

While it still offers some self-drive lifts for long standing loyal customers, Blade is not focusing in this area, preferring instead to concentrate on the operated and larger end of the market. More recently it moved into the self-propelled market offering boom lifts of 30 metres or more. "We will continue to add self-propelled 'super booms' to our fleet but currently have no intention of purchasing anything under 100ft as we can confidently rehire this equipment as part of association with the Access Alliance."

Rental rates

"When we first started buying large truck mounted platforms there were not nearly as many of them in the UK. There are a lot more now, making it more competitive. Surprisingly rates on the larger kit

overall has not really taken much of a dip, however we do tend to see 'seasonal desperation' during the winter months where fewer jobs above 70 metres seem to take place. It's at this time of year when less experienced companies seem to have kit sitting in the yard and then through desperation offer ridiculously low hire rates just to try keep the wheels turning. What they don't seem to realise is that this only makes the market more turbulent and ultimately restricts their future growth opportunities. Fortunately for Blade, we rarely need to get involved in the cat fight at the bottom and our long-term strategy has proven to stand the test of time."

Monopoly market

When it comes to truck mounted platforms of 70 metres or more, Palfinger, Bronto and Ruthmann are on their own. Asked whether any other manufacturers have products that have grabbed his attention, Bell says: "The Italians manufacture workable cost-effective machines up to the 30 metre range but after that I'm not currently convinced



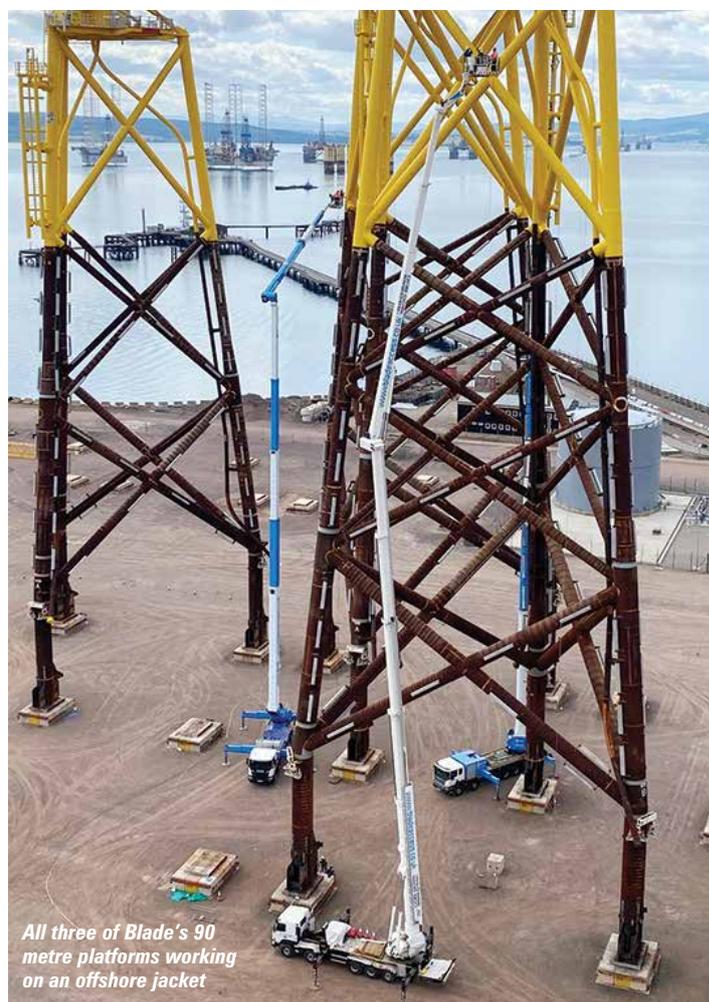
they can compete with reliability, performance and overall build quality. Some are pushing the higher 70s now but I'm still yet to see a product that I believe could perform consistently in a credible rental fleet when compared to the three manufacturing leaders. Customers are used to the high standards set by Bronto, Ruthmann and Palfinger and if you turned up to site with an alternative substandard product it could quite likely cost you customers."

Battle of the 90s

As part of a £7 million investment in 2020, Blade Access took delivery of both a 90 metre Bronto S90 HLA-X and a Ruthmann T900 HF, making it one of the few companies to run 90 metre platforms from all three leading manufacturers: Ruthmann, Bronto and Palfinger. We took a closer look at each model and asked the operators on how they compare.

Blade's Mark Bell explains: "The decision to get a 90 metre from each manufacturer was to ensure we had the most versatile fleet at that height," explains Blade's Mark Bell. "The Palfinger is a great all-rounder with good outreach and capacities throughout the working envelope. It also has a simple configuration and its controls are hard to get wrong. Even though the Bronto is an older design - which is reflected

in its working envelope - 'it does exactly what it says on the tin' and from a reliability perspective it's up there. The Ruthmann offers some 'Rolls-Royce' features as well as the greatest outreach with fantastic up & over capabilities. They are all very, very good products in their own right and by having all three we have the right product no matter the application."



All three of Blade's 90 metre platforms working on an offshore jacket

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Manufacturer	Palfinger	Bronto	Ruthmann
Model	P 900	S90HLA	T 900 HF
Launch Date	2013	2005	2018
Max working height	90m	90m	90m
Max outreach	32.5m	32m	42m* /38m
Max capacity	530kg	700kg	600kg
Capacity @ 90m	530kg	400kg	600kg
Capacity @ max outreach	530kg	400kg	350kg
Height @ max outreach	48m	18m	24m
Max outreach @ max capacity	32.5m	28m	36.5m
Up & Over/capacity	59m x 29m x 530kg	52m x 25m x 400kg	59m x 38m x 350kg
Below ground reach	-9m	-12.5m	-25m
Max outrigger spread	8m	8m	8.8m
Overall length	16.2m	15.5m	14.99m

* limited range only

Operator:	Chris Gilling = P	Adam Kinsville-Lloyd = B	Danny Leonard = R
Machine operated	Palfinger P900	Bronto S90 HLAX	Ruthmann T900
Experience	9 Years	5 Years	10 Years
First platform:	20m CTE	48m Ruthmann	20m CTE
			

How important is having the longest outreach for a 90m Platform?

P: Outreach isn't so important, it's more about how high the actual basket will go.

B: Outreach does play a part, but I don't think it is one of the more important features for a 90m based on the work I have done.

R: It is important for up and over applications so can be important but the 90m at mainly used for vertical reach.

How important is a high platform capacity?

P: Normally the works are already surveyed so the operator doesn't really need to consider the capacity too much.

B: Very important with more industrial type applications

R: A larger capacity just provides more flexibility on site, especially if additional equipment needs to be lifted up.

How noticeable is it to be driving a 16m long vehicle instead of 15 metres?

P: No difference at all in my opinion

B: No real difference at all

R: No difference really. Having less boom overhang is easier at road junctions.

How often are you required to use the below ground capability?

P: I have only used negative reach twice and that was on a 48m - I have never needed it on a 90m.

B: Never had to.

R: I can't remember the last time I had to use negative reach.

What is the best feature/s on your 90m?

P: Although I mainly operate the Palfinger P900, the Ruthmann wins hands down for features. The fact it can be used as a T750HF and narrowed jacked to 25% on the non-working side gives it great versatility.

B: The control functionality is the best feature on the Bronto in my opinion.

R: Fantastic outreach, fantastic upper boom length, 90m and 75m working envelopes, full cage rotation and a comfy bed in the cab!

What would you say makes your 90m better than the other two?

P: P900 wins this with its emergency lowering systems, easy and simple to use. Rescue plan is the most important thing in my opinion, something a lot of operators in the industry aren't familiar with.

B: The stability and speed of operation. It feels safe and is quick during operation.

R: Its working envelope. It just outperforms everything else.

Which features would you say you use the most on a daily basis?

P: The simplicity of the basket controls, when you're in a tight spot it's good to know easy to use controls inside out

B: The platform capacity

R: The unique functionality of the upper and lower boom

Which feature is used the least?

P: The jib

B: The cage jib

R: Overall... the fly jib

How easy to use are the emergency decent systems on your 90m?

P: Palfinger, wipes the floor with Ruthmann and Bronto. The gravity decent feature is exceptional. You can even slew using this. The computer override is good too, if used correctly, hydraulics are extremely simple to use.

B: It can be a bit fiddly and takes some getting used to. Not the best.

R: I find them fairly simple but the Ruthmann does have very limited

emergency decent controls from the basket, and lack of basket self levelling on your machine makes it a two man job to fully pack away using the hydraulics.

What would you like to see improved on your 90m Platform?

P: It's my favourite 90m platform and I'm happy with the way it is.

B: The 'Home Function' from the platform, the quality of the outrigger pads and should be mounted on a Scania chassis, not a Volvo.

R: The packing and unpacking of the platform should be quicker. The platform doesn't even come with an anemometer as standard!

How different is operating a 90m compared with say a 50 or 70m?

P: Lots, size, weight, operating the controls at such a height. Higher skill levels are required for 90m platforms.

B: Big difference. Less boom manoeuvrability when working at height compared to normal 70m for example.

R: I find my 90m easier to operate but that could be because I have operated the same one for such a long time.

Do you think platform heights will continue to increase?

P: Yes

B: I hope not. I like my 90m

R: Yes

What do you enjoy most about the job?

P: The variety do work and different jobs you can do using the machines. Also enjoy the tricky set ups and when a customer says, "can you get us there?" - Of course I can.

B: Working with big boy's toys. A lot of travelling and I get to see some fantastic scenery in some nice places

R: Working with lots of different people in different places/countries.

What was the most impressive project you have worked on?

P: I really like all the work I go on to be honest

B: Offshore jacket manufacturing in Scotland

R: Wind farms in Texas and Scotland

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Lifting and access for trees

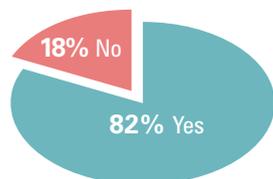
The use of powered access and mobile cranes in the tree care industry has been growing rapidly over the past 10 years or so. This is partly due to demands for safer working practices and partly due to the realisation that they can significantly boost productivity and the quality of work, while also providing greater safety. It is also helping keep the highly experienced, but perhaps ageing, workforce in the tree canopies long after their climbing days are over.

Over the past two months we carried out a survey of those working in the sector, from tree climbers to tree care company owners. It became clear that a key factor in the growing uptake of powered access in the sector was the growth in the number of spider lift manufacturers and the wider product ranges they now offer. As such, we intend to dedicate much of the upcoming spider lift feature in the next issue of C&A to looking at the latest product developments that have been tailored for this industry.

In the meantime it is worth pointing out that while powered access has helped reduce the overall number of accidents in the tree care sector, it still represents one of the largest industries for aerial lift fatalities along with crane overturns. A combination of blatant misuse and abuse, lifting loads with the platform, tree limbs striking the platform, and electrocution through contact with hidden power lines are just some of the risks involved. We will look into this further in next month's issue but for now let's focus on what those working in the tree care market think. Our wide reaching online survey

received responses from all manner of arborists, ranging from the 'groundies' on the floor to the climbers in the trees along with company owners and estate/forestry managers. Their experience levels ranged anywhere from four to 30 years with an average of approximately 14 years' in the industry. Responses came from the UK and other parts of Europe, the USA and Australia, with company sizes running from individual freelance arborists right through to companies with 30 employees or more.

Use of cranes and aerial lifts



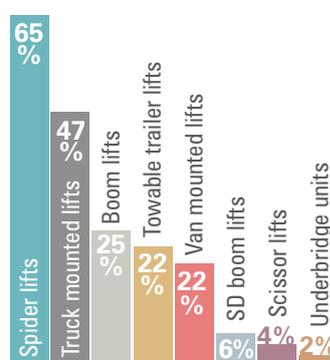
In total 82 percent of respondents said that they already use cranes and access in their work. While the use of cranes and access is definitely growing, the result is unlikely to be truly indicative of the market and more a reflection of converts keen to highlight the benefits in a survey.



Grapple saw attachments on loader cranes and telehandlers are becoming more popular

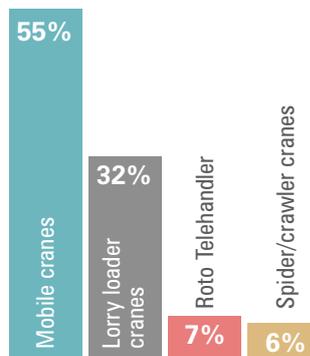


The most used aerial lift types



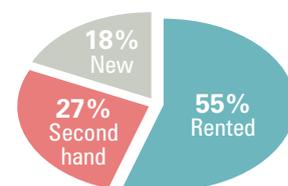
Perhaps unsurprisingly spider lifts are the most widely used lifts, followed closely by truck mounted platforms. The use of boom lifts is worryingly high given that the majority can only be used on flat solid ground. A much better option by far are the semi self-propelled 'SD' boom lifts with outriggers, however this only accounted for six percent of the total. Truth be told it's a niche product with only a couple of suppliers, and for an industry coming into powered access it's probably not well known.

On the lifting side of things



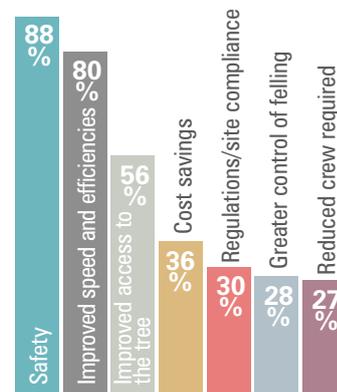
The results look proportional, but perhaps more in depth questions should have been asked relating to the exact size and type of cranes were being used.

Typically equipment used is:



Again, this is fairly reflective of how the buying process in terms of renting first to understand the products before growing rental costs encourages investment in a new or used model.

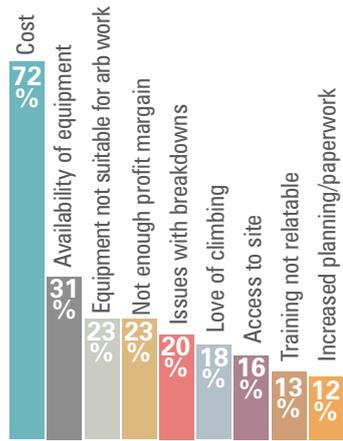
When asked the main reason for using cranes and access the leading results were largely as expected:



Almost every response from those who use cranes and access agreed that safety and improved speed and efficiencies were the key reason behind their use. A third of replies also stated cost savings benefits, which is encouraging given rental costs or the initial outlay for a purchase will likely put many off the idea. There is certainly an ongoing debate within the arb industry as to whether powered access offers any cost savings over the long run compared to conventional methods.

When asked what the biggest detractors were for using cranes

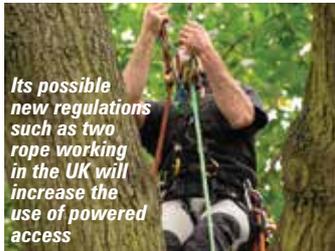
and access an overwhelming factor given was cost:



Every single response from those not using cranes and access stated cost as the key detractor, which was also a factor stated by the majority of those that are using lifting equipment. Availability, suitable equipment and issues with breakdowns were also cited, although a factor we didn't anticipate but which many people commented was access to sites. Had we included this as an option there is every possibility it would have featured more prominently, with many stating it as the only detractor from them using powered access or cranes more often.



SD lifts which should be ideal for arborists are hardly used by the industry

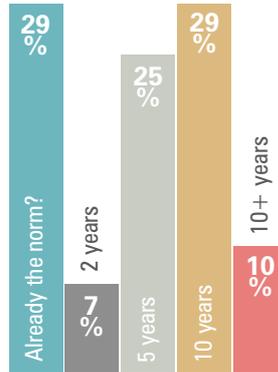


Its possible new regulations such as two rope working in the UK will increase the use of powered access



Truck mounts are particularly useful for roadside applications

How long until lifting equipment becomes the 'norm'



77 percent responded that lifting equipment would one day be considered the 'norm' within the arb industry – although this is likely a result of a similar percentage of respondents being advocates of lifting equipment. Perhaps more interestingly, 30 percent thought it was already mainstream, with a further 30 percent thinking it would be within the next five years. The remaining 40 percent answered that it would be 10 or more years before being adopted.



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Comments from the arb industry

“Crane work can be some of the safest tree work you do, along with MEWP work. The biggest detraction from using them in the UK is lack of access.”

“I’m 59, with leg problems, can’t climb anymore. Using my access platform allows me to continue doing a job I enjoy.”

“HSE push the use of MEWPs in the work at height regulations. However no comparison seems to be made between the thousands of tree climbers that get 10 accidents and the hundreds of lift users that get 10 accidents. They are a tool in the box, good for some jobs but not necessarily safer than climbing.”

“Every major job should have either a crane or EWP immediately considered. Not only is it common sense but like HSE states climbing is only a last resort.”

“I think in the US powered access use already is the norm, with cranes not that far behind”



Misjudging or underestimating the weight of a tree regularly ends in disaster



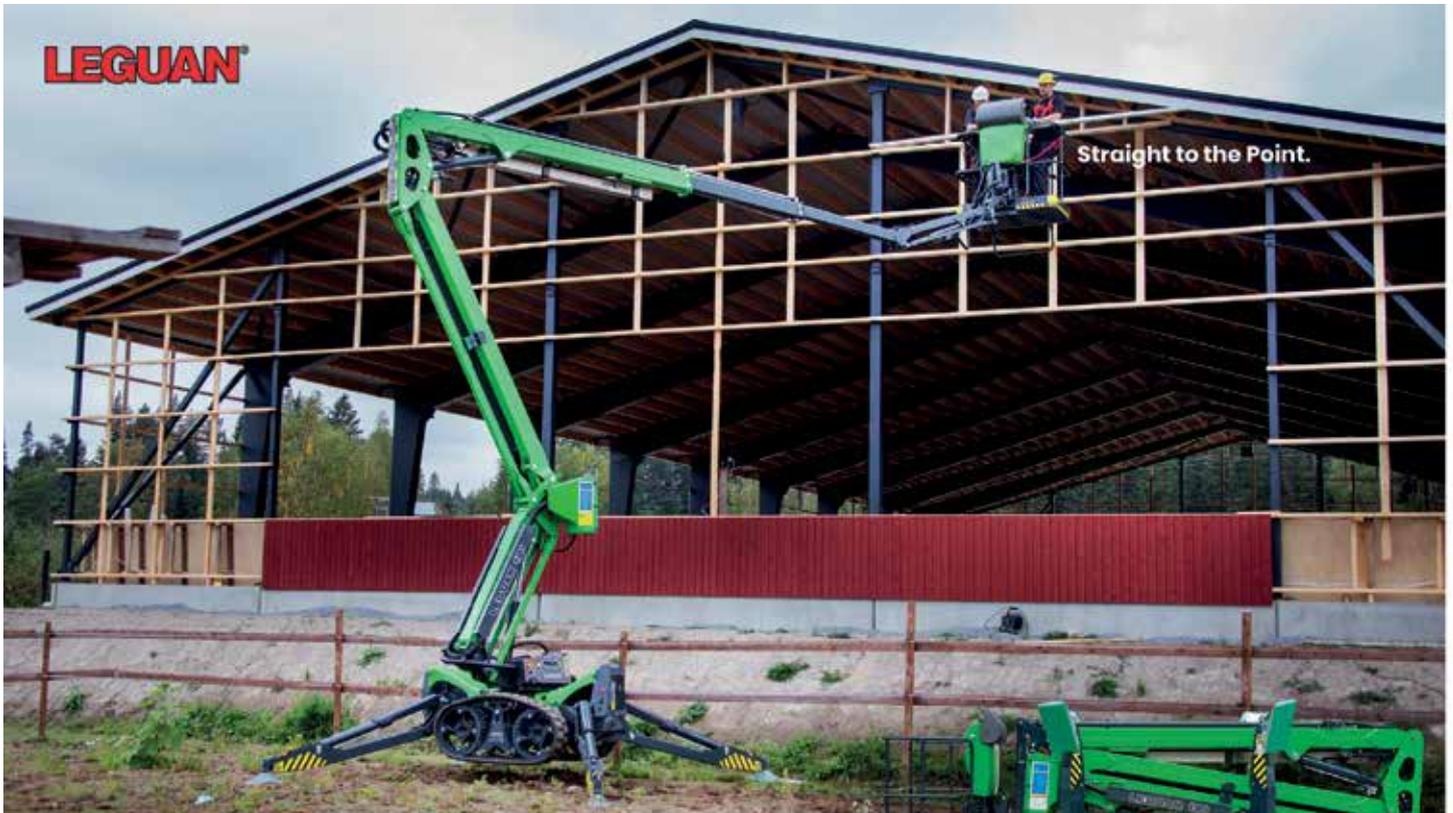
Only 6% responded that they use spider cranes but as their popularity grows that could change

“At the first company I worked for the boss bought a brand new spider lift, it had constant malfunctions and to transport it was a nightmare with lots of windy roads and the spider lift being so top heavy it one day tipped the trailer over. I didn’t like it being used because it was another thing to avoid in the drop zone, and it was used most times where even I would prefer to climb because I was starting to learn how to climb.”

“The use of EWPs (Elevating Work Platform) is quicker and safer if we can access the tree with our EWP we use it. Why climb if you do not have to?”

“We need more time to develop/ understand new methods of working.”

“I am now 53 but the use of powered access for much of my work should allow me to continue tree work into my sixties.”



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"Lifting "equipment is the way forward with many jobs festering while waiting for the correct approach, kit, team to complete. It also places you miles ahead of other contractors stuck in the days of steam and slipped discs."

"In my career it usually came down to: Is the tree behind a fence? Yes: Climb the tree. No: use a bucket."

"Living in a rural area means that there is little money to pay for the work. This is compounded by the hire companies charging exorbitant rates compared to working in the towns and cities."

"In the UK the cost of crane hire is very expensive. This is off putting in the domestic sector as clients are not willing to pay such costs. Thus putting climbers in a very dangerous position, cranes are hired for jobs when trees are too dangerous to climb. I don't know what the solution to this problem is, but I'd like to see it change."

"We need to embrace and explore options. We are not helped by having a niche industry and a very 'clicky' and costly national governing bodies, the Arboricultural Association has so far proved useless in representing us on matters like CSCS cards, twin rope systems and refresher training. Not to mention the ACOP using cranes in tree work, we still adopt and use the US ACOP for best practice & compiling RAMs."

"MEWPs can be safer but definitely add risk in some circumstances, but blanket enforcement would be madness."

"One of my biggest concerns going forward is that there are companies in the UK using equipment like loader cranes, telehandlers and platforms that are simply not fit for purpose, people who claim to check are only checking their tickets or health a safety paper work but not understanding fundamental design of the machine. I understand that companies want to be able to compete in a fair market with each other. But I'm waiting for the day someone turns over one of these machines or kills someone. It will be down to the wrong machine being used in the wrong circumstances by someone who has simply manipulated the customers to believe that they are legit."

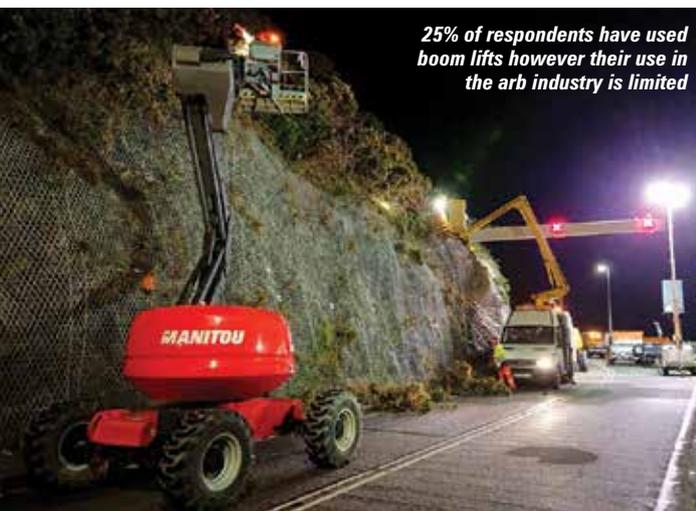
"The only real detracting factor should be zero access, using cost and poor profit margins shows that a price has been put on staff safety and welfare."



Tracked boom lifts, and in some cases tracked scissor lifts, are proving popular with arborists in the Benelux and Germany



Unimog chassis are particularly well suited for extreme off road applications – but at a price!



25% of respondents have used boom lifts however their use in the arb industry is limited

"I think that platforms/cranes are just another tool to be used when appropriate, I don't believe they can entirely replace climbing. When the situation is appropriate the increase in safety and efficiency is fantastic, but they come with a new and different set of dangers."

"I'd love to use cranes and powered access more often, but most workplaces are backyards in the inner city, so "no access" is the main reason. The second is that our company site is way to small (and rents are very high here) for a sufficient vehicle."

"I find when using a EWP the base unit is often in the way of the drop zone."

"Training has to be more geared towards the use of this equipment and equipment needs to be better designed to prevent sawdust build up in basket."

"Lorry mounted and mobile mounted cranes can save huge amounts of labour, but the cost comparison doesn't always add up unfortunately."

"I'd like to see more availability of smaller cranes and spider cranes within the industry in the UK. Most of our work is in rural areas and not suitable for larger cranes."

"I don't see using equipment as a distraction at all. It's using people in the conventional sense that gives me hassle. Using the right equipment even if it costs more than a family house is the way forward."

"Using platforms can bridge the skill gap of climbers for 80% of work."



For a long time Land Rover aerial lifts were a firm favourite within the arb industry

Spread the word spread the load

Every year since 2006 we have focused on the importance of spreading outrigger or wheel point loads by using good quality outrigger mats or tracking and setting outriggers correctly for the work to be done. That first feature came a year after we began reporting crane and aerial lift accidents on Vertikal.net. During that time, it became apparent that the vast majority of incidents resulting in serious injuries or fatalities were related to overturning, mostly due to a failure to spread outrigger loads with proper mats or cribbing, along with poor outrigger set up. Most companies now appreciate the importance of setting up properly, and mat usage is commonplace, but overturns remain a major problem.

A more positive attitude

Today most companies that run cranes or aerial lifts, along with their operators, and the contractors they work for, understand the importance of establishing the ground bearing ability of a site and checking for underground voids before any lifting equipment is allowed to set up. However, there are still plenty of idiots out there who seem to be oblivious to what should be second nature.

Mike Ponsonby has been investigating lifting related accidents since 2007 and has compiled a database of his findings. Even today, outrigger and ground related incidents make up half of all serious accidents (see page 46).

So why is overturning still happening so frequently? Short rigging outriggers on one side and forgetting is a classic cause, with cranes tipping rearwards when the retracted boom is raised.

The introduction of outrigger, counterweight and slew position sensing, complete with lockouts, may eventually eliminate this issue while providing improved versatility and ease of setup.

Failure to check for voids can be costly

The failure to properly check for underground voids remains a major cause of overturns. An experienced operator will tell you that simply looking at the ground and surrounding area can provide valuable clues as to what one can expect, which should lead to asking probing questions regarding what lies below ground. If in any doubt, then the operation should overcompensate with larger mats or low test lifts. Ideally, a full ground survey is the best course of action, especially for larger cranes, but this is not a practical reality for everyday taxi crane work. Thus the importance of an experienced operator with an eye for dodgy ground conditions, who is also



Short rigging outriggers can be disastrous if forgotten

prepared to ask tough questions and not take quick answers as gospel.

As more crane owners and contractors have come to understand the importance of good quality outrigger mats, demand for them has increased and the number of manufacturers and suppliers has grown. The smaller, more popular mat sizes have become something of a commodity, carrying the risk that buyers think they are all the same - they most definitely are not! The fact that there is no clear standard/certification for outrigger mats in most of Europe does not help.

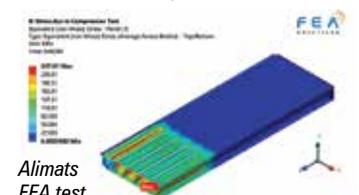
Many leading suppliers have been extending their product ranges with new products and innovations, with a focus on improving performance and making mats lighter and easier to use. Some are also working with end users to find ways to improve the performance of larger, more specialised mats and mat systems, using sophisticated testing and analysis to better understand how mats react under heavy pressure on various surfaces. On the following page, we look at how Finite Element Analysis has helped US manufacturer Dica better understand the spreading performance of mats on harder surfaces, resulting in some very specific recommendations.



Poor outrigger set up affects smaller machines too

Testing to point of destruction

In the UK Brilliant Ideas has also been using Finite Element Analysis to test its Alimats interlocking aluminium mat system. Among the independent tests carried out is a simulated deformation test, involving a 463.94-tonne point load from a 450mm square pad. The test resulted in an internal rib failure in one of the mats, but indicated that fully interlocking mats in a multi mat set up behave like a single monolithic unit, enhancing bi-directional load spread.



Alimats FEA test



This truck crane overturned in Ft Lauderdale, Florida, earlier this month when two of its outriggers dropped into an underground septic tank. The crane operating company said: "The customer advised that there was NO septic tank, thus making it safe to park in the driveway but there was, in fact, a septic tank."



Setting up on hard ground

C&A

outriggers

As more contractors, and the site managers they employ, understand the ground conditions on their sites and grasp the importance of spreading outrigger and extreme tyre point loadings, more thought and planning is being carried out prior to a lift. This in turn is leading to more stringent requirements being placed on crane suppliers or operators. North American based outrigger mat manufacturer Dica discusses the challenges of getting the most out of outrigger mats on hard ground and avoiding peak loads.

Many of our customers are facing ever more stringent requirements for reduced ground bearing pressures. This may be due to greater regulatory attention on equipment setup, or site owners who are more risk averse to unknown ground conditions, or a lack of understanding of how crane mats distribute loads. When working on very hard ground with strict load reduction requirements, using an intermediate layer as a buffer can help get optimum performance out of your outrigger pads or crane mats.

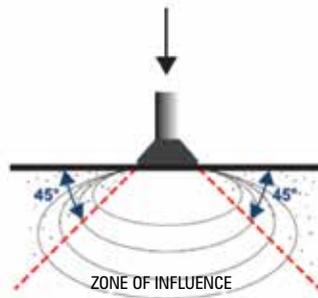
A common misconception regarding the load distribution of crane mats is that outrigger loads are evenly distributed across the entire mat area in all ground conditions, no matter the mat size or loads applied. These assumptions should not be made. To achieve even, equal, and predictable distribution over the area of the mat, an infinitely rigid material would be required. In the world we live and work in, there are

no infinitely rigid materials—not even high strength steel. Therefore, there will always be some level of peak loading, and actual load distribution will be the result of how the load, ground and mats influence each other.

From the ground up

Some movement and compaction of the ground allows pads and mats to deflect. Managed deflection of pads and mats improves overall load distribution because it increases the contact area between the mat and the ground. Even with engineered and properly selected outrigger mats, some deflection is expected.

However, hard ground presents different challenges. As the ground conditions become harder or ground bearing capacities increase, mats become less effective in spreading the load. In very hard ground conditions such as a slab of concrete, load typically distributes at an angle of 45 to 60 degrees through the thickness of the mats. This results in higher peak pressures and higher overall



ground bearing pressures because of the reduced area of distribution. Often the interaction between the ground and mat is not recognised or understood, which results in higher ground bearing pressures than are intended.

Simple solutions

To reduce ground bearing pressure in very hard ground conditions, consider introducing a softer buffer layer that allows for managed pad deflection to occur. The objective is to soften the ground to make the existing pad more effective as opposed to stiffening the pad to overcome the hard ground conditions. Softening the ground is a

counterintuitive approach, however making pads stiffer can significantly increase costs and weight.

Commonly used intermediate buffer materials include sand, or materials with high compaction strength, such as neoprene or rubber.

Regardless of the type and construction of the outrigger mat you are using, any of these intermediate buffers will help with improved load distribution and the achievement of lower ground bearing pressures.

Beyond softening the ground to enhance load distribution, an additional benefit of using an intermediate layer is to fill any inconsistencies or voids between the pad and the ground - think about a surface of brick pavers. Filling these inconsistencies helps to eliminate point loading on small areas of the ground, and it helps protect the ground surface under heavy loads.

Sand as an intermediate layer can be a great solution. However, subject to the loads and objectives,



A buffer material can improve load distribution

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a 50 to 150mm - two to six inch - thick layer of sand may be needed. A downside with using sand is that it is messy.

A cleaner option that Dica recommends is neoprene which is available in different sheet sizes and thicknesses. Using 20mm/0.75 inch in a single layer or multiple layers is a simple and effective solution. Because neoprene is a manufactured product, the material also has defined performance properties that users can count on. These consistent properties produce predictable and measurable results. We recommend using a 60-durometer neoprene for this application, which will squish under



Dica recommends using Neoprene to help spread the load

these high loads but not break down.

The proof

We use Finite Element Analysis (FEA) modelling to project actual results of different set ups. By using this technology for hard ground setups, we are able to demonstrate how significant reductions in peak and overall ground bearing pressures are achieved by adding an intermediate neoprene layer.

Figure 1 and Figure 2 FEA images reflect a quarter symmetry model. The section displayed is the upper left quadrant of a FiberMax Mega Duty Crane Pad. The grey area is the defined ground, and the purple grid pattern is the Mega Duty Pad. The upper left quadrant of the 600x600mm/24x24 inch outrigger mat is located in the lower right corner of each image.

In this case, the outrigger reaction force is 102 tonnes/225,000 lbs

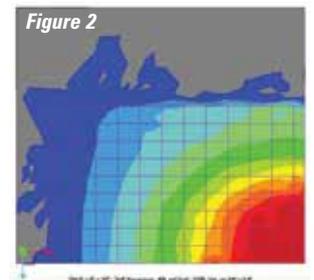
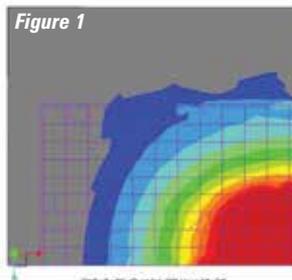
and the ground is solid concrete modelled as having a ground bearing capacity of 40,000psf/275N/sq.millimetre or if you prefer 195 tonnes per square metre, in other words extremely hard - with no expected movement. The colours shown indicate the pad to ground contact and associated, correlated pressures. The results indicate a reduction in the peak pressure of 35 percent and an improvement in overall pad to ground contact of 22 percent.

In Figure 1, the average ground bearing pressure is roughly 7,200psf/39 tonnes per square metre based on a mat to ground contact area of 78 percent of the mat. Figure 2 shows how the improved mat to ground contact - now 100 percent - reduces the



average ground bearing pressure to 5,625psf/26.9 tonnes per square metre which is the objective.

While the specific prescription depends on many factors, Dica has generally found that neoprene mats that are 20 to 40mm - 0.75 to 1.5 inches - thick produce optimal results. At this thickness, the amount of deflection can be managed and the benefits of softening the ground are optimised.



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A legal and cost point of view

Mike Ponsonby's principal expertise is the law. However, he has also been monitoring crane accidents since 2007. Over the years, Ponsonby has created a database of crane incidents and their causes. Shockingly, more than half the accidents logged were caused by poor outrigger practice - often due to the lack of adequate mats or cribbing for the ground conditions.

In recent years, Ponsonby has been presenting his findings at numerous seminars and is increasingly getting 'buy-in' from contractors. He has often been disparaged for his efforts but he's passionate about crane safety and hasn't been put off by internet trolls or naysayers. A recent overturn that he investigated prompted him to submit the following article.

Crane stability is the pre-requisite for a safe lift. In an increasingly litigious society, it is now highly cost-effective to select outriggers and mats to ensure maximum stability first time round, and every time. To look at it another way, it's cost prohibitive to ignore safety or to take a chance.

Outrigger mat sizes are almost infinitely variable, as are ground conditions and the bearing pressure



Mike Ponsonby

it can support. What is a good procedure for calculating the correct mat size for a specific job?

1. Site temporary works engineer must advise the Appointed Person of the maximum-permitted ground bearing pressures for the site and highlight any potential voids so that a lift plan can be drawn up.



Example of poor outrigger set-up, Rotterdam 8th August 2018

Serious crane incident database 2007 – September 2020

Crane type involved	Totals	Mobile	Crawler	Tower	AWP	Other
Totals by Crane type	314	129	118	90	149	
Total fatalities	617	39%	16%	15%	12%	18%
Total serious lifting incidents	802					

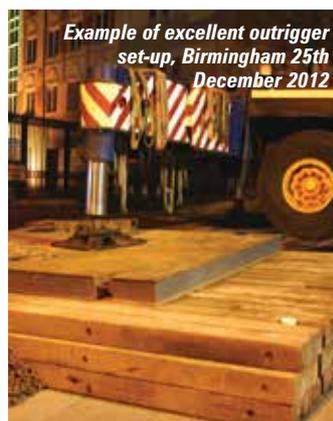


An avoidable incident in New Zealand

2. The lift plan is produced taking into consideration the total loads to be lifted including rigging etc.
3. The lift planner then calculates the boom/jib lengths, radii and counterweight required and the outrigger configurations possible.
4. The maximum outrigger loadings can then be calculated and therefore the mat size required. A good method is to divide the total weight imposed by the crane with and without load at a minimum and maximum radius and divide this by three - rather than four - to build in an additional 25 percent of margin.
5. Once the force imposed on the ground in tonnes per square metre for each outrigger is calculated. The mat size can be selected to meet the maximum ground bearing pressures permitted for the site. The result should always be rounded up to the next whole number to achieve an additional safety margin per mat.

if a lift plan is not sufficiently detailed can be seen in an overturn that happened in New Zealand on Thursday 24 September. The material facts are displayed in the safety bulletin. The crane was rigged with 5.2 tonnes of counterweight, while the load was a mere 150kg. The crane capacity was 1.3 tonnes with a full 50 metre boom at the maximum radius of 30 metres. It is possible that the radius was exceeded but it was the soft ground that caused the overturn.

The contractor told investigators that the crane had been set up on a 'non-approved work platform/base'. The site had a rule that required a permit for all lifts where outriggers were used, which included a ground stability check in advance of setting up. The situation was exacerbated by the size of the outrigger mats used. Had larger mats been selected, the crane may well have maintained stability.



Example of excellent outrigger set-up, Birmingham 25th December 2012



While this procedure ensures a respectable margin of safety, temporary works engineers also tend to build in substantial safety margins, which can lead to ridiculously large mats being specified. However, that's better than underestimating because, in the event of an overturn, the engineer and his employer will have no hesitation ensuring that the crane supplier is in the frame legally and for all direct and contingent costs.

An example of what can happen

This scenario is not at all unusual. I have been monitoring crane accidents since May 2007. In the 13 years since I have recorded 421 such incidents in my database of more than 800 serious crane incidents worldwide that I have personally researched. It's highly cost-effective to train, instruct and supervise all personnel involved in lifting operations because Force, mass and gravity are ever present factors that can never be completely excluded from crane and lifting operations, no matter how routine they might appear.



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- Customer care and protection
- Staff care and protection
- Unique approaches and practices for the "new normal"
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The changing face of rental software



With rental software companies constantly developing new solutions, updates and improvements it could be well worthwhile arranging a review with your current provider or even scoping out the market to see what else is available. We sat down with some of the leading providers from around the world to investigate underutilised features and solutions built into their systems, that companies in our industry all too often fail to take advantage of.

"That's the crux of the business, if you aren't getting the invoices out the door, then there's no point opening the doors at all."

Point of Rental

Earning more for the same

The need to capture and record quotations for incoming enquiries may seem like an unnecessary and time consuming requirement in the moment, but if done correctly you can ensure quoted information is consistent, while providing greater visibility of potential work and minimising duplication.

Every company no matter the size will have some form of quotation/pricing offer process, however a surprising number of rental companies simply provide a rate verbally, or perhaps via an email or word document, while others use a CRM system which may

**FLEET
COST &
CARE**

Fleet Cost & Care links to JJ Curran Crane Company

"It looks really simple, but there's a lot of powerful functionality hidden behind the scenes." vWork

not be integrated with the rental management software. The challenge with doing this is that quotes can be inconsistent and inaccessible if that salesperson or document is not available to everyone.

It could also result in key items which are essential to the hire being missed and nearly always leads to a duplicated workload at several points if that quote converts into an order. From a reporting side, senior management will struggle to get an accurate view of the sales pipeline which can affect forecasting and key financial decisions made by the company.

To see how one rental software company has tackled this we caught up with Jack Curran, director of North American sales and Linda Jennings, director of global sales to discuss the quotation element of their software, helping customers work more uniformly and invoice faster. Based in Detroit, Michigan,

Fleet Cost & Care software is used throughout North America, the Caribbean, Africa, Australia, and New Zealand.

If the Curran name sounds familiar, it is no surprise as its crane rental division, JJ Curran Crane Company has been a major player in the crane rental market for more than 70 years, providing the software business with wealth of hands on experience. It claims that its software is used by 40 percent of the leading crane rental companies in the USA.

Curran said: "Sometimes billable items get lost as job information flows from sales to dispatch, and then to the back office for billing. People don't necessarily know what's getting lost, but we have customers that after using the system bring in more revenue. It is not that they are actually busier or bringing in more jobs, it is just the fact that no one was actually invoicing for certain items, for example permits. Now that they have introduced the quoting element, these items are included, and they are seeing a difference of tens of thousands of dollars a month."

"They may have a powerful CRM system in place already but if it isn't integrated with their dispatch and billing processes then it typically requires someone else to re-enter all that information again when it becomes an order or possibly more times if they are entering a ticket for their account programme too. This is where it can become inefficient but there's a major chance that something doesn't get caught."

Fleet Cost & Care break the quoting element of the software into two options called NextGen and Atom. NextGen is a desktop version which

"Sometimes things get lost, and people don't necessarily know what's getting lost" Fleet Cost & Care

can use auto configuration, shortcut and copy tools throughout the quote, raising processes to make the whole thing as easy as possible and ensure the sales team can concentrate on selling rather than data entry. It allows users to easily capture all the relevant information at the time of quoting and provides an easy to use dashboard to review any open quotes to chase or convert into an order, enabling faster invoicing.



Atom is a mobile application designed for the sales team on the go. It allows users to view, create, manage and convert a quote into a contract or job and is designed to be intuitive with the hyperlinked quick views and search options.

Jennings concluded: "When we first developed Atom, our mobile app, you would think we had three heads when we explained it to customers. They were certain their sales staff would never use it. Seven years later there are thousands of daily users. We built it to be intuitive so those operators were fine - if they can use an ATM to get money out of a wall or operate a smartphone, they can absolutely use this."



Managing equipment and people

In the past rental software has typically focused on the machines and the equipment within the system. It is usually the first element of the software to be set up and is the most comprehensive part of the package, seeing as the contract, jobs and most importantly invoices revolve around the fleet. However there is a growing demand in the industry to incorporate a human resource element covering operated machinery, providing the ability to assign crane or platform operators to a contract or job.

With more than 20 years' experience, initially in the UK, rental software company inspHire now supports rental companies all over the world with additional locations in USA, Netherlands and Australia. We sat down with managing director Martin Bestwick and business development manager Dane Evans, to go through its built-in operator scheduler functionality. This function was recently developed to ensure that the correct staff are assigned to operated contracts as well as removing the need for a paper based process of operator timesheet authorisation. When asked to summarise the benefits this might deliver, Bestwick said: "Firstly it has been designed to enable our customers greater visibility and utilisation of their operators. They can be confident in the competency element, that the people and the machines they send to site are adequately certified by simply using the scheduler in the planning of the jobs."

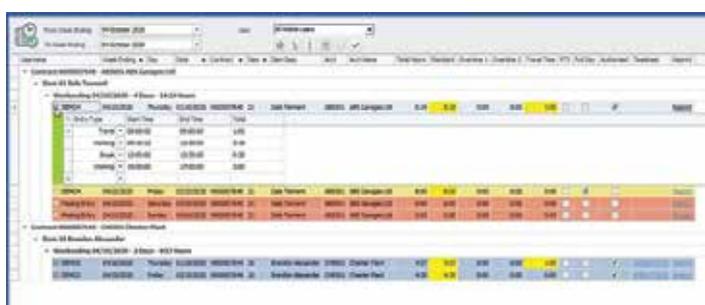


"With the current market conditions with Covid-19, it also provides a fully electronic process flow from allocation and managing operator availability through to the operator submitting their working hours, in turn reducing any physical contact and materials handed over on site."

"Allowing greater visibility & utilisation"

The operator functionality can be broken down into three key stages: dispatch, operator completion and timesheet authorisation.

At any point when an operator is required on a contract, it will pre-populate within the resource booking screen, presenting dispatch staff with an easy to navigate screen to view, plan and allocate operators or sub-contractors. The



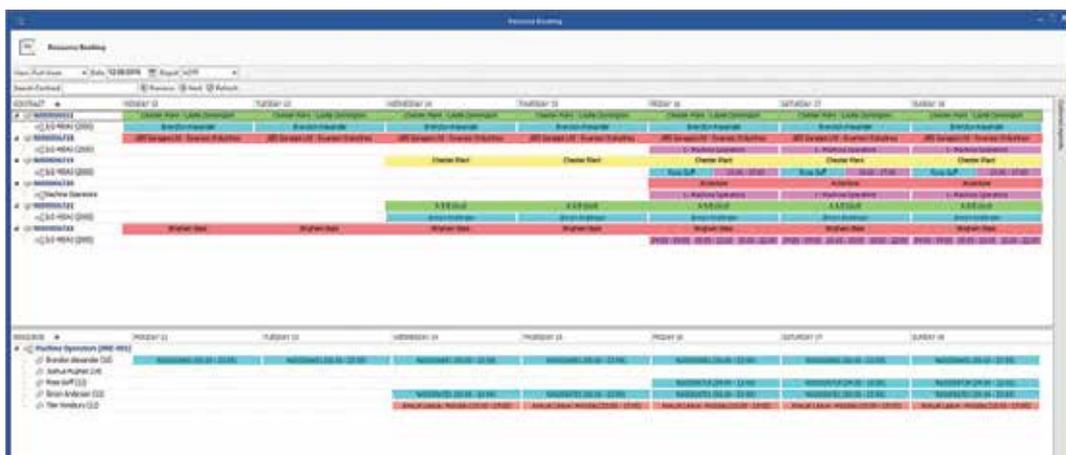
Fed in from the operators electronically and bringing them into one centralised screen for the back office to review.

system automatically carries out a compliance and certification check, highlighting any operators that do not hold the correct certification for the particular piece of equipment, or any that have allowed their certification to lapse, removing the need for hire desks to make ad-hoc judgement calls or lose time sourcing this information manually. Once allocated, the job automatically feeds into the inspHire mobile application under timesheets. This is where the operators have the ability to receive and view their schedule as a calendar or list view. They will be prompted by the app to perform any safety checks that

are in line with existing company procedure, ensuring their safety before starting work. Once they start the job it allows them to submit their travel, working and break hours electronically to be reviewed and signed off onsite if required.

As soon as the hours are submitted in real time by the mobile operator, it will create a timesheet back on the desktop version, automatically converting any additional hours into overtime and attributing the correct rate types, depending on the operator completing the work. Once authorised, the system automatically submits the hours through to billing to be picked up in the invoice run to the customer.

This function will have the greatest benefit to those companies looking to maximise both machine and operator utilisation, allowing dispatchers to make quicker and better decisions. It also eliminates outdated paper timesheets which often arrive back in the office having gone through a week on site - if at all! It not only gives those in the office real time information, but also allows for earlier invoicing, while reducing the amount of paper produced.



The tiles will pre-populate when a contract requires an operator.

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Working on the workshop

As a rental company its critical to make sure equipment is maintained to a high standard, including arranging scheduled services to be carried out on time, repaired if damaged or broken, and inspected - all as quickly and efficiently as possible to get equipment back in the yard and rental ready. It is also important to keep records that the work has been carried out as well as track and attribute costs and be able to analyse the information. This is where a workshop module in your software may help a great deal more than you think.

We caught up with Point of Rental's Dan McKenna to learn more about its system. Having previously worked as a hire desk supervisor for 10 years before joining Point of Rental in 2005, McKenna was eager to go through the workshop module.

"In the last recession we saw a large number of our customers coming to us, having reached the full potential of what they could do with the on-hire, off-hires and invoicing etc... and wanting to see what else they could be doing, and top of the list was organising the workshop functions, and we are seeing a repeat of that now."

Previously a paper heavy process, any workshop jobs can now be raised digitally within the main system, automatically populating the scheduling screen as well as any reminders for any of those routine frequency based services which may be required. After checking relevant competency, these can then be assigned to the specific engineers via a mobile app.

McKenna adds: "What happens with that piece of paper, it could fall out the cab and that information is lost all together, dropped in a puddle, then no one can read it.



Point of Rental's workshop app

The engineer might be out most of the week, so it is not real time, and someone is still going to have to transcribe that back into the system."

"We develop areas of the software based on customer demand"

The mobile app can be used to view, manage and complete jobs while providing engineers with information on the machine as well as any risk



Previously a heavy paper based process, the mobile app can be used to view, manage and complete jobs

assessments and overdue services that may be required. The engineer can add details of any parts used, capture pictures and signatures or reschedule the job if not completed. All the while it is updating in real life in the scheduler and job ticket, where the information is collected and stored automatically. The time that was previously needed to collect all the paper job tickets can now be spent ensuring that any invoices are raised and charged back for customer damage, complete with signature, picture

and GPS tracking for accountability. You can also start to see exactly what that machine is costing you and make wider business decisions using the analysis codes.

"Customers can report on job analysis, how many breakdowns they may have on the first day of hire. The company now had the specific visibility of what is causing a machine to fail, or if more employee training is required or if the customer is simply not using it correctly."

Alerted to vWork

Communication within businesses is key. Without it misinterpreted messages can result in errors, frustration, and on rare occasions, an accident. vWork's communication tools use automated notifications to inform both staff members and customers of any updates or changes.

vWork chief technical officer, Steve Taylor, explains: "Think of it like your pizza tracker, it sends the customer an alert at different stages, they can click on it and see the driver, driving towards them, so they know how far away their machines are."

Customers can be alerted to confirm appointments, reminders or to inform them of any changes or delays. Rental companies can also benefit from this tool by being alerted directly of any job specification changes as well as the ability to post questions to anyone within the business.

These alerts can be in the form of email, pop-up notification or SMS text, with company branding, customisable body and can even be set to attach reports to alert emails allowing those alerted to start preparing if necessary.

To hire or to rent?



The ability to create powerful documents

When it comes to rental software there are usually two main options: out the box or custom built, naturally both come with benefits and downfalls. If it is likely that the majority of your business practices are standard and in line with the wider industry, then 'out of the box' will be a cheaper and easier option to implement. Custom solutions can be tailored to your company and operations however this often comes at a cost.



As a true cloud-based software, written on an API, UK based HireHop says it can offer customers a high level of customisation and flexibility from an 'out of the box' system with the ability to change the software's pre-existing terminology with your own.

For example, if you prefer to raise an 'estimate' instead of a 'quote', it is not a problem with HireHop's software, as technical director, Justin Levene, explains: "Customise the language for each user and change any text or phrase in HireHop to your own preference. If you don't like words or phrases we use, not a problem, you have the power to change them."

It also has a powerful customisation tool which allows companies to design and update their paperwork with pre-set templated options and customise these to include background imagery, edit fields, text items, terms and conditions and even images relevant to the hire.

"Powerful customisation throughout the system"

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Safety in software accident reporting

The number one concern for many companies is the health and safety of employees - whether office based or those working in workshops or in the field. We spoke with New Zealand's cloud-based job scheduling software company vWork, to see how it is helping rental companies incorporate health and safety processes from pre-start checks to complex onsite checks.

Steve Taylor, vWork chief technical officer, said: "Our software is scalable if you have a project over several days that requires three or four assets, deliveries of counterweights, traffic control and rigging crew/staff or just a single crane operator with a loader crane, who may just require a simplified version, you can build the system to support that."

Health and safety elements of the company's software allows users to create customised templates for accidents, near misses and equipment checks for the company's current processes. Hazard templates can also be pre-defined by the team in the office or by the sales team, when a site inspection has already been completed. Similar to other systems we have reviewed in this article,



the workflow has been designed to check the competency of mobile workers before assigning their workload, for example allocating an operator to a crane to carry out a lift. Part of this process involves the operator's acknowledging and documenting known risks or recording new risks prior to starting a job.

Taylor added: "On arrival to the site, the worker is required to complete a hazard review step, which will not allow them to proceed until they have gone through it and agreed that it's safe to do so."

As evident in our current state, life does not always go to plan and pre-defined list will not always suffice. vWork has overcome this by allowing users to add hazards that may not have been included in the original briefing. Other examples of relevant checks a mobile user might go through include rigging sketches, communication plans (hand signals/radio relay), counterweight checks and rigging. The final stage is the declaration that all items have been checked and it is safe to proceed



with a signature collection from the relevant persons.

vWork has a comprehensive alert system whereby as soon as a mobile worker logs a safety breach, automatic alerts can be sent to anyone nominated person according to the level of severity (see: *Alerted to vWork on page 52*).

All accidents and incidents can then be reported for your own business safety analysis or legislative requirement or for real time snapshots on the dashboard views in easy to digest widgets. Taylor concludes: "With the combination of the different triggers and filters, plus the ability to enter customisable recipients and content means that we see our customers using this element of the system to solve all kinds of operational problems."

Conclusion

A key element that shone through whilst speaking with the various providers is that they do listen to their customers and are interested in what they want to do with their businesses. And it is definitely possible for customers to drive change, it is after all an increasingly competitive market, and changing supplier is not as tough as it once was.

As one software company said: "We develop areas of the software based on customer demand, for example the requirement to allow for pre and off hire inspection or stock holding depot options for our powered access customers" while another simply added "We are involving and enhancing as times goes on".

Speak to your provider, you are more than likely to find that the functionality and features that you want or would like are already be in there.



A large orange and yellow JLG boom lift is extended high into the branches of a large tree. The lift's platform is positioned near the top of the tree. In the background, a two-story white house with solar panels on the roof is visible. Several people are standing in the yard in front of the house, some appearing to be engaged in a conversation. The scene is set in a residential neighborhood with other trees and a clear sky.

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Enhanced slingers course

UK's Select Plant Hire has developed an enhanced slinger training programme to build on the standard CPCS A40 Slinger Signaller course. The two day course is aimed at providing further slinger/signaller training to reflect modern lifting applications which are increasingly heavier and more complex.

The first day consists of classroom based training providing comprehensive details on the responsibilities and safety risks, and includes the use of virtual reality training to help recreate scenarios and provide delegates with a greater appreciation of lifts from the perspective of the tower crane operator.

On the second day delegates guide a wide range of precast objects of differing sizes and shapes in order to better replicate lifts such as unitised cladding systems, rebar cages, machinery as well as undertaking 'topping and tailing' lifts. It also includes a number of challenging blind lift scenarios that involve slingers guiding loads into position in shafts and around corners.

Select Plant Hire's operation leader Mark Herlihy said: "We recently reviewed a number of lifting incidents and saw many were a result of slinger/signaller training gaps. A major factor behind this is that the complexity of lifting has changed significantly since the original slinger signaller course was developed and that many are having to learn on the job. That's why we decided to develop a more enhanced slinger signaller training, building on the basic training by replicating more realistic lifts that take place on today's site."

Accredited by NOCN and CPCS, candidates that successfully complete the course receive an enhanced slinger signaller training certification by NOCN on their CPCS cards. The course is available at the company's dedicated training centre in St. Neots as well as a number of sites throughout the UK.



Select's enhanced slinger/signaller course includes VR sessions



Fatal scaffold tower fall costs £30k

Wembley Scaffolding Services and director Sean Chapple have been fined a total of £8,860 plus costs of £19,940 for a fatal scaffold incident in London in February 2017. Chapple also received a 12 week prison sentence which has been suspended for one year.

Two employees were dismantling the scaffold when it collapsed, causing one of them, David Smith, 38, to fall five metres onto the pavement below, sustaining head injuries leading to his death a few days later. An investigation found that Chapple failed to carry out a suitable risk assessment, plan the work or provide a design for its erection and dismantling and was unaware of the correct way to do so.

HSE inspector Saif Deen said: "This tragic incident led to the avoidable death of a young man. The case highlights the importance of following industry guidance in order to design and erect scaffolding in a safe manner, to prevent risk to workers using the scaffold. The death could have been prevented had the employer acted to identify and manage the risks involved, and to put a safe system of work in place."



London scaffold tower collapse



Students at the Lukhovitsy Technical School

Wolffkran teams up with Russian college

Wolffkran's Russian fabrication plant has formed a partnership with the Lukhovitsy Technical School to train young adults in the region as certified welders.

\$80,000 fines for fall

Canadian general contractor G.E Macneill and subcontractor Seymour DesRoches Construction have each been fined \$40,000 after a man fell from a scaffold tower in 2019 leaving him paralysed. The site supervisor was also fined \$2,000 for his involvement in the incident.

Ryan Mahar, 32, a Seymour DesRoches employee of three months, was helping install roof trusses on a new potato warehouse in Elmsdale, Prince Edward Island, from the top of a six metre unguarded rolling scaffold tower. A truss was being lifted by a crane when the tag line broke, allowing it to swing free and strike Mahar from behind, causing him to fall to the concrete floor below, fracturing his skull.

An investigation by Occupational Health and Safety inspectors found that Seymour failed to provide formal safety orientation for new employees, provide a fall protection plan or safe work procedure. Work had been stopped on a company site a few months earlier for the same reason. \$70,000 of the fine will go to the Workers Compensation Board to provide fall prevention training.

Who trained them then?

Spotted in Spa Belgium, a mini excavator dismantling an old chimney from a flatbed skip suspended from a truck crane at the old Henrijean laboratory.





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IPAF upgrades accident reporting portal

IPAF has relaunched its worldwide accident reporting portal as part of a drive to gather global accident data and improve safety in powered access. The association hosted a virtual seminar to launch the update, which makes it easier to report accident or near miss information.

Chief executive Peter Douglas introduced an overview of the project, which he had helped to initiate while serving as a member of the IPAF UK Country Council in 2012, explaining why every IPAF member should be actively engaged in this life saving intelligence gathering. He added: "Since taking up post as CEO, it has been a key objective of mine to lend renewed impetus to the IPAF global incident reporting project. I am pleased that increasing numbers of members around the world see the benefits of feeding into this. I am confident that the new portal's layout and added functionality will only increase take up."

IPAF's new head of safety & technical Brian Parker outlined how the information can help, citing the example of how the data showed delivery driver incidents almost always involved the loading or unloading process, which led to development of the association's Load/Unload Training course which is due to be updated in 2021.



Simulator use for IPAF PAL+ assessments



The use of virtual reality (VR) simulators as part of the assessment process with advanced operator training courses has been approved by the IPAF Council. Approved training centres delivering the PAL+ advanced operator course now

have the option of assessing candidates in a virtual environment as an alternative to the standard assessment using real work platforms and a special structure to operate around.

IPAF PAL+ is only open to existing valid Powered Access Licence (PAL) Card holders and demonstrates a higher level of proficiency and dexterity in carrying out the complex manoeuvres, often required for advanced construction, and plant maintenance applications etc...

Serious Labs developed the VR simulator and software platform with input from IPAF training providers, and the IPAF Training Committee is now "fully satisfied that the simulated test is a fair and exact representation of an assessment using real machines under the watchful eye of a human instructor."

IPAF training manager Paul Roddis said: "Our trials showed that VR simulators are well suited for testing control, observation and decision making required for conducting various advanced level operations and working intensively with the precision required for some critical applications."

Peter Douglas added: "IPAF is keen to collaborate with any company developing VR simulators to see how IPAF's training may be adapted to work on their platform and how the technology can be used to enhance work platform safety awareness training and familiarisation worldwide."



IPAF 2020 rental market reports

IPAF has announced its 2020 global powered access rental market reports, which covers global aerial work platform market data since 2008, with a particular focus on 2019, gauging business sentiment and confidence from operators concerning the impacts of Covid-19. The 2020 IPAF global powered access rental market reports are available to order now at www.ipaf.org/reports, with a discount available to IPAF members. An online presentation is also available to view online via the www.ipaf.org/resources page.

IPAF Summit to go digital



The IPAF Summit & IAPAs scheduled to be held in London, UK, on 18th March next year will now be a digital event. The decision to host the event online was made due to ongoing uncertainty surrounding measures to slow the resurgence of the virus over the winter period.

Peter Douglas said: "While we hope the pandemic is under control by March, continuing international travel restrictions, as well as local regulations in the UK concerning the number of people allowed to gather indoors, mean those hoping to attend in person cannot plan with the degree of certainty required with just months to go until the event is due to be held."

IPAF calls on UK to maintain red diesel tax rebate

IPAF has joined calls for UK chancellor Rishi Sunak to postpone plans to end tax relief on red diesel for construction equipment by 2022. Concerns raised include the increased cost and regulatory burden linked to withdrawing the rebate. Extended exemptions for some applications, such as agriculture, could also mean confusion for rental companies and their customers, and would be very difficult to administer and enforce. IPAF also voiced concerns that the black market in white diesel could be worth more than £100 million a year if the rebate is ended too soon.

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ALLMI meetings go online

ALLMI has announced the dates of its 2020 membership meetings, which will take place online. The meeting for manufacturers, service companies and ancillary equipment suppliers will be held on 12th November, with an Operators' Forum (fleet owner) meeting on the 18th November.

ALLMI chief executive Tom Wakefield said: "We are delighted to be engaging with members using the online format. The meetings will provide an excellent platform upon which to update members concerning a wide range of topical issues affecting the lorry loader industry, as well as numerous projects and activities being undertaken by ALLMI throughout 2020. Further engagement will be possible via a Q & A session."



Revised Slinger/Signaller course taking shape

Following record levels of uptake in 2019, demand for ALLMI's Slinger/Signaller course has continued to be stronger this year. ALLMI has long advocated the importance of Slinger/Signaller training, raising awareness of the problems that can occur when it is neglected.

The association continues to drive this important message, educating those that believe a lorry loader operator course will provide staff with a sufficient level of skill and understanding to act as a slinger – this is not the case, specific training should be undertaken in order to be proficient in this area, it is also a requirement under the Health & Safety at Work Act, PUWER and BS7121 Part 4.

ALLMI training officer, Jon Kenyon said: "The use of inadequately trained slingers can be a major cause of accidents, as well as damaged equipment, and having properly trained personnel in this role can prevent these issues, creating a safer and more efficient working environment. The course supplies the rigorous training necessary to achieve these benefits and has played a crucial role in raising the standard of Slinger/Signaller practices. In spite of the course's popularity, our approach is to continually evolve and improve what we do. To this end we have been working on a revision to the programme and are now in the final stages of completing the draft material, after which further industry consultation will be held and trial courses undertaken."

To book a course, contact an ALLMI training provider:
www.allmi.com/trainingproviders



A presentation slide from ALLMI's updated Slinger/Signaller course.

Demand for online manager training

With a new online format available (Appointed Person and Thorough Examiner only), ALLMI has seen increased demand for its manager courses, as companies look to bolster their compliance with the requirements of PUWER 9.2:

PUWER 9.2

"Every employer shall ensure that any of his employees who supervises or manages the use of work equipment has received adequate training for purposes of health and safety, including training in the methods which may be adopted when using the work equipment, any risks which such use may entail and precautions to be taken."

One such company is Hill & Smith, trading as Hardstaff Barriers, which recently put a team of senior staff through the ALLMI AP Manager course. General manager SHEQ, Nick Wills said: "Safety and standards are paramount for Hill & Smith, they are part of our culture and are entrenched in everything we do. It was, therefore, a logical move for us to adopt ALLMI's manager courses, as this type of training plays an important role in our ongoing review of good practice, allowing the company's management to continually develop greater empathy of the challenges faced by front-line staff."

ALLMI technical manager, Keith Silvester added: "The one day manager courses are abbreviated, attendance based (i.e. no assessments) versions of our standard training programmes, covering all of the same topics and, in some cases, also including a practical element. As well as assisting a company's compliance with the requirements of PUWER 9.2, the courses provide managers with an improved understanding of the technical, legislative and operational issues for which they are responsible, and the knock-on effect of this is that standards are then raised throughout the business."

"Due to the solely classroom based nature of the Appointed Person and Thorough Examiner versions, these two manager courses are currently available online. This format has proved to be extremely popular this year, as it obviously enables social distancing and eliminates travel costs, whilst not detracting from the quality or benefits of the training."

ALLMI provides the following courses for managers:

- Lorry Loader Operator
- Appointed Person
- Slinger / Signaller
- Thorough Examiner
- Crane Supervisor



ALLMI manager courses assist compliance with PUWER 9.2



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

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Unemployed get a Hand Up from PASMA members

Training centres are offering free places on selected PASMA courses to help upskill job seekers and improve their chances of finding employment. Anyone who is unemployed and claiming Universal Credit or Job Seekers' Allowance can apply for a free place on the following PASMA training courses, subject to availability:

- Towers for Users
- Low Level Access
- Combined Low Level Access and Towers for Users
- Work at Height (Novice)

For every delegate who takes up this offer, PASMA will donate £1 to the No Falls Foundation.

The offer is open until the end of 2020. For more details and a list of participating training centres, visit pasma.co.uk/handup.



Using towers in bad weather

The changing seasons inevitably bring more rain, more wind and eventually, frost and snow. Stay safe on scaffold towers by following these tips:

- Do not work on towers during snowy or frosty weather or in heavy rain because you could slip and fall.
- If the average wind speed reaches 17mph, stop work and dismantle the tower. Use a handheld anemometer to monitor the wind speed while you are working.
- Be cautious – wind speed can increase significantly in certain locations, such as between high buildings or at the top of a hill.
- During risk assessments, check the weather forecast to make sure conditions are expected to be suitable for the work that you will be doing.
- Check the instruction manual for guidance. Remember you must follow the manual when you build the tower and have it on site – it is a legal requirement.
- When working near overhead electrical cables, rain is an added complication. Whatever the weather, consult the appropriate national guidance on working safely near electricity and your local power company for advice on safe distances. Always be aware of the flash factor (arcing), but especially in wet conditions.
- After wind, rain, snow or frost, re-inspect your tower and the ground conditions. Ensure the stability and structural integrity of the tower have not been affected before re-starting work.

A new name for Tower Riggers...

PASMA is relaunching its training scheme for complex aluminium access towers, and with it comes a new name for those who complete the challenging programme – they will be known as Access Tower Specialists.

More on this in the next issue, until then visit pasma.co.uk/ats



Steve Booker

Ray Cooke joins No Falls Foundation

Following his retirement from a 35-year career with the Health & Safety Executive (HSE), Ray Cooke has joined the No Falls Foundation as its first health & safety advisor. He will initially focus on securing support for the implementation of the recommendations of the 2019 inquiry report of the All Party Parliamentary Group on Working at Height.



Ray Cooke

Tower standards - what's changing next year?

An easy way to tell if the tower you are planning to rent or buy includes all the necessary safety features is simply to check it is certified to the relevant design standard. If it's a mobile access tower - a straight up and down, single bay structure with four legs and wheels - it must comply with BS/ EN 1004. If it's another configuration tower, such as a cantilever tower, then it's BS 1139-6.

BS/ EN 1004 is being updated soon, so this is a great time to specify its use in your organisation. Here is what you can expect to see in the new standard:

1. Low-level towers brought into scope

Towers with a working platform below 2.5 metres will fall within the scope of BS/ EN 1004 for the first time, as the new standard covers towers from the ground up.

2. Mobile access towers will be even safer

New measures to make towers safer for their users include:

- Shorter distance between platform levels (2.25 metres - down from 4.2 metres)
- Shorter distance from the ground to first platform (maximum 3.4 metres, down from 4.6 metres)
- Measures to prevent castors falling out
- Platforms must be secured at both ends so they will not uplift in wind
- New guidance for designers and manufacturers on wind and gust loads

3. Expect product innovation

Manufacturers will have more freedom to develop products that better meet users' needs, thanks to two changes:

- For towers with a working platform below two metres it will be possible for manufacturers to develop products that allow access from outside the tower – if strict rules on stability are followed
- There will be scope for new developments in Advance Guard Rail (AGR) systems, thanks to new geometry for side protection included in the revised standard.

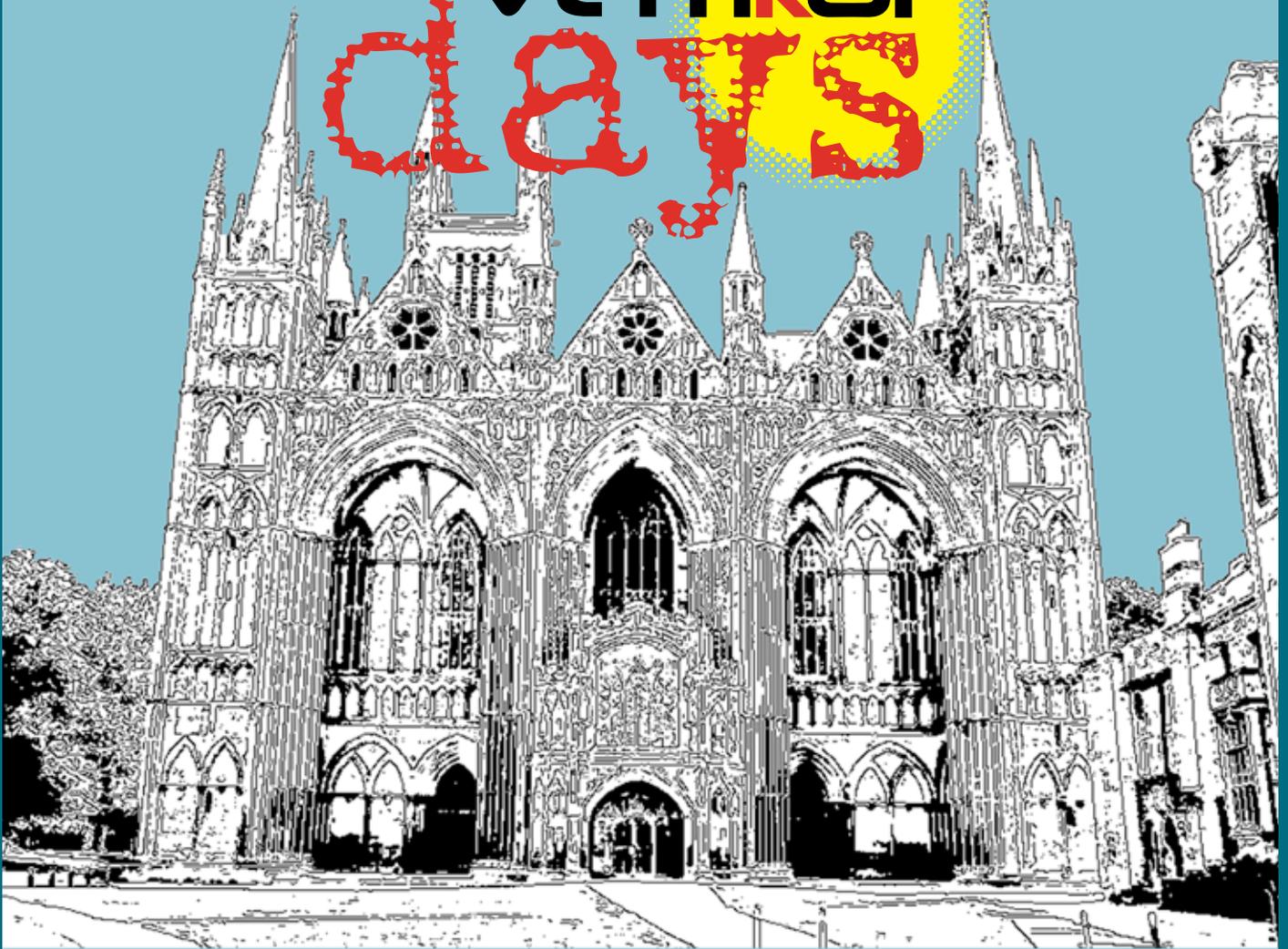


Professional Access to Clients and Manufacturers Association

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 and www.nofallsfoundation.org

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CAA delays CAP 1096 implementation

As reported in the July issue of C&A, the UK's Civil Aviation Authority (CAA) has released a revision to its publication 'CAP 1096 - Guidance to Crane Operators on Aviation Lighting and Notification', which was due to take effect on October 1st. The changes including a requirement to notify the CAA via a dedicated email address in advance of a planned lifting operation if the highest part of a crane will exceed 10 metres OR the surrounding structures or trees and irrespective of the location in the UK. The revision also includes amended recommendations for lighting and marking of cranes to 'aid conspicuousness'.

The CPA, ALLMI and others made representations to the CAA outlining the impact the proposals would have and the CAA has now delayed implementation until May 31st, 2021, with trials of the new guidance to be conducted in the meantime.



Updated Technical Information Notice - Tower crane bases, grillages & ties

The CPA's Tower Crane Interest Group has updated Technical Information Notice - 031 on tower crane base design, construction and inspection. The main additions centre on temporary works requirements and the temporary works designer, checker and supervisor, as well as appointed persons. The guidance has increased from six to 23 pages and places a greater emphasis on the planning and implementation of temporary works design, and includes additional templates relating to foundation inspections, permits, approvals and sign-off certification.

The updated TIN can be downloaded free of charge from www.cpa.uk.net/tower-crane-interest-group-tcig-publications

Stars of the Future 2020

More than 70 nominations were received for this year's CPA Stars of the Future 2020 apprentice awards, which were announced online for the first time, due to the ongoing pandemic.

Adam Rees of Machinery Movements and Crane Hire won the **National Plant Mechanic of the Year (Level 2) award**, While the **Lifting Technician of the Year** award went to **Luke Reddish** of Wolffkran.

CPA Stars of the Future Winners 2020

Plant Mechanic of the Year Winners (Level 2)

- Brandon Welham, BJW Cranes (Askham Bryan College)
- Adam Rees, Machinery Movements and Crane Hire (Bridgend College)
- Connah Craw, Griffiths Hire Shops (Myerscough College)
- James Benton, PSR Genie (NSCG Stafford College)
- Jack Barker, Selwood Plant Hire (National Construction College East)
- Scott Laurenson, EMN Plant (National Construction College Scotland)
- Alisha Giles, GAP group (Reaseheath College)
- Billy Mitchell, ALC (Wiltshire College)
- Jack Chubb, Phoenix Plant (Bridgend College) - Highly Commended
- Corey Robinson, Watson & Hillhouse (National Construction College East) - Highly Commended
- Joshua Foord, Sunbelt Rentals (Reaseheath College) - Highly Commended
- Harry Cook, Balfour Beatty (Wiltshire College) - Highly Commended

Employer Nominated Plant Mechanic of the Year (Level 2)

Charlie Pablos, L Lynch Plant Hire (Citrus Training)

College Awards - Plant Technician of the Year Winners (Level 3)

- Lea Poole, Lifterz (Askham Bryan College)
- Ryan Powles, Fitzgerald Plant Services (Bridgend College)
- Ross McLeod, Marubeni-Komatsu (Glasgow Kelvin College)
- Matthew Gregory, William Hare (Myerscough College)
- Rhys Nigel John, Marubeni-Komatsu (NSCG Stafford College)
- Jack Linley, Balfour Beatty Plant & Fleet Services (National Construction College East)
- Lorne Sinclair, PMG Services (National Construction College Scotland)
- Sam Jones, Ridgway Rentals (Reaseheath College)
- Rhys Bridgeman, Clive Barford (CBL) (Wiltshire College)
- Joe Adcock, Cementation Skanska (Askham Bryan College) - Highly Commended

Stephen Geehan, Keller Ground Engineering (National Construction College East) - Highly Commended

Employer Nominated Plant Technician of the Year (Level 3)

Mitchell Chuter, L Lynch Plant Hire (National Construction College East)

National Plant Mechanic of the Year (Level 2)

Adam Rees, Machinery Movements and Crane Hire (Bridgend College) - Winner

Alisha Giles, GAP group (Reaseheath College) - Highly Commended

National Plant Technician of the Year (Level 3)

Rhys Nigel John, Marubeni-Komatsu (NSCG Stafford College) - Winner
 Mitchell Chuter, L Lynch Plant Hire (National Construction College East) - Highly Commended

Lifting Technician of the Year

Luke Reddish, Wolffkran - Winner
 Samuel Slocombe, Wolffkran - Highly Commended

Plant Operative of the Year

Danielle Taylor, Flannery Plant Hire - Winner
 Chloe Rackley, L Lynch Plant Hire - Highly Commended

Hire Controller of the Year

Iveta Tomasevska, Flannery Plant Hire - Winner
 Ben Sharp, L Lynch Plant Hire - Highly Commended

CPA Prize for the Best Personal Statement

Senghan Carr, L Lynch Plant Hire - Winner
 Lee Kerr, L Lynch Plant Hire - Highly Commended
 Corey Robinson, Watson & Hillhouse - Highly Commended

Judges' Special Award

Scott Laurenson, EMN Plant

CPA chief executive Kevin Minton said: "Although we weren't able to meet the nominees and winners this year's winners, and personally hand over their awards, it does not in any way diminish their achievements. On behalf of the CPA team we congratulate you and wish you every success."



Lifting Technician of the Year winners: Samuel Slocombe (L) and Luke Reddish



Kevin Minton of the CPA at the virtual awards ceremony



The 2021 HCEA Calendars are available!



October Photo - At what is believed to be Lexington Dam south of San Jose, California, circa 1952-1953, three International TD-24s and pull scrapers and two Cat D-8s are at work in a confined area under close supervision. Contractor Guy F. Atkinson Company had a sizeable fleet of TD-24s in the early and mid 1950s. (Image courtesy of Edgar Browning)

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Cattaneo CM 221

Cattaneo is an Italian manufacturer of self-erecting tower cranes, its CM 221 has a maximum capacity of 1.8 tonnes at 8.9 metres radius. The maximum jib length is 22 metres with a tip capacity of 600kg.

This 1:50 scale model of it first appeared at Bauma last year and is in high quality engineered plastic, with the metal parts limited to the counterweight filling and small mechanical parts. The accompanying Mercedes-Benz Actros tractor unit featured with the review model here is made by Holland Otto and is a diecast model. A simple instruction sheet describes the crane model.

The Actros is a fairly simple model with purely functional steering, the same tyres all around and detailed wheels. The cab has a decent looking grille and there are Cattaneo graphics on the doors.

The CM 221 looks good with the engineered plastic allowing some more detailing compared to diecast metal. The outrigger beams are complete mouldings with no height adjustment at the pads. The counterweight blocks slide the

Cattaneo name moulded into them and are filled with metal to add weight. The folding mast has some precise model engineering with support cables accurately modelled for length.

The jib looks realistic with full triangulation of the lattice on all sides, and a Cattaneo sign board is included. The trolley and hook are plastic with tiny metal wheels.

The crane can be displayed in transport configuration connected to the Actros tractor or it can be separately parked on a landing leg fitted to the tower. The counterweight blocks slide from the transport position to the operating radius.

The crane can be erected with the jib folded for short radius work, or extended for maximum radius, but there seems to be no easy way to display the jib at an angle for extra height. The trolley can be positioned anywhere along the jib by hand and the hoist can be operated using a supplied key.

Overall, this is a realistic looking tower crane model and the use of plastic allows some precision work which is matched by the mechanical parts. The Actros tractor is not the best quality, but it pairs well to make a transport configuration.

The crane without the Actros tractor is available from the ModelMarris web shop for around €99.

visit www.cranesetc.co.uk

Cranes Etc Model Rating

Packaging (max 10)	7
Detail (max 30)	21
Features (max 20)	15
Quality (max 25)	19
Price (max 15)	12
Overall (max 100)	74%

Folded jib configuration



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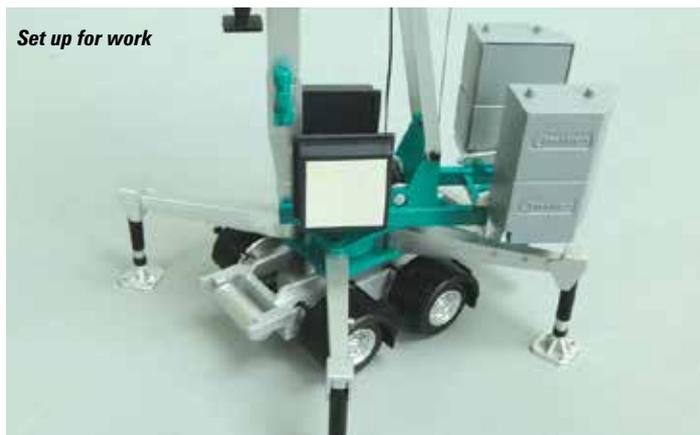
models



On the road



Sliding counterweight in the travel position

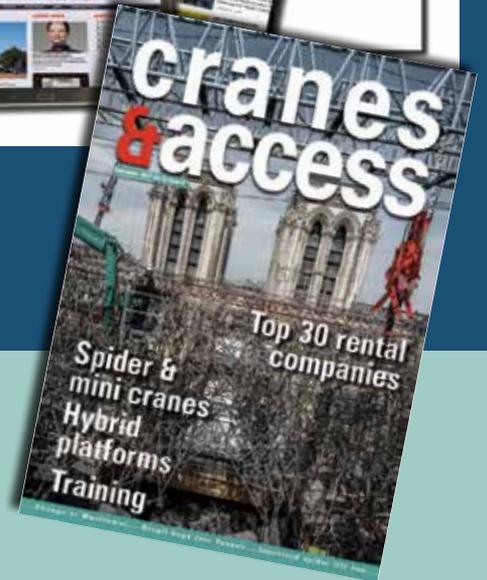


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Readers Letters



TOP
30

The Ainscough interview

Our interview with Peter Gibbs, chief executive of UK based Ainscough Crane Hire, last month generated a few letters, most of it on the cynical side but on the whole more 'the jury is still out' attitude with a clear hope that he will succeed.



Peter Gibbs of Ainscough

Dear Leigh,

Just read the latest issue. It looks good. Great to finally get someone senior at Ainscough on the record. Interesting aside too in the hybrid piece on hydrogen fuel cells; I read a news story recently on them being used on large equipment and began to wonder about their potential for mobile cranes.

William H

Dear Sir,

I enjoyed reading your piece on Ainscough Crane Hire, I didn't think I would. The new man Gibbs has obviously convinced you that he is the man to bring back the glory days, and maybe he is? He seems to spin a good line but as they say its all about walking the talk. And even if he is serious about everything he says will the new owners take any notice of him if the chips are down?

These hedge fund types don't give a toss about people's lives or company history and culture they only have one thing in mind and that is screwing as much out of the business as they can. But who knows maybe this time it's different? I am not be holding my breath but will be wishing Mr Gibbs every success.

Greg Farmer

Ainscough do as good a job as anyone in crane hire in looking after their cranes, but some of the fleet is a bit 'old in the tooth' and although they say that they have low miles on the clock, they are still old and the cost of replacing all the old ones will run into millions and I have just see the web news that the new owners are already paying a big dividend. A leopard never changes its spots!

Harry James

Training

Great piece on VR training! More of this sort of thing please!

No name

Top 30 Rental company survey

LTC fleet error

In the tower crane fleet numbers in this month's Top 30 rental fleets you either have a typo on the London Tower Crane numbers or they have added 100 extra cranes to their fleet numbers. Poetic licence?

FH

We are aware that some companies exaggerate fleet numbers a little and some do the opposite while others force us to estimate their numbers – perhaps in the hope that we will give them more cranes than they have in reality? We usually double check all fleet numbers that look suspicious with those in the industry who might know.

Speedy's 100 missing mast booms

Good morning,

I have read with interest the results of the Top 30 rental company survey this morning, which is insightful as ever and I appreciate the effort which must go into producing it each year. Not an easy task I'm sure! However, I note a slight discrepancy in the 'mast booms' section for Speedy Powered Access.

I'm not sure if I entered the number incorrectly, or if you thought I may have made the mast Boom/mast lift error, however Speedy currently run a fleet of 253 mast booms. This includes an additional 100 Haulotte Star10's which we purchased in late 2019.

With a tiny number of exceptions (e.g. we have one JLG T10E), all of the others in the fleet are Star10's or Manitou 100VJR's.

Hope this clarifies, please don't hesitate to get in touch for any further details.

With kind regards,

Andy Briggs

Mr Briggs is right we did correct some discrepancies where respondents had put mast type lifts into the mast boom category. What we were unaware of was that Speedy had taken delivery of 100 new mast booms at the end of last year and thus we made an inaccurate adjustment. We have apologised and corrected the digital versions of the magazine. Next year will look to add further clarity to the questionnaire. In the meantime if anyone spots further errors please do let us know, only by hearing of our mistakes can we improve.

GOING UP IN THE WORLD



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

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

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

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

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

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René Otto Clément R.I.P

We have received the sad news that access industry veteran René Clément, founder and former owner of Swiss company Axéo, of Cugy, near Lausanne, has died in Brazil.

After studying technology, he began his career with the UpRight sales and rental subsidiary Vectur Germany, where he was a salesman for the company's Instant aluminium scaffold towers and Flying Carpet scissor lifts. In those days salesmen had to travel with a trailer full of demo gear and were measured by the number of demonstrations carried out each week and the conversion rate to quotations and orders. It was not a job for the faint hearted but was a great school for people entering the access industry.

Clément either founded or became manager of UpRight's Swiss sales and rental business - Vectur Suisse - originally based in Lausanne. In the mid to late 1980s he purchased the business from UpRight and morphed it into Axéo. He was a real character and for many years he preferred to buy his scaffold stock from Albret, the UpRight licensee in Montpellier, France. He would leave Switzerland on a Friday lunchtime with a 'special friend' and drive along the Cote D'Azur to Montpellier to load up his truck with Instant scaffold components, and then take a leisurely drive home, stopping off at a nice hotel and restaurant or two along the way.

When asked if he might return to buying his scaffold from the factory in Ireland, given that he was the official dealer, he would say with a smile and glint in his eye: "No it is OK my trips to the south of France make it all worthwhile". He knew what was really important in life and made the most of it. In later life moved to Brazil with his partner Olga Justy but remained active and interested in business till the end. He was a true character and one of the last of the old guard.

Damian Schuler of Swiss sales and rental specialist Schuler & Schuler, who knew him better than most, said: "What sad news reached us last night, the death of our dear friend René Clément - former founder and owner of Axéo SA in Cugy VD, Switzerland. We are all completely surprised and speechless. René was a unique person to all of us and a pioneer in many ways. He was always open to new things and he was anything but petty. René always had a head full of 1,000 ideas and had a solution ready for every problem. Even if some of these ideas were hardly feasible, in the end he still got everything done right. At the right time he quit the professional life and moved together with his partner Olga Justy to Brazil, where he still fulfilled many of his big dreams. Olga was his great pride and they both harmonised perfectly, despite the considerable age difference."

"René was always very dynamic and always had new plans. With his great urge for freedom and to discover the big wide world, she was always at his side. In our business sector he was one of the first on the market. After studying technology, he was soon in the service of Vectur Germany, where he marketed the revolutionary Instant Span aluminium mobile scaffolding and 'Flying Carpets' from UpRight with great passion. René Clément was the first UpRight dealer in Switzerland and brought us to the table with Leigh Sparrow, former general manager of UpRight Europe. Everyone in my age and older knew him. René was very persistent and visited them all personally. He was a salesman with the heart and soul of the old guard. He had no hesitation in knocking on doors again and again until the customer was completely convinced of his cause."

"Not everyone understood his ideas and dreams from the start. But in the end, he left a striking mark on our industry and lived a full and good life. He will always have a prominent place in our hearts, and we will always keep him a worthy memory."



René Clément and his partner Olga Justy

Crane model maker

Greetings from Texas,

After having recently attended a crane operator re-certification class, I wanted to share these pictures of these hand crafted wooden models of various cranes and a heavy haul truck/lorry and its load. These models are located at the facility which hosted the class. They were

made by the gentleman that opened the business in 1967 - Mr. Perry Henderson - but he has since passed away. The business, Domac Inc, is located in Texas City, Texas which is south of Houston. If anyone is in the vicinity and wishes to view these wonderful works, please contact the business office to enquire about possibly being able to visit. The business information is located on the blue poster on the stand with the two large machines next to each other.

Kind regards,

Mike Urbanovsky

Corpus Christi, Texas

We wrote back to Mr. Urbanovsky asking if he had any further details, and he kindly responded

Good Afternoon on your side of the 'pond'!

Mr Henderson hand crafted the wooden cranes and the truck & trailer. The business includes crane operator certification and re-certification classes and has grown from crane rentals

to forklift and telehandler rentals, crane hire service, equipment inspection, general construction, trucking & transport, machine storage, and passenger vehicle repair. The business address is 3126 5th Avenue, Texas City, TX 77590. I hope this helps.

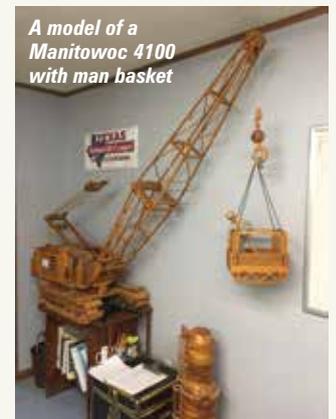
Kind regards,

Mike Urbanovsky

We did a little research, and it seems that Perry Henderson passed away in 2007, he was a prolific model maker from a young age and built a large number of model cranes for other people in scales of between 1/18th and 1/6th. One of his biggest being a seven metre long, model of Deep South Crane & Rigging's 2,500 tonne VersaCrane TC36000. We hope to follow up with more details in the next issue of the magazine. If you have any information on Perry Henderson and his models, please contact us on editor@vertikal.net



A model of a Manitowoc 4100 with man basket



A Grove RT65 or 75S with a P&H lattice truck crane - possibly a 125 tonne 9140 TC or a 650A TC?

WORKING TOGETHER TO KEEP BUSINESSES STRONG

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

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

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

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

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

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

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

Did you know ?

Cranes & Access is read in the following countries:

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



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What's on

2020

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



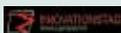
2021

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



Innovationstage der Höhenzugangstechnik 2021
February 04-05, 2021

Informal event for access equipment, mini cranes and telehandlers
Hohenroda, Germany
Fax: +49 931 270563939
www.borntolift.de/innovationstag/



Bauma Conexpo India

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



Samoter

March 3-7, 2021
International earthmoving and building equipment show Verona, Italy
Tel: +39 045 8298111
www.samoter.it/it



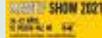
IPAF Summit and awards

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



Mawev

March 24-27, 2021 Austrian construction Exhibition St. Pölten, Austria
Tel: +43 316 8088 216
www.mawev-show.at



AED Summit 2021

March 29-31, 2021 AED's annual convention for North America's equipment distributors Las Vegas, USA
Tel: +1 630-574-0650
www.aednet.org/events/summit



SC&RA Annual Conference

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



Intermat 2021

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



Executive Hire Show

April 28-29, 2021
UK tool and small rental equipment show
Coventry, UK
Tel: 0207 973 4630
www.executivehireshow.co.uk



Vertikal Days 2021

12-13 May UK/Ireland Crane, access and telehandler event. East of England showground, Peterborough
Tel: +44 (0) 8448 155900
www.vertikaldays.net



Bauma CTT 2021

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



Smopyc 2021

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



Interschutz 2021

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



Apex 2021

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



HIANZ - Conference 2021

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



HCEA International Convention and Old Equipment Exposition

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



Platformers' Days 2021

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



PASMA Conference 2021

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



JDL Expo

September 15-17, 2021
French cranes and access exhibition/event
Beaune, France
Tel: +33 (0)1 45 63 68 22
www.jdlexpo.com



ICUEE /Demo Expo

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



The ARA Show 2021

October 18-20 2021
ARA convention and rental show
Las Vegas, Nevada, USA
Tel: +1 800 334 2177
www.arashow.org



Liftex/LEEA conference

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



CICA Conference 2021

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



2022

Bauma 2022

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Munich, Germany
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www.bauma.de



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By joining our company you will be working for a well-established UK business with an excellent brand and our own UK offices.

THE ROLE: In this Sales role you will be the company's main outside sales contact. Based from home you will be tasked with increasing the turnover from the company's portfolio of clients with a greater emphasis on you developing and identifying new business opportunities within our territory of the UK and Ireland. Responsibility for quotations, cost build-ups and profitability of deals.

Deliver machine installation and familiarization training on site when applicable.

Attend exhibitions and assist with the organisation of them.

THE PERSON: To be considered for this role you will be able to show a background of success in a technical sales role. You should be bright, driven and self-motivated, self-managed with good interpersonal skills and a good understanding of the importance of excellent customer service and the ability to manage and grow customer accounts.

Have the ability to prioritise tasks and work well on your own.

I.T competent, Ideally you should be experienced within the construction or powered access industry, (predominantly selling), but the business is open to identifying the best talent from outside the market and from the rental industry, if you feel you have the applicable skills. There will be extensive travel involved and you will be expected to stay out over night in the UK and Ireland as the business dictates.

THE PACKAGE: A competitive salary based on experience, with open-ended commission, together with a company car, mobile phone, laptop, workplace pension, 25 days holiday + statutory holidays and the opportunity to be part of a small tight knit dedicated team with full on going product training given.

APPLY: Applicants are kindly asked to send an up-to-date CV together with salary expectations and a short letter explaining why they would like to be considered for this role to:

Craig Rooke Managing Director of CTE UK Ltd
via email to craigr@cte-uk.co.uk
or by post to:
Craig Rooke
CTE UK Ltd,
Unit L, Feldspar Close,
Warren Park, Enderby,
Leicestershire, LE19 4SD.

Your application will be treated with the strictest of confidence.

PLEASE NO AGENCIES.

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C.V and more info on request
dandyman818181@gmail.com

Access Equipment Manufacturers

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

Scaffold Towers

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

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak	www.alimak.com
Brogan Group	www.brogangroup.com
CLM Construction Supplies	www.clm-supplies.com
GEDA-Dechentreiter	www.geda.de
Klaas	www.utility-equipment.com
SAE Climber	www.saeclimber.com
SGB	www.sgb.co.uk
LTC Hoists Division	www.lfchoists.co.uk
Safi	www.safi.it

Specialist Scaffolding

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

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
Z Cousins Access Limited	www.zcousins.co.uk

AA Access (Specialists)	www.aaaccess.co.uk
ABBA Plant Hire	www.abbaplanthire.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
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Aerial and Handling Services	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AF- Uplift	www.afi-uplift.co.uk
Aspire Platforms	www.aspireplatforms.co.uk
ASR Access Platforms	www.access-platforms.com
ATP	www.atphire.com
Bluelift	www.bluelift.ie
Drammen Liftutleie AS	www.drammenlift.no
Elevation	www.elevation.net
ES Access Platforms	www.esaccess.co.uk
Fraco	www.fraco.co.uk
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
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Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
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Horizon Platforms	www.horizonplatforms.co.uk
JMS Powered Access	www.jms.co.uk
Lifterz	www.lifterz.co.uk
LTC Powered Access	www.ltcpoweredaccess.co.uk
LTC	www.ltcaccess.co.uk
Mainline Access	www.mainline-access.co.uk
Manlift Group - Mid East	www.manliftgroup.com
Manlift Hire	www.manlift.ie
Mayes Access Platform Services	www.mapsplatforms.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
North American Rentals	www.bigbooms.com
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Power Platform Services	www.pps.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Rival	www.rival.com
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Warren Access	www.warrenaccess.co.uk
Wilson Access	www.wilsonaccess.co.uk

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Powered Access Certification	www.pac.uk.com
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A.J. Access Platforms	www.accessplatforms.com
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Facelift	www.facelift.co.uk
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Genie	www.genielift.com
GSR Aerial Platforms UK	http://en.gsrspa.it
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JLG	www.jlgeurope.com
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Kemp Hoogwerkers	www.kemphoogwerkers.nl
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Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie
Mech-Serv (GB)	www.mech-serv.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/sales/
North American Rentals	www.bigbooms.com
Rothlehner	www.rothlehner.com
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Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
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Rival	www.rival.com/used
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Warren Access	www.warrenaccess.co.uk/hire
Working At Height Ltd	www.workingatheightltd.com
Workplatform	www.workplatformltd.co.uk

Special & Niche Access

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Easy Reach Scotland	www.easyreachscotland.co.uk
Facelift	www.facelift.co.uk
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Wilson Access	www.wilsonaccess.co.uk

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Wagenborg Nedlift, NL	www.wagenborg.com

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Genie	www.genielift.com
Haulotte	www.haulotte.com
JLG	www.jlgeurope.com
Manitou	www.manitou.com
Merlo	www.merlo.co.uk

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Lisman	www.lisman.nl
Rival	www.rival.com/used
TVH Group	www.tvh.com
Vertimac	www.vertimac.com
VHS Vissers Hetruck Service	www.vhsblad.nl

Telehandler Rental

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

Site Safety Audits

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

Industry Associations

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

Crane Manufacturers

Böcker Maschinenwerke	www.boecker.de
Galizia	www.galiziagrupo.com
Grove	www.grovetworldwide.com
HCME (Hitachi-Sumitomo)	www.nrplamt.co.uk
Jekko Minicrane	www.jekko.it
JMG	www.jmgcranes.com
Klaas	www.utility-equipment.com
Kobelco	www.kobelcocm-global.com
Liebherr	www.liebherr.com
Linden Comansa	www.comansa.com
Maeda	www.maedaminicran.es.co.uk
Manitowoc	www.manitowoccranes.com
Mantis Cranes	www.mantiscranes.ie
Ormig	www.ormig.co.uk

Potain	www.manitowoccranes.com
Raimondi	www.raimondi.com
Sany	www.sany.com.cn
Sennebogen	www.sennebogen.com
Spierings	www.spieringskranen.nl
Tadano	www.tadano.com
Tadano Japan	www.tadano.com
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Wolffkran	www.wolffkran.de
Zoomlion	www.zoomlioncranes.co.uk

Lorry/Truck Loader Cranes

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

New & Used Cranes

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

Heavy Lifting Equipment

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

Böcker	www.boecker.de
Utility Equipment	www.utility-equipment.com

Crane Hire

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

Mini Crane Hire

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

Self Erecting Tower Cranes

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

Tower Cranes

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

Heavy Lift Management

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

A1A Software	a1asoftware.com
DWLS	www.dwls.com
H/I Consulting	www.hliconsulting.com

Ancillary Equipment

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

Ritchie Brothers	www.rbauction.com
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Battery Suppliers & Manufacturers

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

Load Cells & Load Monitoring Systems

MSL Oilfield Services Ltd	www.msluk.net
PCE Instruments UK Ltd	www.pce-instruments.com

Control Systems

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

Generator Sales & Rental

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

Insurance

Specialist Insurance	www.finchgroup.net
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Online Technical Help

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

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

Component Suppliers

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

Parts & Service Suppliers

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

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

Vertikal.Net	www.vertikal.net/en/recruitment
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Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

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

Rental Management Software

Higher Concept	www.higherconcept.co.uk
HireHop Equipment Rental Software	www.hirehop.com
HireHop Equipment Rental Software	www.hirehop.com

inspHire	www.inspire.com
Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcsrentalsoftware.com
vWork	www.vworkapp.com

Structural Repairs

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

Training Associations & Networks

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

Training Centres & Trainers

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

Safety Training

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

Training Services

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

Training Simulators

CM Labs	www.cm-labs.com
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Crane Attachments

Kinshofer	www.kinshofer.com
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Wire Rope & Cable

Rope and Sling	www.ropeandsling.co.uk
Teufelberger Seil	www.teufelberger.com
TMC Lifting	www.tmc-lifting.com
Casar	www.casar.de

Winches & Hoists

Rotzler	www.rotzler.com
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Tyre Suppliers

Mitas Tyres	www.mitas-tyres.com
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Traffic Management

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

Access Safety Management	www.accesssafety.co.uk
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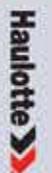
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 Ref: WP9776



2011 - Genie GS1932
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2008 - Genie GS1932
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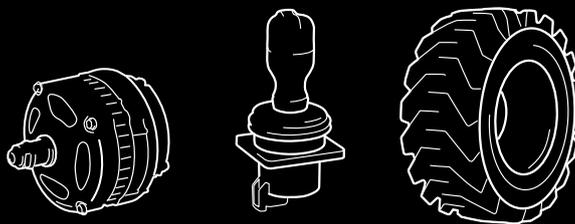
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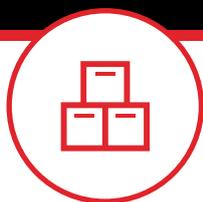
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