

# cranes & access

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February/March 2022 Vol.24 issue 1

Van  
mounted  
lifts

Alternative  
lifting

Batteries

Vertikal Days  
preview

....All new Tadano AT...Dingli's 99ft RT mega scissors...New Liebherr flat-top....

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Boom Lifts: 16m - 30.3m



Scissor Lifts: 5.9m - 32m



Vertical Lifts: 4.7m - 14m

## On the cover:

A Versalift VTL-135-F van mounted platform from the Access Hire Nationwide fleet - Europe's largest specialist van mounted rental company. See article on P22



# C&A contents

## 17 Van mounted platforms



## 29 Alternative lifting



## 39 Batteries



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The market for van mounted platforms has exploded throughout Europe over the past year or two, with all the leading manufacturers ramping up production after experiencing a huge increase in demand for all types of van mounted lifts. We take a look at the market and profile one of Europe's leading van mounted rental companies, Access Hire Nationwide.

## Alternative lifting 29

Much of the transport infrastructure that was built in the mid-20th century is now reaching the end of its life...or gone well beyond it. Replacing major structures such as bridges is always a challenge. While cranes have frequently played a major role, a growing range of alternative lifting equipment and techniques is leading to a range of innovative methods.



## In the next C&A

Scheduled for early May, the next issue of Cranes & Access will include features on Crawler cranes and Heavy Lift Applications, Boom lifts and the comprehensive 24 page Official Vertikal Days Show Guide featuring every exhibitor with details of products and services on display. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.

## Batteries 39

In terms of battery technology, the lead acid battery is a dinosaur. Invented in the mid-1800s it has barely changed in the 150 years since. We look at some of the growing number of credible alternatives. And four years on, Mark Darwin revisits Hoogwerkt, the innovative 'Lithium only' access rental company in the Netherlands, to find out if and how its original business model has changed.



## Vertikal Days preview 49

Vertikal Days 2022 is now just over two months away. We take a peek at what to expect at the leading access, crane and lifting show being held for the second time at the popular East of England Show Ground, Peterborough.

## Combatting racism in the workplace 55

Employment tribunals focussing on racial discrimination rose in the UK by 48% in 2020. Tina Chander, Head of Employment Law at law firm, Wright Hassall looks at the five core types of discrimination set out within the UK's Equality Act 2010 and how it impacts the workplace.



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## Editorial team

Mark Darwin - Editor  
Leigh Sparrow  
editor@vertikal.net

## Associate editors

Rüdiger Kopf (Freiburg)  
Alexander Ochs (Freiburg)

## Feature editors

Will North  
Nick Johnson  
Saul Chernos

## Sales & customer support

Pam Penny  
Clare Engelke  
Karlheinz Kopp

## Production/Administration

Nicole Engesser

## Editorial data specialist

Poppy Horne ph@vertikal.net

## Subscriptions

Lee Sparrow

## Publisher

Leigh Sparrow

## Advertising sales

### UK-based

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

### Germany-based

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

## The Vertical Press

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

## Vertikal Verlag

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



## Impact on a global scale

No matter how far away or how close you are to Ukraine, the invasion by Russia will inevitably have an impact on the global economy this year. It is yet another example - along with the financial crisis of 2008/9 and Covid in 2019 - of how events that happen on one side of the world can have a major impact on us all.

As with the pandemic, this crisis is likely to cause us to re-evaluate the way we approach some aspects of our private and business life. And perhaps over the short to mid-term, accelerate the move towards managing our precious resources more wisely. With Covid air traffic plummeted, we only drove our cars when it was essential, more of us took to our bikes or walked and realised we could do many things remotely, sometimes more effectively. We also looked more closely at our quality of life and in many cases made profound changes. At the same time the importance of face to face contact was fully appreciated.

This crisis could accelerate the changes towards more local sourcing and self-sufficiency, perhaps it will also result in companies realising the real value of a product or service and in paying the appropriate price.

While Russia might look all powerful at the moment, you can never win against the will of the people. You may succeed temporarily, but the cost never stacks up and your own people will lose tolerance for it. Perhaps when we look back on this event it will be seen as a shift away from autocracy and gung-ho nationalist leaders?

It has been humbling and inspiring to see how front line countries such as Poland, Hungary, Moldova and others immediately opened their doors to Ukrainian refugees and welcomed them with open arms, and how most of the rest of the world has been moved by the plight of the Ukrainian people. Not only individuals but even hardnosed corporations have now put principles before profit.

It reminds me of a line in the film Love actually, made after New York's twin towers were destroyed, which starts - and I paraphrase: "Whenever I get gloomy with the state of the world, I think about the arrivals gate at Heathrow Airport - it's not particularly dignified, or newsworthy - but it's always there - fathers and sons, mothers and daughters, husbands and wives, boyfriends, girlfriends, old friends. General opinion is starting to make out that we live in a world of hatred and greed, but I don't see that. When the planes hit the Twin Towers, as far as I know none of the phone calls were messages of hate or revenge - they were all messages of love."

And while the daily news from Ukraine is gut wrenchingly depressing, I look at the incredible scenes at the Polish border while thousands of people around the world make tangible offers of help.

This is certainly a frightening time, and it may be for a while. In the meantime, our hearts should be with the Ukrainian people... and to the millions of ordinary Russians who are also suffering though not fault of their own.

Mark Darwin

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

# Vertikal Press

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## Tadano's new 40t AT

Tadano has launched the two axle 40 tonne AC 2.040-1, the first crane to be developed jointly by Tadano's Lauf and Zweibrücken (Demag) teams picking 'the best' technology from each plant - for example cabs from the former Demag cranes, chassis fabrications, superstructure and drivetrain from Tadano Lauf.

Rated at three metres it can handle up to 35.2 tonnes without extra sheaves and features a 35.2 metre four section fully hydraulic main boom. Capacity on the fully extended boom is 7.6 tonnes at a radius of eight metres, while the maximum radius is 32 metres with 900kg. A nine metre swingaway extension takes the maximum tip height to 47.5 metres with six tonnes capacity. The extension offsets by up to 40 degrees, while the maximum radius is 38 metres with 500kg.

The AC 2.040-1 can carry up to 1.1 tonnes of counterweight, hook blocks and rigging within 12 tonne axle loads, or its maximum 6.5 tonnes of counterweight as well as the swingaway and extra rigging in markets where 16 tonne axle loads are permitted. Power comes from a Cummins Stage V diesel.

The outrigger spread is variable from 2.4 to six metres with the company's Flex Base system, automatically monitoring individual beam extensions and outrigger loadings. The information is fed into the IC 1 Plus control system which also includes automatic counterweight detection and capacity radar to calculate a bespoke load chart and working envelope. It also incorporates the full Tadano telematics suite with information displayed on the in-cab screens. The superstructure cab tilts by up to 16 degrees and features the new Tadano Surround View camera system. On the road it improves visibility of pedestrians and cyclists, especially when turning. The new crane is also fully compatible with the company's E-Pack electric power option.

The crane is the first of 15 new models under development for launch over the next few years, possibly with some appearing at Vertikal Days in May and Bauma in October.



The new crane includes the Flex Base outrigger set up



The 35.2m full power boom

## 99ft Dingli RT scissors

Dingli has launched wide versions of its biggest scissor lift model in the form of the JCPT3225DC and JCPT3225RT. The new machines offer a working height of 32 metres and utilise the same scissor stack as the 99ft JCPT3214DC narrow slab electric models unveiled in January. The heavy duty stack is mounted on a 2.5 metre wide chassis with four wheel electric drive motors on the DC model and hydraulic wheel motors on the RT. Rough Terrain non marking tyres and four wheel steer are standard on both.



The new JCPT3225DC

The '25's feature a 2.45 metre wide platform with a stowed length of 6.2 metres. A 2.1 metre powered roll out deck extension takes the deck length to 8.3 metres. Platform capacity on main deck and extension is 1,000kg/four people with drive at full height. The standard levelling jacks feature a 'one button levelling' function.

Power comes from either an 80V/520Ah high capacity lithium battery pack, or a Deutz Stage V diesel. Total weight is 23,400kg for the diesel/RT or 23,900kg for the DC model. Gradeability on the DC machine is 30 percent while the diesel RT is 40 percent.



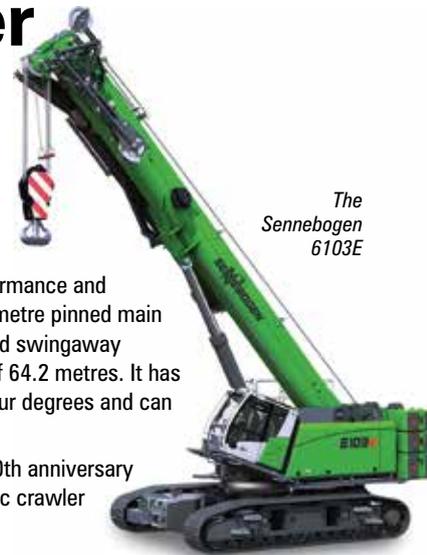
The diesel JCPT3225RT has the same performance as the DC but is 500kg lighter

## Sennebogen's 100t telecrawler

Sennebogen has released its own brand version of the 100 tonne telescopic crawler crane - the Sennebogen 6103E.

The crane first appeared as the Grove GHC110 last July. The 6103E specification is the same as for the Grove, at least in terms of basic performance and dimensions, with a five section 46.8 metre pinned main boom, plus an eight to 15 metre bi-fold swingaway extension for a maximum tip height of 64.2 metres. It has load charts for slopes of 0.6, 1.5 or four degrees and can pick & carry its entire load chart.

Sennebogen is also celebrating the 30th anniversary of the launch of its first ever telescopic crawler crane in 1992.



The Sennebogen 6103E



The 6103E can pick & carry its full load chart

# New Liebherr EC-B flat top

Liebherr has added a new model to the top end of its EC-B series of flat top tower cranes - the 16/20 tonne 470 EC-B. The new cranes offer jib lengths of up to 80 metres with sections from 2.5 to 10 metres. Jib tip capacity on the 16 tonne version is 3.2 tonnes reduced to three tonnes on the 20 tonner. A three metre jib extension takes the maximum radius to 83 metres, at which point jib tip capacities are 2.4 and 2.2 tonnes respectively.



The new Liebherr 470 EC-B

The 470 EC-B can be connected to both the 24 HC 420 and 24 HC 630 Liebherr tower systems but has been optimised for the 24 HC 420 tower to provide freestanding hook heights of up to 67.8 metres, while a freestanding hook height of 96 metres is achievable with the 24 HC 630 tower. Designed for easy assembly and transport, the jib and counter jib can be attached to the slewing platform with Liebherr's quick assembly connections, while only five trucks are needed to transport the slewing platform with jib, counter jib and counter ballast.

The new crane is available with one of three versions of the LiCAB crane cab which includes a newly developed 12 inch intuitive display screen which features the Tower Crane Operating System (TC-OS).



The information display screen

# Two new 26ft JLG scissors

JLG has released two new 'wide bodied' 26ft slab electric scissor lifts - the direct electric drive ES2646 and the hydraulic drive R2646. The two models combine the 9.9 metre working height of the narrow ES2632/R2632 with the chassis and platform width of the 32ft ES3246/R3246, to offer a higher platform capacity and larger deck.

The new models share a high degree of common componentry with the rest of the range including the chassis, lift stack and platform and feature a platform capacity of 544kg with both indoor and outdoor ratings - two person indoor or one person outdoors.

The two units feature JLG's 'Variable tilt' system which extends the working envelope on sloping ground. On these units it allows operation on side slopes of up to 2.5 degrees and longitudinal slopes of up to 3.5 degrees. Total weight of both models is 2,400kg. Options include JLG's Mobile Controller and QuikFold guardrails, while the ES2646 is also available with the CleanGuard leak containment system.



The direct electric drive ES2646



The hydraulic drive R2646

# EU approves Cargotec/Konecranes merger

The European Commission has approved the planned merger between Cargotec and Konecranes, but it is conditional on the divestment of Konecranes' Lift Truck business and Cargotec's Kalmar Automation Solutions in order to eliminate overlaps between each company's container handling business. The merger remains subject to further approvals. Given that the approval terms have proved more challenging than forecast, the completion of the merger by mid-2022 now seems unlikely.



# New Falcon 380XL Vario

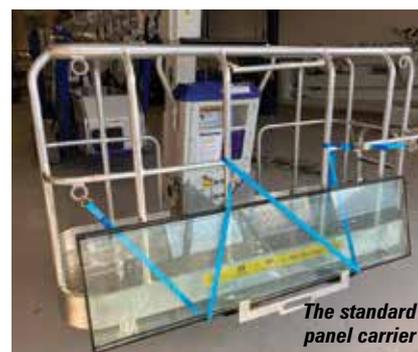
Danish manufacturer Falcon Lifts has launched a new 38 metre telescopic spider lift - the 380XL Vario - which also includes a standard platform mounted panel carrier.

The machine has a six section boom, topped by a jib with up to 180 degrees of articulation. Maximum outreach is 16.5 metres with 120kg in the platform at working heights of between 4.2 and 29 metres. The maximum capacity of 450kg is available at an outreach of up to 13 metres. The platform is two metres wide by 800mm deep with 180 degrees of rotation.

The built-in slide out panel carrier is designed to hold sheet material weighing up to 100kg on the outside of the platform and is suitable for lifting glass/solar panels, plywood and other materials. The 380XL has an overall stowed length of 8.41 metres and weighs 8,250kg.



The new Falcon 380XL Vario



The standard panel carrier

# Tadano loader crane launch

Tadano has launched a new 12 tonne telescopic loader crane for the international market - the TM-ZX1200 Series. It utilises a 16 metre five section pentagonal main boom and is rated at 1.6 metres with a maximum load moment of 22 tonne/metres.

A gravity hung work platform/basket attachment can be installed to the boom nose without removing the hook block, to provide a maximum working height of 21.5 metres. When in the basket the machine is operated with the radio remote controller. The all-up weight of crane is three tonnes and the overall stowed length is 4.8 metres.



The Tadano TM-ZX 1200



The work platform

# Manitou to invest \$80 million in US

Manitou is to invest €70 million (\$80 million) to expand and modernise its two North American manufacturing facilities - Yankton, South Dakota, where it manufactures telehandlers and articulated wheeled loaders, and Madison, South Dakota, where it builds skid steer loaders. Some of the investment will go into the development of new product ranges. The move is a response to the high order intake levels and €3 billion order book.



The current Yankton telehandler plant

The 18,500 square metre Yankton facility will have a 6,000 square metre extension, while the 30,000 square metre Madison plant gets a 7,500 square metre addition. The equipment at both facilities will be upgraded with new welding and assembly robots and laser cutting machines. The company will also recruit 50 new people at each site including welders, assemblers, maintenance technicians and purchasing staff.

The factory expansions and upgrades are expected to cost in the region of €50 million (\$57 million), leaving €20 million (\$23 million) for research and development projects, including new all-electric telehandlers and loaders.

Elisabeth Ausimour, president of Manitou's Product division said: "We expect to increase our output on these sites by more than 150 percent by 2026. These projects also fall within our low carbon transition, through the development of new electric ranges."



Inside the Yankton facility



The new distance tool

# New Liebherr Crane Planner

Liebherr has introduced a new version of Crane Planner 2.0 which is already available for all of its crawler cranes up to 300 tonnes, plus seven big All Terrain cranes - the LTM 1750 9.1, LTM 1650-8.1, LTM 1450-8.1, LTM 1350-6.1, LTM 1300-6.2, LTM 1250-5.1 and LTM 1230-5.1.

The latest version includes more features and interactive three dimensional lift planning and will be automatically updated with new models and functions free of charge. It also includes a new 'Distance Tool' which enables objects such as machines and buildings to be positioned relative to each other with a high degree of precision. It combines the interactive 3D visualisation of the machine, the load and surrounding objects with dimensions, a positioning tool and Google Maps, without the need for expensive CAD programmes or high-performance computers. The results of the planning process can be exported in the form of a report and sent to the customer allowing small crane companies to compete for larger tenders.

Challenging planning tasks can be completed professionally in 2D using the 'Free' version, with a range of functions similar to the LICCON work planner. The 'Pro' version also contains the detailed interactive 3D models of the cranes, as well as a library with various 3D objects such as buildings, roads, machines or load objects.

The programme can be downloaded and installed to a PC from the Crane Planner home page. Both the 'Free' version and the subscription based 'Pro' version can be obtained from the Liebherr licence shop. There is also a 'Trial' version available which offers a 30 day free test and evaluation period for the 'Pro' version.

# New Dingli mega factory

Dingli has broken ground on a brand new 240,000 square metre big boom production plant on a 365 acre plot at its production facilities in Zhejiang, eastern China. The project will cost C¥ 2.2 billion (\$315 million) and is Phase Five of the manufacturer's long-term development plan. Work should be completed by 2025. Dingli's manufacturing facilities currently spread over 1,065 acres, of which 590,000 square metres are under cover.

The new plant will have the capacity to build 4,000 large platforms a year, including electric booms from 36 to 50 metres, the new range of heavy-duty electric scissor lifts with working heights from 33 to 36 metres and a new line of insulated truck mounted platforms inspired by and developed in partnership with German manufacturer Teupen in which Dingli acquired a 25 percent stake in 2020.



The existing Dingli plant including the Phase Four expansion



An artist's impression of the new facility



The ground breaking ceremony



The Lift Planner's 3D user interface provides precise machine data via the LICCON load moment system

# Manitowoc faces statutory penalties

Manitowoc is holding discussions with the US Environmental Protection Agency, relating to its participation in the diesel engine 'Transition Program for Equipment Manufacturers' between 2014 and 2017. During that time it installed 1,420 non Tier 4 final engines for which it has already reserved \$14.9 million. But it now faces statutory penalties under the Clean Air Act that could be as high as \$174 million. It says it will vigorously defend itself against allegations of Noncompliance that could trigger such a large penalty.

Manitowoc said: "The transition programme allowed manufacturers to delay installing engines meeting Tier 4 final emission standards, subject to certain allowances. As such, the company is engaged in confidential discussions with the EPA and Department of Justice."

## Terex invests in SmartPTO

Terex has invested in Viatec, the manufacturer of the SmartPTO plug & play electronic Power Take Off system, that enables the superstructure of a truck mounted platform to be operated by battery power.

Terex Utilities has already installed SmartPTO on a number of its products. The system uses a lithium NMC battery pack which can be recharged from an AC power outlet or fast charger and can be easily installed on any truck in a couple of days. Running the superstructure on battery power eliminates noise and emissions while reducing operating costs.

Terex chief executive John Garrison said: "Viatec has developed an electrification solution that is highly effective and easy to use. Our investment will enable the company to scale production and make its offering more widely available."



The SmartPTO pack



A Terex utility truck equipped with SmartPTO

## Terex partners with XL Kranlogistik

Austrian crane sales and rental company XL Kranlogistik has signed a partnership agreement with Terex tower cranes and ordered 14 cranes including five flat top models, the CTT91, CTT132, CTT202, CTT332 and CTT472 with capacities from 5.5 to 22 tonnes and the 20 tonne luffing jib CTL282s. Some units will go into the XL rental fleet while others have been sold. Deliveries are scheduled over the next six months.

XL managing director Peter Zauner said: "Our relationship with Terex Towers continues to go from strength to strength and we are delighted to formalise our partnership for Austria."



A Terex CTT132



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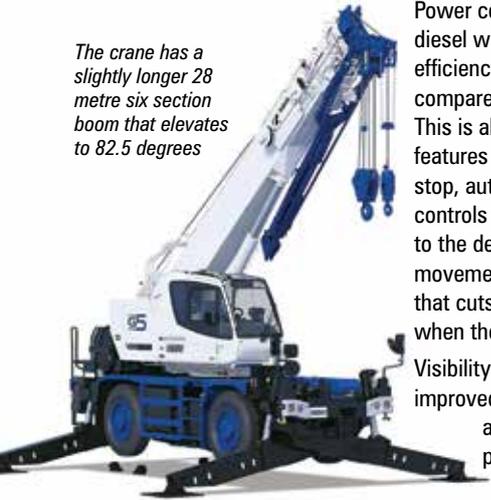
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# A Tadano G5 Crevo

Tadano has launched a fifth generation Rough Terrain/City type crane for the Japanese domestic market. The 16 tonne GR-160N/Crevo 160 G5 is the second model in the new fifth generation - 'G5' Series - and follows the launch of the 25 tonne Crevo 250 G5 last year. The first Crevo (Crane Evolution) appeared on the market in 1995.

Visually the new crane looks very similar to previous generations of the classic Japanese City-type All Terrain, with road tyres and a top speed of almost 50kph/30mph. The crane has a slightly longer 28 metre six section boom that elevates to 82.5 degrees and is topped by a 4.5 to 6.9 metre telescopic underslung jib that offsets by up to 60 degrees. Maximum tip height is just under 38 metres.

*The crane has a slightly longer 28 metre six section boom that elevates to 82.5 degrees*



Power comes from an EU Stage V diesel which offers improved fuel efficiency and lower emissions compared to the machine it replaces. This is also helped by a range of features including automatic engine stop, automatic acceleration which controls the engine speed according to the degree of crane function lever movement, and automatic pump stop that cuts the PTO drive to the pump when the crane is not being operated.

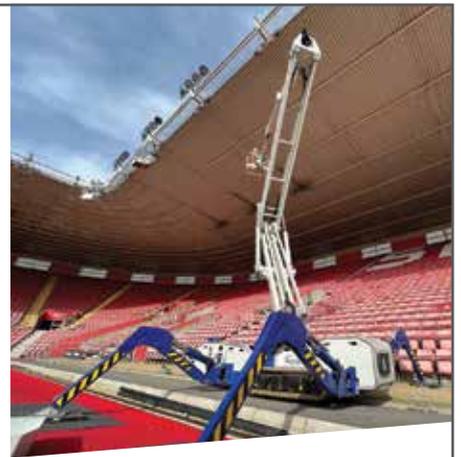
Visibility from the cab has been improved with a larger glazed area and improved cab sight lines, plus additional cameras around

the crane for improved visibility when travelling - particularly in urban areas when driving alongside cyclists and pedestrians - and incorporates a 'Human alert system' that detects and warns the driver when people are near the crane, both on the road and on site.

An optional radio remote controller with 2.7 inch colour display screen operates the outriggers, auto hook, jib set up and stowage.



*The Human Alert display*



## TELESCOPIC AND ARTICULATED SPIDER LIFTS FROM 13 TO 52 METRES

Spider lifts at a higher level for 40 years



falconlifts.com

# The UK Rental Show

Last month saw the return of the UK's annual Executive Hire Show in Coventry, the first since 2020. While made up mostly of general rental equipment, there was also a decent representation from the access and mini crane suppliers.

As to new product launches in our sector, the most novel was unquestionably an all-new low level pure mechanical push around lift, from a manufacturer new to the access industry - Metal and Modular.

The new machine, the Navigator 6.0, has a six metre working height, with the platform raised and lowered manually - no electrics or hydraulics whatsoever. The product is to be distributed by recently established International Platforms, with the first units ordered by Mr Plant Hire.

The following are just a few glimpses from around the show:

*The Hird stand with Winlet glass handling robots*



*Workplatform represented Genie showing both aerial work platforms and material lifts*



*The new Almac ML 3.0 FX tracked carrier on the GGR stand*



*The all-new fully mechanical Navigator 6.0 from Metal and Modular*



*The Leonardo HD dominated the Bravi stand*



*Andrew Foster of Foster Crane with JMG and Hoeflon cranes*



*Snorkel's all-electric range with the S2755RTE compact electric RT scissor lift*



*inspire software launched its new branding and logo*

# Financials round-up

## Solid year for Hiab

Cargotec, owner of Hiab and Kalmar has issued a solid set of results for 2021.

Hiab sales increased 14% to €1.25 billion, while order intake jumped 42% to €1.71 billion. Operating profit for the year was €145 million, a 49% improvement on the year.



## Record year for Hy-Brid

Hy-Brid Lifts claims to have achieved record revenues last year, with sales 99% higher than in 2020 driven by a 140% jump in shipments of push around scissor lifts. Demand for the 19ft PS-1930 in its first full year of production grew 83% and orders for the 12ft ZT-1230 increased 73%.



## Better year for H&E

US based H&E Equipment Services reported a modest improvement in full year revenues to \$1.06 billion, an increase of just over 5% on 2020. Pre-tax profits were \$55.95 million compared to a loss of \$59.8 million in 2020. The company sold its crane business to Manitowoc in October, so crane results are not disclosed.



## Record sales for Palfinger

Full year revenues for Austrian crane and aerial lift manufacturer Palfinger increased more than 20% to €1.84 billion, while pre-tax profits jumped almost 70% to €143.6 million. It is now forecasting a 10% increase in revenues for 2022 to €2 billion and targeting €2.3 billion by 2024 based on organic growth, reaching €3 billion by 2030. However, the company has issued a profits warning due to massive cost increases and delivery issues.



## Strong order intake for Manitowoc

Manitowoc's full year results for 2021 show a 20% increase in revenues to \$1.72 billion. Pre-tax profits were \$17.1 million, compared to a loss of \$2 million in 2020. The company ended the year with its strongest backlog/order book in 10 years at just over \$1 billion, 86% up on the year. In the fourth quarter, sales increased almost 16% to \$497.8 million with order intake topping \$615 million.



## Record year for Herc

US based Herc Rentals saw revenues increase 16.4% to \$2.07 billion in 2021, largely driven by rental revenues - up 24% - and the 11 'bolt-on' acquisitions the company made over the year. Pre-tax profits for the year tripled to \$290 million.



## Tadano bounces back

Tadano has reported a positive improvement in its third quarter, with total sales for the nine months just over 5% higher at ¥139 billion (\$1.2 billion), while pre-tax profits came in at ¥12.75 billion (\$111 million) compared to a loss of ¥7.3 billion (\$63.5 million) last year. Total debt increased 7% to ¥101.3 billion (\$883 million) due to higher inventories and working capital requirements in North America and Europe. The company has lowered its full year revenue estimates by 4.7%, forecasting ¥205 billion (\$1.79 billion) - still 10.2% higher than the year before.



## 60% profit jump for United

US based United Rentals has reported full year revenues of \$9.72 billion, up 14% on the same period last year, with pre-tax profits jumping 60% to \$1.85 billion. Fourth quarter revenues increased 22% to \$2.78 billion, while pre-tax profits leapt 66% to \$644 million. Capital expenditure on rental equipment was just under \$3 billion, compared to \$996 million in 2020. The company is forecasting revenues of \$10.65 to \$11.05 billion for 2022.



## 13% growth for Haulotte

Haulotte revenues increased 13% in 2021 to €495.8 million, made up of new equipment sales of €423.3 million - an 11% hike - a 22% increase in parts & services to €55.6 million and a 35% growth in rental revenues to €16.9 million. It expects revenues to grow by more than 20% in 2022.



## Strong finish for Genie

The Terex AWP division - Genie and Terex Utilities - achieved full year revenues of \$2.18 billion for 2021, up 22% on 2020. Operating profit was \$152.1 million compared to just \$500,000 a year earlier. Fourth quarter sales increased 30% to \$534.4 million, while order intake was \$922 million, with an operating profit of \$25.4 million compared to a loss last year of \$1.9 million. It is forecasting sales in the region of \$2.3 to \$2.4 billion for 2022, restrained by supply chain issues, however it expects margins to improve.



## Record order intake for Manitou

Manitou sales in 2021 improved 18% to €1.87 billion, while pre-tax profits increased almost 78% to €116.2 million. Revenues were made up of €1.53 billion of new machine sales, plus €340 million for Services and Solutions. Order intake was a record €3.6 billion, leaving a €3 billion order book at the end of December.



## Briggs takes Aerial Platform Hire

Briggs Equipment has acquired Irish rental company Aerial Platform Hire from the Davin family in an all-share purchase deal. Aerial Platform is one of the longest established self-propelled aerial lift distributors in Europe, having entered the market at the end of the 1970s and was one of JLG's longest serving dealers.



## Two acquisitions for Mollo

Italian rental group Mollo Noleggio has made two aerial lift/telehandler rental acquisitions - Monia Noleggi and Parmiani Noleggi.

Monia Noleggi is based in Forli and runs a fleet of boom and scissor lifts, as well as truck mounted and spider lifts. The Monia business has already been integrated into Mollo Noleggio network with a merged Forli branch.

Parmiani Noleggi, based in Montagna near the Swiss border has two branches along Lake Como in Piantedo and Garbagnate Monastero. It runs a fleet of around 150 aerial lifts including truck mounts, booms, scissors, spider lifts and telehandlers, along with a few truck cranes. The business will continue to operate under the Parmiani Noleggi brand, and be managed by the founder's daughter, Chiara Parmiani.



## Eurolev moves into Alsace

French rental company Eurolev has acquired the aerial work platform activity of Alsace-based crane rental company AS Manutention and opened two new locations in the region, one in nearby Colmar one in Strasbourg - its 18th and 19th locations.



AS Manutention is based in Biesheim on the Franco German border with another location in Strasbourg and one in Amiens in the north. The aerial lift fleet is not large - just 30 scissor and boom lifts - which joins Eurolev's 2,000 strong fleet. It does however provide Eurolev with a foothold in the Alsace region, it has also opened a second location in the region in the port area of Strasbourg.

## Verhelst assumes Wolffkran activity in Belgium

German tower crane manufacturer Wolffkran has appointed Verhelst Machines as its exclusive distributor in Belgium, along with non-exclusive distribution rights in the Netherlands. The deal also sees Verhelst acquire Wolffkran's tower crane rental activities in Belgium.



## Collett buys Plant Speed

UK heavy haulage company Collett & Sons has acquired the wind energy division of Bristol, UK based Plant Speed. The deal includes all of Plant Speed's specialist wind turbine equipment, which will join the Collett fleet. The deal will also see Plant Speed remove itself from the wind energy market to focus on its haulage operations.



## Bay Crane acquires Capital City

New York based Bay Crane has completed the purchase of Columbus, Ohio based Capital City Group. Established in 1993, Capital City is now a leading crane and rigging company in the Midwest, running around 140 cranes ranging from two to 750 tonnes operating from seven locations. The transaction follows the acquisition of Gatwood Crane in January and puts Bay Crane firmly into the top 10 largest crane rental companies in North America with 15 full service locations.



## Budrovich acquires Scott's Crane Service

St. Louis, Missouri based contractor and crane rental company Budrovich has acquired Scott's Crane Service of Holts Summit, Missouri on the north east side of Jefferson City. All of Scott's employees have been offered jobs at Budrovich, which plans to expand the operation and upgrade the fleet, which is currently made up of a number of Grove truck mounted and All Terrain cranes, along with some self-erecting tower cranes.



## Felbermayr takes SGL

Austrian crane and aerial lift rental group Felbermayr has acquired German rental company SGL. Based in Giesen SGL runs a fleet that includes scissor and boom lifts, truck mounted platforms and telehandlers, while offering a range of other products including spider cranes from other Partnerlift members. It employs eight staff and covers the greater Hanover region.



## Another acquisition for Gerken

German access and telehandler rental company Gerken Mietservice has acquired family owned A-Ziebuhr Container. Based in Plettenberg due east of Düsseldorf, Ziebuhr builds, sells and rents all types of temporary accommodation from site office cabins to modular accommodation containers throughout Germany. Gerken has acquired the whole business - including the rental fleet and staff - and it joins the Gerken Raumsysteme division.



## Access Industrie returns to Spain

French rental company Acces Industrie has acquired Spanish rental company Uping Acces from owner Antoni Royo. Uping is based in Sabadell on the north side of Barcelona, with another two branches in Catalonia. The company runs a 400 unit fleet of boom lifts, scissor lifts and 3.5 truck mounted lifts.

The acquisition takes Acces Industrie back into Spain, after selling off or closing its Spanish operations in 2013 as it ran into financial difficulties. Today it runs a 10,000 unit fleet and is owned by Equistone Partners Europe.



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- US-based **Ring Power** has promoted **Mike Beauregard** SVP of its merged Utilities, Truck and Crane divisions as **Dave Glass** retires



**Mike  
Beauregard**



**Dave  
Glass**

- Merlo UK** has appointed new dealers in South Wales - **Tegfan Garage** and **Phoenix Hire & Sales**

- Germany's **Herrmann & Wittrock** has taken three new **Liebherr** 40, 60 and 150t All Terrain cranes

- Multitel Pagliero** has appointed **Mirko Rebuzzi** as distribution manager



**Mirko  
Rebuzzi**

- Tower crane manufacturer **Grúas Sáez** has appointed **BKL** as its dealer in Germany

- Manitex** has merged some **Valla** and **Oil & Steel** sales functions in Italy - Oil & Steel sales director **Fulvio Frunzio** will also coordinate Valla Crane sales in Italy, Croatia, Malta and Slovenia and customer service coordinator **Andrea Zanella** adds **Manitex Valla** products to his role.



**Andrea  
Zanella**

- Dutch material lift/AWP company **Alp Lift** has opened a branch in Witten, Northern Germany

- Spain's **Transbiaga** has taken three new 750t **Liebherr** LG 1750 lattice boom truck cranes

- Katie Holt** has been appointed editor of North American magazine **Lift and Access**



**Katie  
Holt**

- UK rental company **Speedy** has added another 380 new **Dingli** platforms to its fleet

- Terex cranes** has appointed **Giancarlo Montanari** as general manager of RT Cranes



**Giancarlo  
Montanari**

- UK's **M & M Mobile Crane Hire** has taken two new **Liebherr** cranes

- CMC** has appointed **Effemme Piattaforme** as its dealer for the province of Mantua in Lombardy

- JLG** has appointed **Bob Begley** as product director, scissors & low-level platforms



**Bob  
Begley**

- German rental company **Ley-Krane** has taken a new 50t short boom **Liebherr** LTC 1050-3.1 City crane

- China's **LGMG** has appointed **Carsten Sacher** as sales manager for Germany



**Carsten  
Sacher**

- French rental company **Cochez** has taken a new 220t **Tadano** AC 5.220-1

- CMC UK** has moved into new headquarters in Worthing, Sussex

- US **Engineered Rigging** has appointed **Kayla Munn** as key account manager



**Kayla  
Munn**

- Graham Brent** CEO of the **NCCCO Foundation** is to retire

- Manitowoc** CFO **David Antoniuk** will step down in May and be succeeded by **Brian Regan**



**David  
Antoniuk**



**Brian  
Regan**

- New York window

- cleaner **Skyway** has taken a new 56m **Bronto** S183XR/S56XR

- Jekko** has delivered its first 5t diesel/AC electric SPX650 spider crane to Spain

- UK access and rental veteran and mentor **Ian Gamble** has died



**Ian  
GAMBLE**

- UK sales & rental company **CBL** has taken six new **Faresin** 2,600kg/6m telehandlers

- McGovern Crane Hire** has taken the UK's first short boom **Liebherr** LTC 1050-3.1

- Sinoboom Australia** has appointed **Mitch Ely** as national operations manager



**Mitch  
Ely**

- Verhelst Machines** has taken over **Wolffkran**'s rental operations and distribution in Belgium

- Germany's **Krandienst Lange** has taken a new 50t **Tadano** HK 4.050-1 truck crane

- Modulift** has appointed **LGH** as stock holding partner for Germany

- Brazil's **Guindastes Tatuapé** has taken the first 120t **Liebherr** LTM 1120-4.1 in the country

- Multitel Pagliero** has achieved record sales and confirmed

- Alessandro Bianchi** as sales director for Italy, while **Roberto Marangoni** adds global marketing to his duties as international sales director



**Alessandro  
Bianchi**



**Roberto  
Marangoni**

- Terex Cranes** has appointed **Troost Machinehandel** as RT crane dealer for The Netherlands

- Russia's **PSK** has received 80 new **Genie** boom and scissor lifts

- Haulotte** has appointed **Centrocar** as its distributor in Angola and Mozambique

- UK's **PG Platforms** has taken the first 26ft **LGMG** SR0818D scissor lifts in the country

- Spanish rental company **Jofemesa** has purchased 100 **Haulotte** boom and scissor lifts

- Tadano** has delivered the last European 100t ATF 100G-4 to Germany's **Henrichs**

- UK-based **AFI** has taken its first units of the new 64ft **Skyjack** SJ9664RT Rough Terrain scissor lifts

- Johnson Arabia** has taken 10 new 19ft **JLG** R1932 slab electric scissor lifts

- UK-based **Lee Lifting Services** has taken a new 150t **Liebherr** LTM 1150-5.3 on its 40th anniversary

- The UK's **CPA** has released an online seminar regarding the use of red diesel in construction

- Former access and crane sales manager **Martin Davies** has died



**Martin  
Davies**

- Germany's **Rothlehner** has received another six **Easy Lift** spider lifts making it 60 in the past year

- US rental company **Budrovich** has acquired **Scott's Crane Service** of Holts Summit, Missouri

- Briggs Equipment** has acquired Ireland's **Aerial Platform Hire** from the **Davin** family

- Mammoet** says it is investigating intellectual property rights violations by **Huisman** and **BMS**

- Brazil's **Calsimec Group** has taken a 250t **Liebherr** LTM 1250-5.1 All Terrain

- Dutch company **Boekestijn Kraanverhuur** has taken an 800t **Liebherr** LTM 1750-9.1

- UP Equip**, the **Easy Lift** spider lift dealer for N. America, has delivered eight new spider lifts

- JLG** has partnered with **RE2 Robotics** to integrate robotics into its machines

- JLG** has appointed **Wac McCandless** as its distributor for Northern Ireland

- Merlo UK** has appointed

- Gavin Smith** as a regional sales manager

- and **James Knight** as marketing co-ordinator



**Gavin  
Smith**



**James  
Knight**

- UK access rental company **Levels Above Site Services** has taken its first new aerial lifts

- UK rental entrepreneur **David Cadman** is inviting people to join him in a charity Triathlon



**David  
Cadman**

- UK arborist supplier **DJB Machinery** has purchased 16 more **Multitel** SMX250, spider lifts

- New York-based **Bay Crane** has acquired **Gatwood Crane Rental Service** in the Chicago region

- Mexican crane company **Levantek** has taken its first **Liebherr** crane - a 180t LTM 1160-5.2

- US-based **All-Star Rents** has acquired or established two new rental locations in Florida

- Manitex** has appointed **Fabrizio Girotti** as general manager of its **Valla** crane business



**Fabrizio  
Girotti**

- UK's **King Lifting** ordered 19 **Liebherr** cranes including three 700t LTM 1650-8.1 for its 40th anniversary

- US crane industry veteran **Mark Hollister** has died



**Mark  
Hollister**

See [www.Vertikal.net](http://www.Vertikal.net) news archive for full versions of all these stories

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# European van explosion

The market for van mounted platforms throughout Europe has literally exploded over the past year or two with all the leading manufacturers ramping up production after experiencing a huge increase in demand for all types of van mounted lifts.

This increased demand has not been without its problems. Covid, and in the UK Brexit, have combined to create component shortages - particularly electronics - manufacturing delays and price increases. A significant part of this demand has been created by a huge investment - €750 billion in the EU alone - to improve digital capabilities with the continued implementation of fibre optic broadband as well as 5, 6, 7 and 8G networks. And although the larger truck mounted platforms are being used for the installation of the antennas, there is a positive impact on the demand for van mounts particularly in the main user countries such as France, Germany, the UK, and to a lesser extent, the Nordic countries and Benelux. This combined with telecoms and local authority work has continued through the epidemic.

The main trend over the past year for manufacturers has been the move away from diesel power. This has manifested itself in the form of hybrid rather than full electric van mounted platforms, primarily due to the huge cost differential for all electric chassis - up to four times

that of the diesel equivalent. A full electric vehicle also has issues with the weight of the batteries and therefore a reduced payload. The battery pack can also block the position of the vans outriggers/stabilisers.

From a manufacturing point of view, the market leaders remain Versalift and Klubb both of which have expanded over the past year. France Elevateur - probably the next largest van mounted platform manufacturer - has also made significant strides both through acquisition and organic expansion.

### France Elévateur expansion

Last year France Elevateur acquired Spanish vehicle mounted lift manufacturer Talleres Velilla which trades as Movex. Established in 1960 in La Garriga north east of Barcelona, Movex claims to be the truck mounted market leader in Spain producing around 200 vehicle mounts a year with working heights ranging from nine to 24 metres, including 3.5 tonne truck, van and pick up mounted models. At the end of 2020 it moved into a new 6,000 square metre facility allowing it to double its potential production capacity to 400 units a year.

The acquisition provides France



France Elevateur has opened two production lines for its 12m van mount because of demand from the telecoms in France



Elévateur with a significant increase in production capacity, which it says is now in the region of 1,600 units. It also gains some additional products, design engineers, customer base and geographic coverage.

Organic growth is being realised through the expansion of its plant in Flavigny sur Moselle, to the south of Nancy in Eastern France, which reached full capacity after the addition of an extra production line and a move to double shifts. At the end of last year France Elévateur announced that it was adding a new 1,800 square

metre modular sub-assembly hall which will allow it to double the current production capacity and optimise the two production lines in the current facility. Half of the new building will be dedicated to telescopic boom assembly while the other half will be used to assemble electrical installations and carry out finishing work on other incoming components. The expansion was intended to add 20 units a month of additional capacity, the company now says that once the new building is in service it will be able to produce six of its 12 metre van mounted lifts a day - roughly 100 units a month.

### Battle for market leadership

Klubb - a relative newcomer entering the market in 2015 but may now be European market leader - is also seeing huge demand, saying

The new Movex plant near Barcelona



The Movex TLH16 has been developed to cater for ever-increasing restrictions on emissions and pollution within city centres





The Mondia facilities in Liège

that the 'market appears to be growing exponentially'. Last year it says it produced 2,500 vans and forecasts 3,000 this year and 3,500 in 2023. Last summer, in a move to consolidate Klubb's position in the European market, private equity firm Andera Partners acquired a 'significant' but minority stake in the company. With the increased financial support Klubb acquired Belgian distributor, Mondia Wallonie at the end of last year.

Based in Liège, Mondia distributes, rents and services self-erecting tower cranes, from Potain and French manufacturer Speed Crane. More recently it has built up a vehicle mounted lift sales and rental operation, offering Isoli alongside Klubb van and truck mounts. Mondia was one of Klubb's first distributors, and the second distributor that Klubb has acquired, having purchased its UK distributor CPL in 2017. Last year CPL saw an 80 percent growth in van mount sales - due not only to winning market share, but also the huge increase in demand, particularly for hybrid models.

"An electric powered boom with a diesel chassis allows the operator to travel any distance but reduces emissions and fuel consumption by powering the boom from a battery," says CPL. "The battery can last up to 15 cycles and can be re-charged within a lunch break preventing any obstructions in efficiency. The overall cost of the hybrid compared to full electric is substantially lower making it more affordable for smaller companies subcontracting for the big players."

Klubb's current line-up runs to around 60 models and variants including vans and truck mounted lifts, along with specialist fire and insulated platforms. It has five assembly plants and has added services such as long-term rental and product support. In the past few years it has also acquired the assets

of Comilev and then Egi.

In the UK one of its more popular van mounts was the KL32 electric boom mounted on a 4.5t diesel Renault Master cutaway van, without outriggers. The KL boom is manufactured using lightweight, High Elastic Limit Steel (HLE) which can give an additional 140kg of additional payload allowing the user to carry a fully stocked workshop in the rear of the van where previously they may have sent out a separate backup vehicle.

"Thinking outside the box when designing these platforms has been key to the increase in sales," said CPL. "Designing van mounts without outriggers cuts set up and stow time. The option is available on the full KL range. Educating each sector on the benefits of van mounts and taking care of the in-life maintenance of the fleet have been key components for market growth."

"Due to these factors, CPL has also seen a sharp rise in sales to rental companies. Some of the larger national customers are predicting more than 35 percent growth this year and the same each year after. The feedback received is based around the many options now. Key features offered include accessories like the ladder locker. Although it seems strange to carry a ladder on a van mount, sometimes it is impossible to reach the area with a vehicle mount or any platform for that matter. Other popular options are as basic as tool trays in the basket allowing the operator to organise their tools neatly. Each of these small touches make work at height more efficient, cost effective, helping make the company more profitable."

Klubb is busy designing new products for additional market sectors. One of the latest releases is the KT18PZ - a 19 metre telescopic, mounted on a seven tonne van chassis and claims the best working height on a van mount in the market.



In the UK one of Klubb's more popular van mounts is the KL32 Hybrid with an electric boom mounted on a 4.5t diesel Renault Master cutaway van without outriggers.



One of Klubb's latest releases is the 19m KT18PZ mounted on a seven tonne van chassis which claims the best working height of any van mount



The K20L can be supplied as a full van or cutaway version. Both with a 10.5 metre working height



The 1,000th Versalift VTL van mounted lift was produced in just over two years after its launch

It has an outreach of 9.5 metres and 420 degrees slew.

For companies looking to completely eliminate emissions, Klubb has designed three new options mounted on the Peugeot E-Expert, which has a range of up to 330km making it ideal for more urban applications. The K20L can be supplied as a full van or cutaway version. Both options have a working height of 10.5 metres and a working outreach of 5.8 metres with no outriggers and 420 degrees slew. The KL21B has a working height

of 11.4 metres and 6.5 metres outreach. This design comes as a full van with no outriggers yet with a substantial payload for a mobile workshop.

**Versalift on the move**

Versalift is seeing substantial demand for its lightweight VTL (Versalift Telescopic Light) van mounted platforms. Launched in 2019 the VTL-41-145-F the company has already sold more than 1,000 units. Since then, production in Denmark has grown beyond all expectations with the VTL product

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Versalift UK's facility is very busy at the moment producing about 600 van and 4x4 mounted platforms over the past year

aimed at the changing demands of the European market and to cope with increasing van weights for each new engine Stage.

The VTL was followed by the VTM van mount in mid-2019 with the new VDTL van mount coming later that year. The growth in production has generated more than 50 new jobs at the company's Danish plant in Farsø - between Aalborg and Aarhus. Production in France and UK where the units are mounted, has also helped increase capacity.

Versalift has been involved in several acquisitions, last year parent Time Manufacturing/Versalift acquired German truck and spider lift manufacturer Ruthmann. A month later it launched the first, CE versions of its US-built Aspen underbridge inspection platforms, which Time acquired in 2018. Last year the company acquired its Canadian distributor Calco Equipment which it rebranded as Versalift Canada.

At the end of last year Versalift

opened a company store in Sweden to distribute its vehicle mounted lifts as well as Ruthmann. The company says the reason for moving from an independent distribution to a wholly-owned subsidiary is a desire to move closer to its customers. However, it may also be related to the damage caused when its dealer in France decided in 2015 to go its own way, transitioning to Klubb, now its biggest competitor.

And just a few months ago the Time/Versalift group itself was acquired from private equity owners the Sterling Group by private equity firm H.I.G. Capital. While it is still early days, the signs suggest that the new owners are looking to invest and expand the brand and product ranges.

**Versalift UK expansion**

"In the UK production is flat out and we have produced about 600 van and 4x4 mounts over the past year," says Versalift UK managing director Andy Bray. "Yes, it is very busy at the moment, however we have achieved a 25 percent increase in revenues every year since 2017 and now consistently make 500 to 600 units a year and employ around 130 staff. We managed to increase manufacturing productivity for the 13.5 metre van mounts by about 20 percent using specialist teams and cell production. We also see between 25 to 30 productivity improvements when building the more



Unimog mounted platforms are also very popular for Versalift

modern and easier designed VT rather than older EH models. The VTL is very popular - last year we produced 350 VTLs on Transits out of a total of more than 500 units." "Because there are several issues with fitting an access platform onto a full electric chassis - weight and position of the battery pack - I think we are about five years away from getting the best range, performance and payload package from all-electric van mounted platforms. The hybrid machine however is an increasingly popular option. We get 20 complete platform cycles on a full battery charge - enough for a day's work. Also, the 3.5 tonne mounted hybrid is only around eight percent more expensive and the hybrid technology can be retrofitted. On top of the kit the cost of fitting is about £1,500."

"Obtaining chassis is very difficult at the moment with lead times up to 12 months. We continually have 250 chassis on order but supplying customers can be difficult as we never know when a particular chassis will arrive. Unfortunately van prices have also increased, up to 30 percent in past two years particularly with Mercedes products."

**Seven tonne vans**

One surprising demand point is for the larger seven tonne chassis vans, as some clients switch from truck mounted platforms due to the need

for more storage capacity and a cheaper vehicle. While not dramatic it shows a trend that may grow with companies looking to save between £12-15,000 per vehicle as long as a 17 metre working height is sufficient.

Another popular area is the Unimog mounted market which has grown from less than 10 to 30 to 40 machines a year. Versalift has landed a contract with Irish state owned electrical supplier ESB, for 119 insulated 4x4 platforms on 7.5 tonne 4x4 Mitsubishi Canters, plus a few on Unimogs. The key 4x4 markets are UK, Ireland, Spain and Germany.

"There are now around 9,000 Versalift platforms in the UK and Ireland," said Bray. "In the future we are looking to increase turnover from £30 to £60 million, with contracts such as the five year ESB deal."

Another smaller UK company doing well at the moment is Aldercote. The company is one of three suppliers to the UK's largest van mounted platform rental company Access Hire Nationwide (see page 22). The company produces a wide range of vehicle mounted platforms - including small truck mounts, vans, 4x4 pickups, trucks and Unimogs - from 8.55 to 19 metre working heights including tracked vehicles as well as being the Altec insulated platform distributor for the UK.



Hybrid van mounted platforms are becoming increasingly popular - this Versalift e Tech unit can complete 20 complete platform cycles on a full battery charge



Aldercote produces a wide range of vehicle mounted platforms from 8.55 to 19 metre working heights including tracked vehicles. These are VZ145 E drive platforms on a five tonne Iveco with 14.5 metre working height, 9.1 metres outreach and 250kg basket capacity

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# Flying under the radar

**In business there are companies that like to shout about everything they do while others just go quietly about their business. Access Hire Nationwide (AHN) - a division of Kelling Group - is in the latter category, and over the past 15 years has 'flown under the radar', building the company to the point where it is almost certainly the largest specialist van mounted platform rental company in Europe. Mark Darwin visited the company at its head office near Normanton in West Yorkshire to find out more.**

Unless you operate in the van mounted platform rental sector, Access Hire Nationwide is probably just another rental company name; however as a specialist provider focused on core infrastructure sectors, the company has demonstrated strong, uninterrupted growth since its foundation.

In the last C&A rental fleet survey AHN declared just over 1,000 van mounted platforms and expects to have a fleet in excess of 1,400 platforms within the next 12 months, while its total fleet - which also includes eco efficient mobile welfare units and lights - will total in excess of 3,800 units.

The group is continually looking to expand its offerings and has moved into offering lease packages both on standard vehicles but also tailored lease packages on bespoke vehicles.

## **In the beginning...**

AHN was founded in 2007 by John Wood who set about not only building the business into a market leading operation with a fleet of more than 500 units, but was instrumental in transforming the way long-term van mounted rentals were structured.

In 2014, he led the investment and raising of growth capital in AHN by Elysian Capital, a mid-market private equity firm. The deal also included sister company Welfare Hire Nationwide (WHN) which was formed in 2012 to hire eco efficient mobile welfare facilities to core infrastructure markets such as rail and highways. In 2017 the Group went through a secondary buy out and secured investment from US infrastructure fund Alinda, which was attracted by the long-



*AHN expects to have a fleet in excess of 1,400 within the next 12 months*

term dynamics, robust financial performance and core infrastructure focus of the business.

## **Current set-up**

Given the group's constant growth since foundation, the business has continually invested in its senior team, particularly over recent years. Last October, Wood took a step back from the day to day running of the company becoming Chairman, while Chief Financial Officer Stephen Moore was promoted to CEO and in the last few months Matthew Jowett has joined as CFO.

"There are some important common principles across the Group that have remained consistent since foundation," says Moore. "We have always sought to be focused, specialists in our chosen fields, not generalist hirers. We are very specific in the sectors we want to operate in, which means we can provide the best products and the best support to our customers in these markets. Access equipment is a critical asset so minimising downtime for clients is crucial. We ensure we have the capacity to provide true 24 hours a day, 365 days a year cover, meaning if anything goes wrong, we can sort out the problem very quickly."

"Long term hire is anything from two to four years with the current average being just over three years. The main sectors we supply include telecoms, power distribution, street lighting and

local authorities. This long term commitment by our clients enables us to invest and provide them with the latest equipment and technology available."

## **Investment**

AHN says its average fleet age is currently less than 2.5 years and is decreasing with the continual investment in new products.

"The strength of our offer and solidity in our customer base has enabled us to invest throughout the economic cycle and each year we continue to make significant investments to grow our fleet," says Jowett. "Over the last 12 months we invested over £30 million across



*Head office in Normanton, West Yorkshire*



*A Klubb K38P from CPL*

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the Group, and the year before just a few million less - split about 50/50 between access and welfare - all throughout a period where many providers reduced capex or put it on hold altogether. This puts us in a unique position to support our clients' growth and to deliver projects critical to the nation's infrastructure, something we are extremely proud of."

### Trusted suppliers

Over the years the company has worked closely with a few preferred suppliers. For the access equipment it currently uses CPL/ Klubb, Versalift and Aldercote which between them supply all of its van mounted and 4x4 pick-up mounted platforms up to 17 metres. AHN says it opts for a high specification as standard for its clients, which for the vans includes ply lining,

roof beacons, Chapter 8 livery, a reversing camera, emergency stop in the basket and pedestal and full functions at ground level with a five metre wander lead.

"We select the best quality, most technologically advanced products at the time of purchase," says Moore, "however if customers prefer a certain specification, then it can usually be accommodated - we like to work with our customers over the long term and work in partnership with them."

Through talking with its customers and suppliers the Group has a planned pipeline, both to replace older units and expand the fleet. Most of its vans are on 3.5 tonne chassis with 13 to 14 metre working height. It also has 5.2 tonne and seven tonne GVW vans which provide maximum working heights



in the region of 17 metres. Although the larger vans need additional driving licence requirements for younger operators, their main advantage is the much larger cargo carrying capacity - up to 2,300kg when mounted on the largest chassis.

### Product range

Recent fleet additions include the 13.8 metre Klubb K38P mounted on a 3.5 tonne Renault Master or Ford Transit supplied by the manufacturer's UK distributor CPL. The unit has an outreach of 8.2 metres with 120kg in the platform, while its maximum platform capacity of 200kg is available at an outreach of up to 7.5 metres, whilst boasting a working height of 13.8m. It has two, A frame stabilisers, 1kV boom and basket protection and electric emergency decent controls

fitted in the basket and turret.

AHN also has a growing fleet of Versalift VTL135-F van mounted lifts. Mounted on the 3.5 tonne Iveco Daily 35S or Ford Transit chassis, the VTL135-F offers an outreach of 8.4 metres and a platform capacity of 230kg. Features include zero tail swing, an LCD display in the platform and 200kg of cargo payload after driver, passenger and fuel are taken into consideration.

AHN's 3.5 tonne 4x4 pick-up mounted platforms include CPL's 13.2 metre P-130 platform on Isuzu or Toyota chassis, providing up to, 6.5 metres of outreach and a spare load capacity of about 225kg. The fleet also includes the 14 metre Klubb KAT 42 with 6.4 metres of outreach and 200kg platform capacity, mounted on the Isuzu D Max chassis.

**AHN is probably the largest specialist van and 4x4 platform rental company in Europe**





To augment the van mounted fleet, AHN also offers pole erection units on 7.5 to 18 tonne GVW chassis. These typically can have either a front or rear mounted crane, front and rear gantries with pole dividers and pole grips, a drop-side body, rear facing high density beacons, two rear facing work lights and two high density front facing beacons. The units also have tool lockers mounted on the underside of the body on both sides of the chassis.

AHN also offers electric and hybrid options within the fleet and is happy to discuss options with any customer looking at this product type. It is currently a small proportion of the fleet, but it is growing, and with new manufacturer innovations and improvements is expected to grow further over time.

"The number of enquiries for electric/hybrid vehicles has certainly increased over the past 12 months, but the charging infrastructure is not yet good enough for the current 40-to-50-mile range, and also the current significant costs are a factor in adoption. The hybrid is more of a valid option but still somewhat of a compromise for working requirements compared

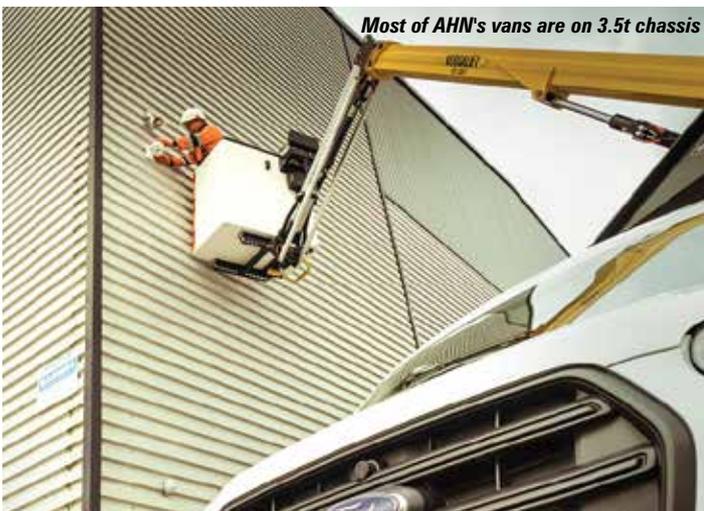
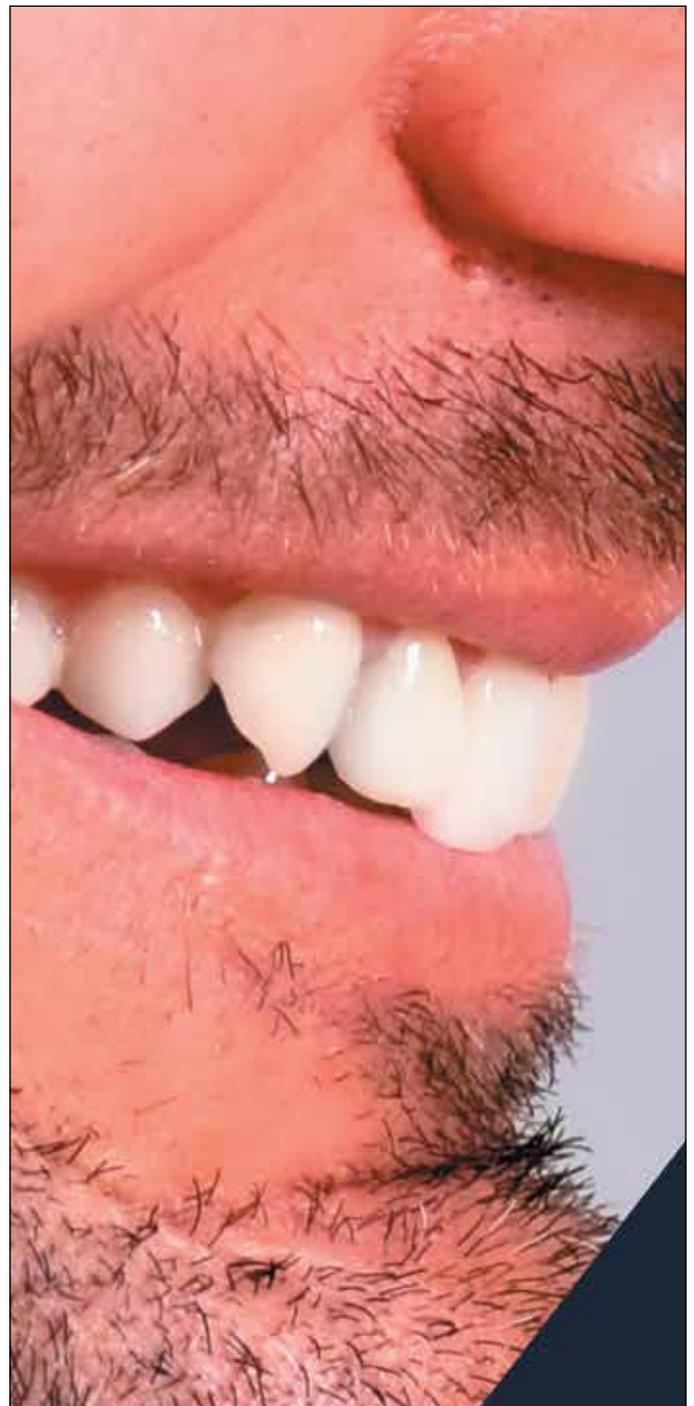
to traditional technologies," said Moore.

#### Key to success

"We are constantly investing in the latest products which include high specification chassis and booms," adds Moore. "We also have very good long-term relationships with our clients, understanding their requirements and working with them as a partnership to help their businesses succeed. Downtime is very costly, so this is minimised as much as possible by ensuring the products are modern and maintained to a very high standard. We take all the headaches away from clients by providing a fully outsourced solution all included in the hire rate, including carrying out any regulatory requirements, servicing, repairs, MOTs and sorting breakdowns and replacement vehicles when required."

#### Lease offering

The company's long-term lease option - up to seven years - also works like a fully-serviced operational lease, providing the financing with all the backup, regulatory compliance and maintenance included as standard. It apparently suits several clients, who prefer it over the more flexible



Most of AHN's vans are on 3.5t chassis

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long-term rental, appealing to companies who would usually purchase their equipment, or where there is longer term visibility on core asset requirements.

"We can demonstrate cost savings for clients where leasing is an option," says Moore. "Companies can tie up millions of pounds in capital expenditure and then have all the costs to service, maintain and employ additional people to manage all this. The other option is to lease and outsource all this to us, leaving clients able to focus on their core business."

"With regards to availability, we include our customers and their requirements in our long-term planning, and then make the corresponding investment in the supply chain partners with which we have built really strong relationships, so that we have the visibility of assets coming through. Given our fleet size we are also able to accommodate new customers with nearer term needs with reliable and modern equipment. We do not see any reason why we cannot continue to invest in the access market and grow with our supportive banking syndicate and equity investor."

### Welfare business

The other half of the Kelling Group is mobile welfare which was formed in 2012 and which has similar key requirements as the company's access business.

"Welfare has had a much bigger focus by all businesses over the past 10 years and especially in the last two or three years. We set out to develop the business

and offer modern, innovative and environmentally friendly products compared to traditional offerings, again to core long-term infrastructure markets such as rail and civils/highways, all delivered nationally using our fleet of low emission ULEZ towing vehicles. We can demonstrate fuel savings of about 15x plus compared to traditional welfare products, and the annual CO2 savings for customers who use our products are significant. From a standing start in 2012 WHN now has about a fleet of over 2,000 units."

### ECO units

The company claims to have the largest rental fleet of bespoke, innovative and eco-friendly towable mobile welfare units and welfare vans in the UK.

"Our fleet has always been modern, bespoke, eco-focused and market leading. The latest generation includes innovations such as lithium battery and full solar technology covering 100 percent power requirements for silent running and minimising the need for generator power, rainwater recycling, and an intelligent auto system with onboard and online dashboard for full telemetry to guarantee smart usage of power and services," says Jowett.

"Compared to using standard non-towable static units, using 100 of WHN's bespoke ECO10 units will result in more than 1,200 tons of annual CO2 carbon footprint savings. This is equivalent to keeping 36 HGVs off the road," adds Moore. "Because all of the welfare units are towable and we



have a fleet of ULEZ 4x4 vehicles we can guarantee next day delivery to anywhere in the UK. These units are unique to us and we have a range of sizes to accommodate all requirements."

### Growth potential

"Both the access and welfare markets are growing significantly, and given end market dynamics and sector funding, I do not see this changing anytime soon. Equally we have plans for investment in ever more modern and efficient products and will continue to work with our clients to provide the best specialist equipment to meet their requirements."

"If you have a growing telecoms business for example, why would you tie up several million pounds in fixed assets which could alternatively be used to grow your business? The difference between lease and long-term hire are slightly different business models with a pricing differential between the two to take account of the length of commitment. However, the asset is the same, and we are specialists in these assets at providing a fully outsourced proposition. Historically everyone either hired or purchased. With some customers who can commit to the longer term, we are able to demonstrate it may suit their

requirements better, and if so, there can be significant savings. We are happy to discuss from one to one hundred leased assets, and beyond - there is no floor or ceiling on our ability to finance, structure and meet specific asset requirements," said Moore

"For those that go down the purchase route they should remember that in addition to the purchase cost, these are hard working assets and incur additional costs which many may not appreciate as they are hidden in the P&L, these include servicing, breakdowns, replacement parts and downtime, and if you don't have a replacement you may also leave a gang of men unable to work while you struggle to get a replacement vehicle. Those that understand the total costs are much more likely to long-term hire, or if appropriate lease," said Jowett.

### Future products?

"Currently we want to make both of our areas of specialisation even better. However, there are new areas we are constantly evaluating, but they must have the same common principles that have been applied to AHN and WHN. The mobile tower lights within Welfare are a good example. Three years ago, we introduced hybrid lighting



An ECO XLi unit with solar panels and lithium battery



WHN now has a fleet of more than 2,000 units



units and two years ago were a first mover in the UK to offer Lithium lighting. The lithium lights can run for over 450 hours before refuelling, offering the most efficient Eco solution in the market with silent running, and a 94 percent reduction in fuel and CO2 emissions compared to standard products. So, if you want the lowest emitting lighting product in the market that really works, they are the 'go to' mobile light, especially for those looking at

fuel savings and CO2 emissions," said Jowett.

"We looked at our existing welfare customers and found that many of them often worked outside of daylight hours, such as in highways and rail, where much of the work is done at night when the network is less busy. It is that kind of thought process that we go through before bringing in any new asset categories. Whilst we have expanded over the past 15

years, we have done it carefully and strategically and we still have a range of focused, specialist products. We don't want to spread ourselves too thinly and lose the premium service and specialist advice aspect of the business. We will look at other products but are very disciplined about keeping to the specialisation principle in our core offering."

**Spare capacity**

"Ultimately whichever van mount the clients opt for you have to keep the fleet well maintained and available.

We always operate with spare capacity to fulfil breakdowns, swap outs etc. to ensure a high level of service is maintained. We have a fleet size that enables us to do this - in smaller rental fleets this is not always possible," said Moore. "Our aim is to continue to grow the Group's fleet by over 20 percent annually and invest to keep our fleet the youngest, most modern and innovative in the market with a premium service in our areas of specialisation."



*All WHN's welfare units are towable using a fleet of ULEZ 4x4 vehicles*

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# Connecting the world

Much of the transport infrastructure that was built as the age of the automobile bloomed in the mid-20th century is now reaching the end of its life... or gone well beyond it. The challenges of replacing major structures within tight deadlines and with minimum disruption is always a challenge. Cranes have always played a major role in this, but a growing range of alternative lifting equipment and techniques is providing lifting engineers with a wide range of innovative options. Will North reports.

As the name suggests, alternative lifting encompasses a range of tools united by one common factor - they do not directly involve the use of cranes or regular lifting machines. Within that simple categorisation there is a wealth of equipment, tools and techniques which are often used together to design a lifting solution that is custom designed for the job at hand.

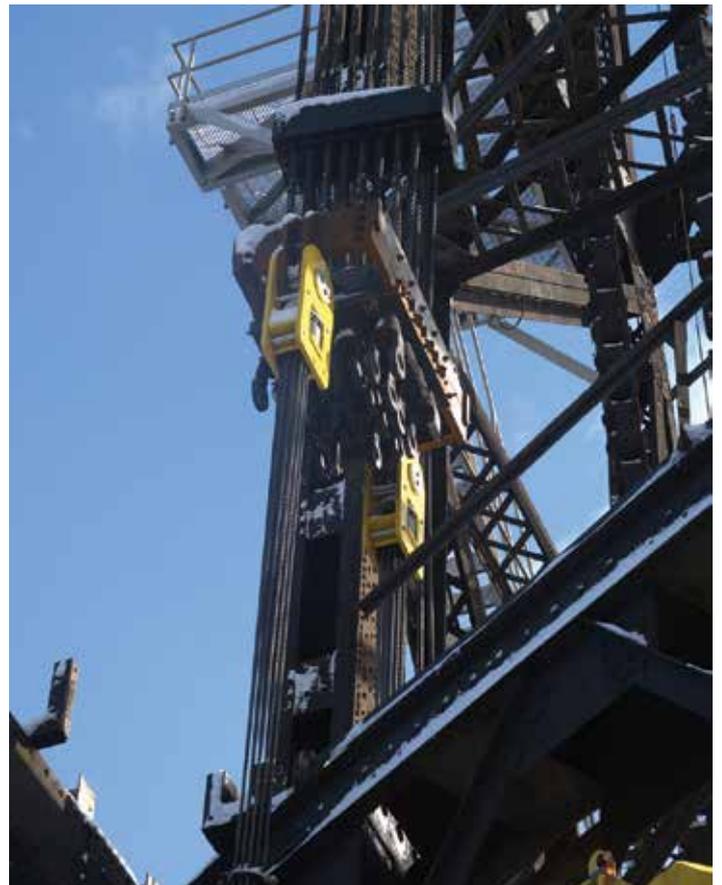
Although a sweeping generalisation, one of the key differences between alternative lifting systems and cranes is that they do not lift from above, although there are plenty of exceptions. Rather they tend to lift from below or slide, skid and turn through cramped environments, on sites where there is not enough space or access to the load from above, or access for the size of crane required to lift the weight.

One sector in which alternative lifting techniques are often used

- as they can be impossible to reach with most cranes - is bridge construction and replacement, where key stages of jobs must be completed within exceptionally tight deadlines and closing a bridge for more than a few hours can have a major impact on both passenger transport and business.

### Limited lifespans

In recent years, governments and transport agencies worldwide have had to face up to the challenges of decaying infrastructure. In the second half of the twentieth century, most governments went on major road building sprees, bringing modern transport networks into the age of the car and the truck. Now, 60 to 70 years later, most of the bridges in these highway systems are showing their age and have often gone well beyond their planned lifespan. The USA's interstate system is a good example of this. President Eisenhower signed



the Federal Aid Highway Act of 1956 into law in June of that year, sparking off a massive building programme to construct more than

40,000 miles of four lane highways that included thousands of concrete bridges. There are sections however, such as the Pennsylvania Turnpike, that date back to 1940.

In a recent white paper, Dutch international heavy lift and haulage contractor Mammoet addressed some of the issues facing transport agencies. Rafael Martinez, sales manager at Mammoet, says: "Although there are now conventions in place to ensure a good minimum lifespan for bridges, before the 1990s this was much less common. In the 1950s, 60s and 70s, the lifespan of a bridge was usually designed to be around 50 years. That means that bridges built in recent memory may be less durable than expected, with lifespans that shorten the further



back in time we go. The method of construction can vary markedly between bridges of different ages and localities, which means there is no 'one size fits all' solution to removing them."

### Overnight installation

On many of larger bridge construction projects, it is becoming increasingly routine to build the entire structure - or substantial portions of it - off site and then, over the space of a few hours, complete the installation with the aid of barges or SPMTs (Self Propelled Modular Transporters). Jacking systems such as the Mega Jack range - developed by ALE, which is now part of Mammoet - often play a starring role in these jobs.

Systems like this use hydraulic jacks together with modular steel box blocking. The boxes interlock with each other to build a structurally stable support tower. The hydraulic jacks raise the load just enough to slide in another box to raise the tower height. With each stroke, the tower gets a little higher or visa versa when lowering.

This is an incredibly versatile approach. The original system, developed at ALE, could lift up to 5,200 tonnes per tower which allowed it to be used in offshore fabrication yards. Offshore rigs could be constructed in modules weighing many tens of thousands of tonnes and then stacked one on

top of another using the Mega Jack system.

Later versions focused on more modest 'everyday' capacities. The latest version is the Mega Jack 800 which lifts up to 800 tonnes per tower. The system was first deployed on a multi-phase project to replace the Loenersloot Railway Bridge in The Netherlands in 2014 working alongside SPMTs, strand jacks, large All Terrain cranes and a heavy skidding system.

Mammoet used the Mega Jack system very effectively last Spring on a project to install 8,400 tonne bridge sections for a replacement road and rail bridge over the Danube, in Linz Austria (See C&A issue 23.2, page 17). In October, Mammoet added 10 more Mega Jack 800 towers to its fleet.

### Crossing the Seine

Mammoet is by no means alone in using this type of equipment for bridge work. Most recently, Belgian international crane and heavy lift company Sarens was called on to

install the two bridge spans for the new Seibert Bridge over the river Seine between the Île Seguin (the island between the western Paris suburbs of Boulogne Billancourt and Sevres) and Meudon in France.

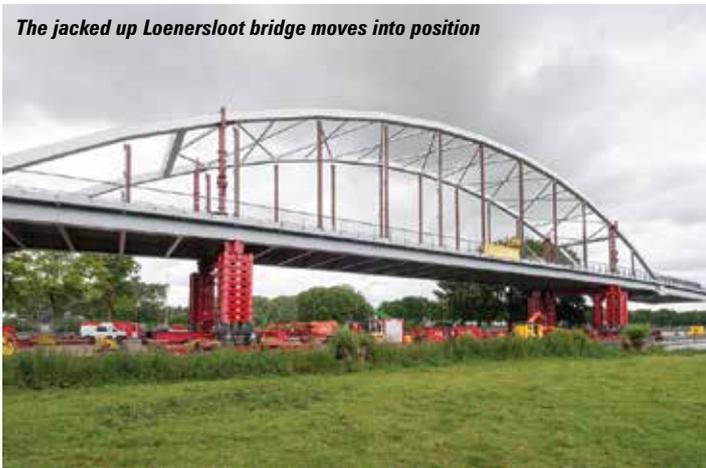
The new bridge has an overall length of 150 metres made up of a 100 metre span over the Seine, plus a 50 metre span over a road on the Meudon side of the river. It replaces one dating back to 1931, one of several bridges onto the island built to serve a Renault factory which was built on the Île Seguin in the early 1930s. The factory closed in 1992 and was demolished between 2004 and 2005. The old bridge was closed to traffic in 2017 and removed by Sarens using a barge and jacking method in 2019.

The 100 metre span of the new structure weighed around 2,240 tonnes and was constructed out of 125 smaller sections. These were fabricated off site and delivered to the Île Seguin where the bridge assembly took place last summer.



*The old bridge is removed*

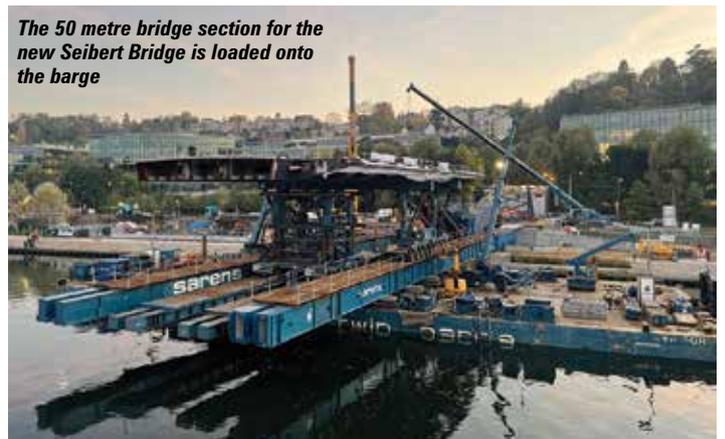
*The jacked up Loenersloot bridge moves into position*



*SPMTs, Mega Jacks and barge on the Danube in Linz*



*The 50 metre bridge section for the new Seibert Bridge is loaded onto the barge*



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The 100 metre main span moves towards the barge

Project engineer Tomas Spinnoy said: "The bridges were pre-assembled on the island 10 metres above the water level of the Seine. The distance between the barge and quayside was approximately 15 metres, requiring the building of a complex structure to transport these bridge parts into their final position on the barge."

The size of barge required to transport the bridge would have been too wide to navigate the Seine. So, a twin barge - the Karel-Victor - travelled to site as individual units and was reconnected at the job site. With the barge in place, massive beams were installed on the barge, blocked up to match the 10 metre height of the quay, to create a

bridge from the quay to the barge and span the 15 metre gap, while extending the effective barge width. The assembled bridge spans were then able to be transferred aboard. This required the carefully choreographed use of 84 axle lines of SPMTs along with the jacking towers, to manoeuvre the spans onto the barge, float them out and then position them. The new bridge is due to open to traffic this summer. See the video <https://www.youtube.com/watch?v=tU7ysT7IXyc>

**Political stalemates**

But not every bridge job is on anything like this scale. For road users it doesn't really matter how far a bridge spans, whether it crosses a 10 metre canal in an industrial suburb or is part of a long causeway covering several miles - if it is the only way to get where you want its closure is a problem. There are thousands and thousands of these smaller bridges that need major repairs or replacement. This has become an issue of increasing importance in recent

years, particularly in the US. As this article was being written, the Forbes Avenue Bridge in Pittsburgh, Pennsylvania collapsed, taking a bus and a number of cars with it. Thankfully, the traffic was unusually quiet for the time of day, however, 10 people were injured, but at least no one lost their life.

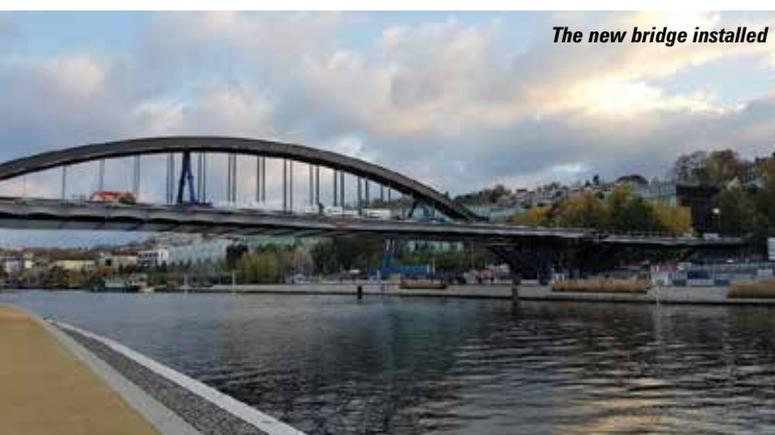
For those who follow the US infrastructure sector, the incident will have sparked a degree of déjà vu. In 2007, a bridge collapsed in Minneapolis and ignited a renewed focus on the need for bridge repairs, inspections or replacement. But unlike Eisenhower in the 1950s, several US presidents have struggled to get the necessary funding through congress and the Senate. President's Bush, Obama and Trump all failed to make any real dent in the problem. Where there was investment, it was made at a state and local level.

The Pittsburgh collapse occurred a few days before president Biden was due to visit the area. Unlike his three predecessors, and during a period of intense polarisation in US politics, he had helped steer a bipartisan infrastructure bill through both houses of congress. That may reflect his negotiation skills or a wider willingness among US politicians to take the issue seriously and compromise on key issues. More likely it shows just how desperate the problem has become.

Fixing the US' transport infrastructure will be a generational project. The new funding, properly known as the Infrastructure Investment and Jobs Act, promises \$350 billion for highway improvements over the next five years. Bridges will be a key part of that investment.



The jacking system lowers the bridge deck into position



The new bridge installed



The collapsed Forbes Street Bridge in Pittsburgh

Wittpenn bridge



**A new approach**

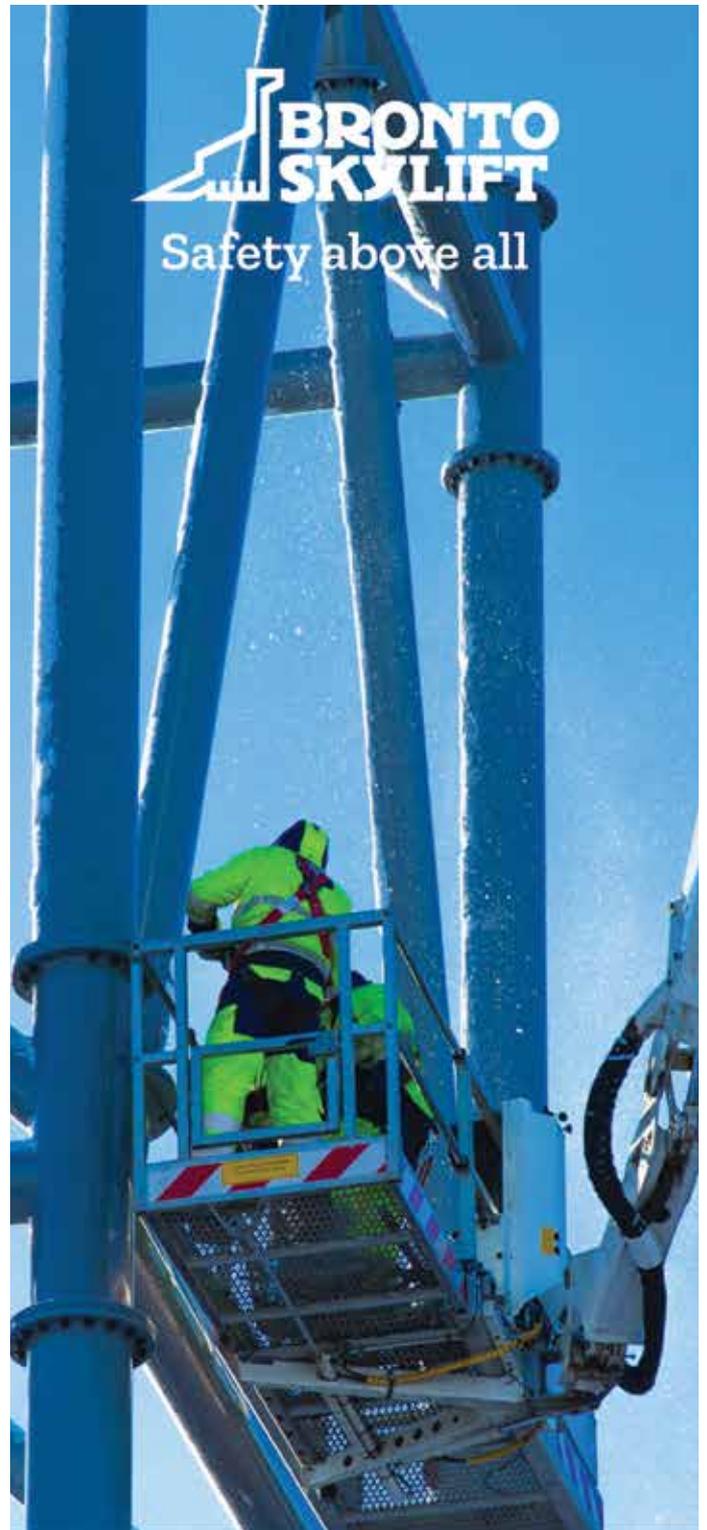
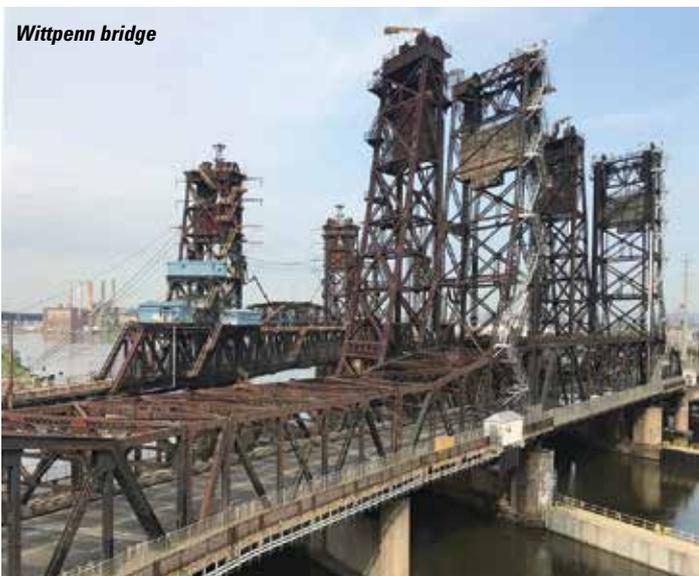
While the scale of the work needed around the world is vast, the range of lifting equipment and techniques available has never been better and continues to develop. While 800 tonne jacking towers combined with SPMTs are more than capable of moving a whole bridge, a recent technique - developed by US specialists Engineered Rigging - allows a bridge to be safely removed with little more equipment than can be carried in the back of a van.

The first job using Engineered Rigging's new technique took place

in New Jersey in January. The company had been commissioned by a demolition contractor to find a way to remove the central span of the old Wittpenn lift bridge. Completed in 1930 it takes the busy Route 7 over the Hackensack river, connecting Kearny and Jersey City. Every day more than 50,000 vehicles crossed over it, including 2,000 trucks.

The Wittpenn now sits between two other bridges - its replacement road bridge which opened last year and another old lift bridge which carries a live rail track. Lifting, or more accurately lowering

Wittpenn bridge



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*The new Wittpen road bridge alongside the old one*

the central span, needed to take place within a single eight hour window. While the Wittpen's location proved a challenge, its design offered a creative thinking professional engineer Christopher Cox, co-founder of Engineered Rigging, an opportunity. As a vertical lift bridge, the Wittpen central section (the lift span) connects to two steel

girder towers, topped by large sheaves over which lifting and lowering cables pass. One end of the steel cables is attached to the lift span structure, while the other is attached to the counterweights which weigh around 450 tonnes each and run within the towers. As the counterweights are lowered the lift span is raised, allowing ships to pass underneath.

years to a level that presented some risks. Engineered Rigging calculated a series of reinforcements and new attachment points, manufacturing around 180 tonnes of fabrications and components at its shop in Russellville, Arkansas.

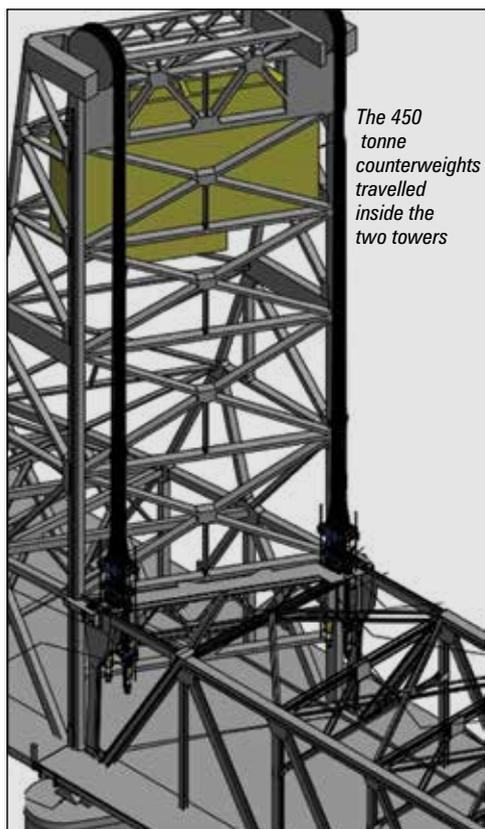
The first job was to disconnect and lower the counterweights to the deck at the base of the towers. The strand jacks were mounted under the bridge lift towers using 'dog bone' mounts, designed at the Arkansas shop. The ropes from the strand jacks were temporarily clamped to the lift bridge cables, which run from the central lift span, up and over the sheaves at the top of the tower, to the counterweights. The strand jack ropes and bridge cables were secured using a purpose-built connection. The bridge

lift cables were then detached from the central lift span, transferring the counterweight load to the jack ropes.

Lowering the counterweights took just under five hours to complete, using the SCC (Smart Cylinder Control) system. The demolition crew then broke these up and carried away the resulting 900 tonnes of concrete rubble.

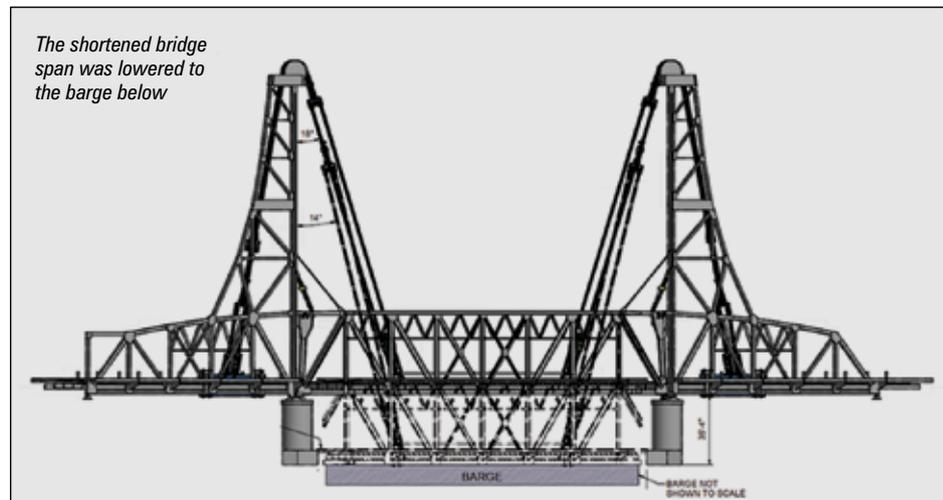
Meanwhile, Cox and the Engineered Rigging team got to work on the almost 900 tonne central lift span structure. In order to ensure its integrity during the lift, beams and lifting points were clamped to the lift span and some decayed joints were reinforced. The strand jacks used on the bridge counterweights were repositioned to connect to these beams, where they would be used as static rigging. A further eight strand jacks were attached to the tower spans, and over the lift tower sheaves to connect with those now on the central lift span, using Engineered Rigging's connection system.

The team tested the new connection points and deck integrity, by applying 900 tons (around 820 tonnes) of test loading. The ends of the lift span, which rest on the abutments when the deck is in its lowered position, were removed, reducing the overall weight of the remaining span to around 600 tonnes. With the span supported on the strand jacks and clear of the tower foundations, the new set of jacks on the tower spans were used to lower the span slowly to the barge below and carried away, all within the short shutdown window allowed.



*The 450 tonne counterweights travelled inside the two towers*

Cox's approach was to work with the bridge, using its structure along with 200 tonne Enerpac strand jacks to lower the span to the water. An inspection determined that parts of the bridge structure had decayed over the



*The shortened bridge span was lowered to the barge below*

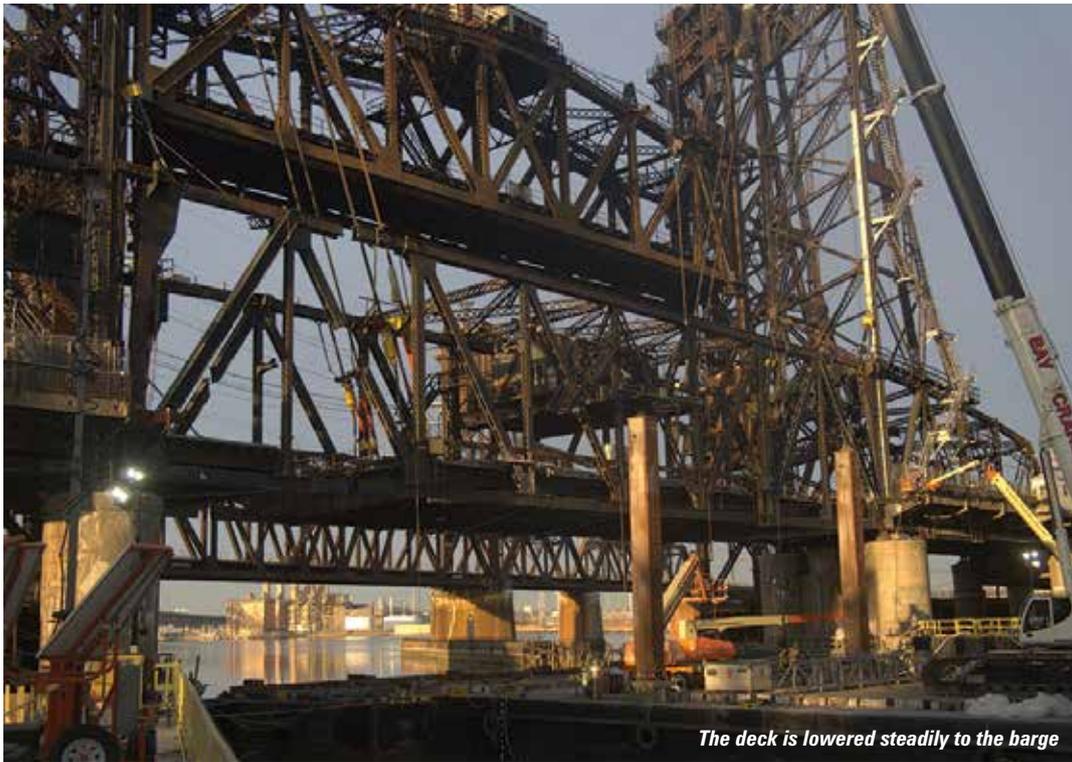


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The deck is lowered steadily to the barge

For equipment and engineering experts like Cox and Engineered Rigging, jobs like this are no longer 'one offs'. Bridges of this size are a vital part of the road network between major cities, and all require

maintenance, repair or replacement. I asked Cox how many projects they hope might be suitable for this technique. He laughed and said: "About 3,000."

**Reaching further**

Techniques like that developed by Cox at Engineered Rigging are likely to play a significant role across the USA and further afield. But as we have already said there are plenty of projects that are much larger and require an entirely different approach.

This was the case on the replacement of the Gerald Desmond

Bridge in California, which was opened in 1968, replacing a pontoon bridge built by the US Navy during World War II. It connects Long Beach with Terminal Island, where the Port of Los Angeles and Port of Long Beach both have facilities, The arch bridge is a vital part of the US economy with the bridge owners estimating that 15 percent of all imported sea cargo in the country crosses it by truck.

Increasingly large concrete chunks were falling from the bridge, which was built in 1968, highlighting the need for its replacement. It was also too low to allow the latest generation of container ships to pass below. The bridge has been replaced by a modern cable stayed bridge, the second longest in the country and the only one in the Los Angeles metropolitan area.

F&M Mafco provided four derrick cranes to install the bridge decking. As with most derricks, the cranes comprise of a number of relatively lightweight elements, designed to be easily transported and assembled on site. They offer a good ratio of lifting power to weight, as they are anchored to the structure through a sub frame. There is a long history of their use in bridge building - they can travel along the bridge deck as



If you are not familiar with them, strand jacks use hydraulic jacks and rope clamps to pull or let out multiple strands of wire rope. A strand jack - in most operations - remains stationary relative to the load and pulls the rope through itself, moving the load attached to the ropes. Multiple strand jacks can be used together, to lift hundreds or thousands of tonnes. Strand jacks can be positioned using nothing more than a pick & carry industrial crane.



The 1968 Gerald Desmond Bridge



The replacement bridge concept alongside the old bridge





*One of the four F&M Mafco derrick cranes in position*

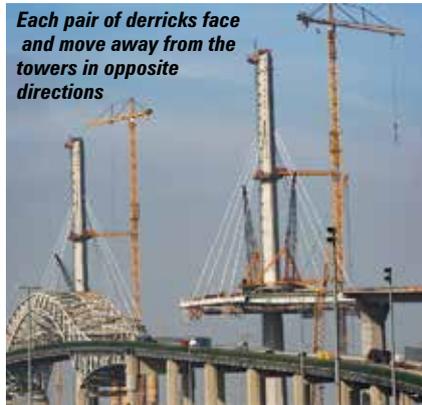
derrick then travels out on to the newly installed span section, once the cable supports are installed, the derrick can then raise the next sections, continuing until the bridge is complete. Meanwhile the other two derricks move towards the banks.

The technique is known as 'balanced cantilevered' construction. This consists of the symmetrical addition of bridge

segments that starts on both pier tables, then extends toward the top of the approaches and middle of the main span over the water channel. The balanced approach keeps the heavy bridge segments stabilised as the main span construction progresses. The central spans met in 2019 and the bridge opened to traffic in 2020.



*Each pair of derricks face and move away from the towers in opposite directions*



it extends to the other side, lifting materials and span sections from barges below or from road transport. The bridge consists of two towers, connected by cables to the bridge deck below. Two of F&M Mafco's derricks were installed on each tower, mounted on skidding systems. They worked in opposite directions with one derrick on each

tower facing inward, to eventually join with its partner from the other tower, while the other derricks on each tower faced the banks and were used to build the approach spans outwards from the towers. The derricks start by raising the first span sections from a barge and lifting them into position to be fixed to the tower foundation. The

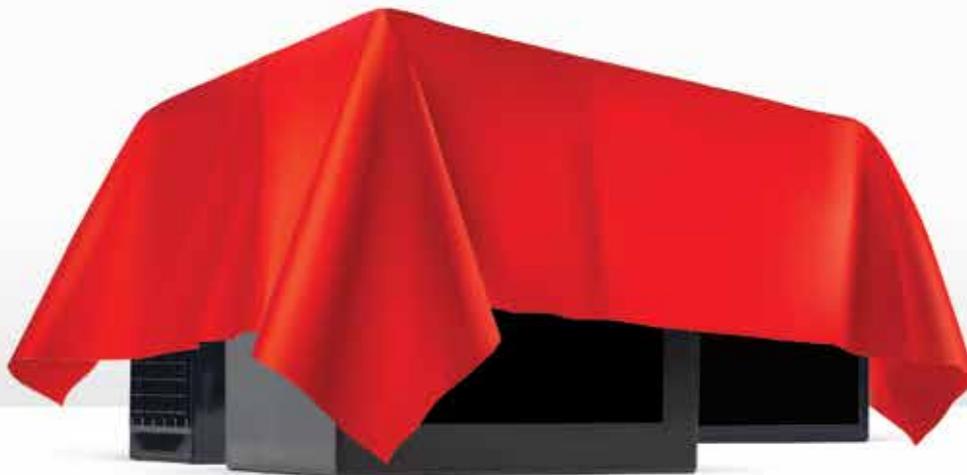
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# Which battery?

In terms of battery technology, the lead acid battery is a dinosaur. Invented in the mid-1800s it was the first rechargeable battery on the market. Although revolutionary back then, it has barely changed in the 150 years since, and still remains the primary choice for many applications, primarily due to its low purchase cost and solid reliability. However, this appears to be changing, with a number of credible alternatives gaining traction in recent years, such as AGM (Absorbed Glass Mat), Gel and most recently Lithium with several manufacturers offering variations on the theme. Although more expensive these newer batteries claim a lower overall cost of ownership.

The traditional flooded lead acid battery has powered the majority of self-propelled aerial work platforms since the industry's earliest days, mainly because it was the only option, relatively cheap and 98 percent recyclable. However, they do have issues in that they require regular care and maintenance, they emit flammable hydrogen gasses when recharging and so must be properly vented. They also need topping up periodically and have to be kept upright to avoid spilling the electrolyte.

Although the introduction of single point watering systems on full traction battery packs overcame this issue, it is a costly option and not always practical for the installation. Given all of the above however, with proper maintenance and charging, flooded batteries can provide years of reliable service in many applications.



A typical flooded lead acid battery

## But what of the alternatives?

### AGM battery

The AGM battery is a sealed unit designed to recombine the hydrogen and oxygen within the battery rather than being vented with a built in valve releasing excess gas in case of severe overcharge. The battery also uses a compressed glass fibre mat between each plate which holds the electrolyte in place like a sponge as well as supporting the plates giving good resistance to shock and vibration. It can be mounted on its side, can charge and discharge at high rates and it performs well at low temperatures. However, it is very important that AGM batteries are not severely overcharged as this causes rapid dry out and the battery charger must have an AGM setting to avoid damaging the battery.

### Gel battery

The Gel battery is another type of vented battery and like the AGM is sealed. While the basic internal structure is similar to a flooded battery, the electrolyte has been thickened and has more the consistency of petroleum jelly. It can also be mounted on its side and doesn't release hydrogen during normal operation. In deep cycle applications Gel batteries are generally more resistant to being over discharged, however Gel is not ideal for high-current applications



A flooded lead acid battery set up



A Dry Cell AGM set up

such as aerial work platforms. Like the AGM battery the charger needs a specific Gel setting to avoid overcharge damage. And the charger and charge algorithm should support temperature- compensated charging.

### Lithium ion battery

Lithium power arrived about 12 years ago with the launch of Hinowa's first lithium powered spider lift, almost as a saviour of the fossil fuel/emissions problems. It has become increasingly popular with many access manufacturers offering a lithium option for the smaller platforms as well as being fitted in many smaller telehandlers. Lithium batteries are more expensive than lead acid equivalents but can have increased usable capacity and longer run time, faster charging and are much lighter.

But there are new entrants to the market that offer many of the benefits of a lithium battery at a much-reduced cost.



Lithium batteries in a JCB scissor lift

### Dry Cell AGM alternative

A recent addition to the mix are Dry Cell batteries from Canada-based

company, Discover Battery. Its Dry Cell range is based on a modified AGM featuring a thick plate traction battery construction combined with a Hydro Polymer technology which is said to resist battery dry-out - one of the most common reasons for AGM failures - that typically happens from the heavy and prolonged use of battery and hybrid powered access platforms.



Discover Dry Cell batteries are now being fitted as standard to Sinoboom booms, scissors and vertical lifts.

### Common failures

In developing the range, Discover Battery data logged the typical use of batteries within the access industry while evaluating batteries reaching the end of life or that failed prematurely. The three most common causes of failures were continuous operation at partial state of charge, high current deep discharge and high operating temperature. To help overcome these issues, the batteries were designed with increased electrolyte saturation levels, an ultra-absorbent separator and improved battery



Using Hydro Polymer technology Discover says its Dry Cell batteries resist the battery dry-out that typically happens from heavy and prolonged use



Lead acid batteries in a Skyjack mast lift

charge acceptance. Rigorous tests simulating real-life battery conditions revealed its Dry Cell range not only delivered 15 percent more capacity, but also lasted longer than other Dry Cell batteries without the Hydro Polymer Technology. Even batteries nearing end of life delivered more consistent runtimes when subjected to sub-optimal working and charging conditions. They also offered faster recharge times, with platforms spending less time on charge and more time on hire.

"Most battery manufacturers test or validate products in a controlled lab environment or under 'ideal conditions', said Jimmy Au, Discover Battery product & business development VP. "The actual use and treatment of batteries within the access industry couldn't be more different. Used on large or remote sites, sometimes with limited access to power, batteries end up half run, used intermittently and topped up with a mixture of chargers etc. Our latest Dry Cell battery range looks to provide both users and equipment owners with a more robust battery, designed to withstand and protect against

common battery challenges that are all too often encountered by the access industry."

"As with all our Discover batteries we are focused on maintenance-free solutions for motive power applications. Our product portfolio includes Dry Cell AGM, Gel Cell and Lithium Professional. Our products are available in a wide selection of sizes, suitable for all platform types from the smallest low level platforms right up to the largest boom and scissor lifts. As well as offering significant benefits and improved safety over traditional flooded lead-acid batteries, they also deliver higher operating voltages, longer runtime and the ability to withstand deep discharges compared with standard maintenance-free batteries."

**Hidden costs?**

Everyone accepts that regular lead acid batteries are the least expensive to purchase. However, many are oblivious to the fact that caring and maintaining the battery correctly does add significant costs throughout its life.

Discover Battery maintains that there are also significant indirect

costs associated with the total cost of ownership of a traditional flooded lead acid battery.

"By choosing a Dry Cell AGM battery there are the obvious savings of not having to carry out the routine maintenance of topping up the water etc however there are a lot of indirect savings associated with the total cost of ownership when using a Dry Cell AGM battery," said Alex Marotz, Discover Battery's product and business development manager for Europe. "These include less equipment repairs due to corrosion damage from acid spills and off gassing, and reduced equipment failures because of battery malfunction due to improper maintenance in the field. There is also no risk to operators and sensitive areas such as food processing facilities and hospitals because of an acid spill or fumes. Dry Cell batteries also charge faster because they have a higher charge acceptance due to a lower battery internal resistance and there is low self-discharge resulting in lower maintenance requirements during storage."

"By eliminating battery maintenance

costs and premature battery replacement there is a significant lower total cost of ownership. Yes, the initial purchase cost of the Dry Cell battery is slightly higher, but it may well save between 20 to 50 percent over its total service life over a lead acid battery. Dry Cell batteries are an Original Equipment part for the largest AWP OEMs for many years."

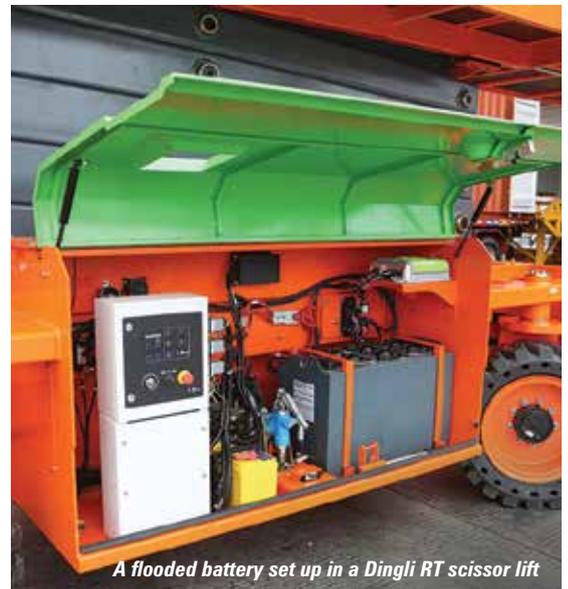
**Changing demand**

The benefits of the Dry Cell AGM appear to tie in with customer requirements. Stuart James, managing director of UK-based DC Battery Technologies says customers are increasingly looking for relatively maintenance free batteries, saving them manual labour time or increased speed of recharge.

"For access platform equipment, we supply either flooded 6 and 12 volt, or the same in AGM versions from some of the world's leading battery manufacturers. However, we are now seeing a demand for Lithium options such as our new Predator 24v Lithium battery, which offers reduced space and a smaller footprint," he said. "In

**Comparison between FLA and Traction Dry Cell AGM batteries**

	Traction Dry cell AGM	Flooded lead-acid deep-cycle
Chemistry	AGM	Flooded
Maintenance-free	Yes	No - Requires periodic watering
Non-spillable	Yes	No
No-gassing	Yes	No
Roundtrip-Efficiency	80-90%	70-80%
Recharge Time	Shorter - No equalisation	Longer
Self-Discharge	Lower - 2-3% per month	Higher - Up to 15% per month
Storage Length	Longer	Shorter
High Current Discharge	Higher	Lower
Initial Cost	Higher	Lower
Total Cost Of Ownership	Lower	Higher



A flooded battery set up in a Dingli RT scissor lift



terms of new developments going forward, Lithium batteries are always upgrading with features like low temperature operation, CAN bus connections and future developments with GPS tracking. With a focus on the issue of a battery's end of operational life, the longer it can last, the better it is for sustainability. Recycling batteries

does require many processes that effect CO2 emissions, from transport to smelting."

The company has also launched the 4,000 Series of Lithium Iron Phosphate LiFePO4 batteries featuring triple-safety protection, fast charge performance and long life. Other features include CAN bus communication, a patented

inbuilt heating element in the low temperature version and automatic cell balancing for both Series and Parallel connections. Prismatic cells help to achieve a high level of consistency, especially for deep cycle applications.

The 4,000 Series has Bluetooth technology and claims to be 50 per cent lighter and its cycle life is 20 times longer than conventional SLA batteries. Available in 12v, 24v and 48v, with capacities varying from 6Ah to 300Ah, the range is also available in a low temperature option which is specifically designed to operate in sub-zero weather conditions.

Every cell within the 4,000 Series is certified according to IEC62133, UL, UN38.3 standards, while the entire system is UN38.3 CE certified and the batteries come with an optional anti-thief system and GPS.

Vanessa Human, marketing director at DC Battery Technologies said: "Our new 4,000 Series range provides exceptional cycle and calendar life. They simplify installation, are maintenance free and lower the total cost of a typical battery system installation."



A MEC  
1332 scissor



The 4,000  
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# Sustainable rental model revisited

In 2018 we visited a start-up rental company in the Netherlands - Hoogwerkt - to find out more about its totally different 'disruptive' rental model. It had just ordered 800 high specification lithium powered booms and scissors with the aim of renting them out purely online with customer's collecting them from strategically located yards. (See C&A August/September 2018 Vol 20.6)

The radical initiative from two individuals who knew nothing about the access rental market, raised more than a few eyebrows, but may have been a tipping point for manufacturers undecided on lithium power. Three and half years on, Mark Darwin spoke once again with managing director Arnold Grootveld to find out how it has worked out.

"It was fun to re-read the article recently, comparing what we planned at the time and what we are doing today," says Grootveld. "We were pushing the boundaries of equipment technology so perhaps we were somewhat naïve

to start a business like this. It has been challenging but I am more than delighted having started the company. Looking at the overall results we have achieved we are very happy."

"We have not reached the turnover we anticipated in 2018, however, the biggest compliment we get is the recognition of customers when they are happy with our approach and the value that we add."

Over the past four years Hoogwerkt has slowly established itself in the Dutch rental market but many customers still are unaware of the company and what it offers.

"The industry is still very traditional



and even though we invest a significant amount in marketing and promotion, the major contractors already deal with established rental companies, so it is difficult to break into this set-up."

However, Hoogwerkt has done exactly what it planned to do - with a few changes...

The fleet size today is around 500 machines, far less than even the original order and options for 1,400 machines, due to growth being a lot slower than anticipated with revenues substantially less than predicted. The goal was to achieve 10 percent market share by now, but last year it was somewhere in

the region of one percent.

"We now need to grow the fleet and customer base to start to increase revenues, however we are now cash flow positive which is great milestone for a new company. This means we are now entering a phase where we can increase the fleet size and also make the fleet fit demand."

## Machine numbers

At the time of the last interview, Grootveld had placed an order for 800 machines - 420 JCB scissors, 150 Hinova spider lifts and 230 Niftylifts including 150 trailer mounts and 80 HR12 articulated booms. He also added another 600 unit order shortly afterwards, however only 500 have been delivered so far and these make up the current fleet.

"Initially we ordered a number of each machine with further deliveries to be taken when demand increased. However, we are only now seeing utilisation reach a point where we need to add popular machines and sell some less utilised machines because of the varied demand," says Grootveld. "We have just set up a sales business to sell the underutilised machines and reinvest in more popular machines."

Currently around 40 percent of the fleet are scissor lifts, 20 percent spider lifts, 10 percent trailer lifts, five percent truck mounts while the rest - around 20 percent - are booms. It also has seven spider



Hoogwert currently has 500 lithium machines in its fleet



cranes and oddly these have some of highest utilisation rates.

"We chose to work with fast moving equipment such as scissor lifts from six to 16 metres, but our biggest customer also requires very big Holland Lift scissors that we are now looking to purchase. Our biggest challenge is to convince some of the specialist manufacturing companies such as Holland Lift to build Lithium powered models. I am reliant on manufacturers, but they are not keen to build in small volumes."

#### Truck mounts

"With truck mounted platforms Iveco already makes a fully electric chassis however at €100k they are four times the price of its diesel chassis. We simply cannot cover the increased costs with a higher rental rate, so at the moment we are offering the diesel chassis. What we

have tried to do is reduce emissions as much as possible and will go full electric when viable."

"Being a sustainable company is something that you need to work on every day - we have an ambition to cut emissions in everything we do, such as ensuring that all our electricity to charge the machines is green energy - wind/solar etc... - but we can still make improvements. We are working hard to reduce the distance between our storage areas and the building sites. If we have another 10 delivery hubs by next year this also will mean shorter transport distances and is a major aspect of our sustainability. We will then have more locations than any other access rental specialist in the Netherlands - the next biggest has six."

What we see now is increased utilisation overall, but some

machines are still standing while others are in short supply. This is what we are now addressing.

We will still want high specification machines - unlike our competitors - which impact our customers' bottom line.

#### A change in model?

One of its main differentiators in 2018 was its customer pick-up model, it hopped to have 80 locations by the end of 2019. But today it only has 15 locations where

you can pick up machines.

"A year ago, we realised that while the pick-up model was ideal for the occasional rental users who may hire a machine perhaps five to 10 times a year, we have also calculated that to double sales with this model we needed to increase our customer base by 1,000. However, by adding delivery we could achieve the same result with just 10 decent customers."

"Offering delivery is commercially easier but it also serves as added value to customers as you take on their logistics. So, we made



Spider cranes have some of the highest utilisation rates



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the choice to downsize the pick-up locations and focus more on delivery hubs. The first was opened in January 2019, shortly after the article and since then we have opened two other locations. We aim to open another three this year and expect that to grow to between eight to 10 hubs in total. We still believe that being local is very important with machines as close to customers as possible. And we still believe in the pick-up model, but it was a commercial decision to add delivery hubs and outsource the transport."

### Online booking

"We still have online booking, opening new accounts, credit checks and identification checks etc which is all done online and automated," he says. "Although the inhouse-designed booking system works we are thinking that we should have used a proprietary software package designed specifically for this use. However, from an IT point of view I still think we are ahead of the market but very few large customers use online booking tools, so this is still aimed at the small users."

From the start Hoogwerkt has had a hire desk which supports the online booking. However around 40 percent of its employed staff of 14 are involved in sales which it believes is about three times more

than most competitors.

"In 2018 we wanted to impact the bottom line of our customers and so we focussed on cutting costs, cutting emissions and increasing safety - the three pillars of our business and we still stick to these today."

### 25 percent savings

One of Hoogwerkt's biggest customers - an established electrical installation company - started using the company about two years ago. Its previous supplier had visited the company several times trying to lure it back with discounted hire rates. However, the main reason why it remained with Hoogwerkt is surprising.

"Initially they said that we were the most reactive rental company they had dealt with, which is a nice compliment, however they then pointed out that the lithium machines give them a 25 percent reduction in operational costs on their projects it was a no-brainer to stay with us," says Grootveld.

"It turned out the company was completing projects 25 percent quicker than when using machines with lead acid machines and that was purely down the energy efficiency of the lithium machines. Lead acid batteries become slower and slower through the day once the machine is switched on, whereas



*The company will now also deliver equipment*

a lithium battery maintains the same power output throughout the working day."

"Today our fleet fits 90 percent of its demand and for the final 10 percent - large scissor lifts - we re-rent, but these machines use lead acid batteries. They are now asking us 'when are we going to buy these machines with lithium power'? One aspect of hiring electric machines that should also be taken into consideration is that some rental companies ship machines directly from site to site and do not have a chance to charge the batteries. For a lead acid battery this means a 12 hour charge time before it can be used. While we only ship machines with full batteries, if by chance one was shipped with a flat battery it would only take two to three hours to fully charge and it could be used after 30 minutes if needed - a big advantage for the customer."

### Lithium teething problems

When the original order was placed, JCB, Niftylift and Hoefflon had never

manufactured a lithium machine. However, there were several sizeable challenges that needed to be overcome early on and shortly after delivery.

"The lithium powered machine has a different driving character - it has more instant power and the machine tends to move off very quickly," explains Grootveld. "This would cause a spike in the power and the battery would incorrectly register that it was empty. The solution was to modify the software to the lithium pack. Also, a lithium battery pack cannot be charged when the temperature is below zero degrees so a heating system needs to be installed before it can start charging. All these are modifications that we did not anticipate when we started, however the manufacturers were very good at finding solutions."

"If you want to be innovative being the first with an all lithium powered fleet there are risks of course, but I appreciate that all our suppliers fully supported us in sorting these problems out and getting the product right."

### Another challenge was telematics.

"We initially worked with one telematics company but after a year or so we were not getting the information we required - such as fault codes, machine position, the ability to turn machines on and off etc. We had two years of disputes but are now in the pilot phase with Trackunit which can supply all the features we wanted. Currently we have 10 machines fitted with the new telematics system however it has taken more than two years to get to this point."

"We still believe that rental can be carried out without personnel like car rental and that is the next step. If you can put a central stock as close as possible to where it is being used - for example on an airport where there are lots of customers - then telematics are essential."



*One customer is completing contracts 25% quicker when using lithium machines*



Niftylift supplied the booms and trailer lifts

### Current performance

"We have now completed 10,000 machine hires, of which 5,000 were in the last 12 months and this is about half of what we were targeting. We are now heading for full utilisation and therefore we need to increase the fleet to continue the predicted 70 percent growth this year."

"As a start-up company we have a really good risk and reward balance

for our investors and banks. All our different stakeholders - and this includes suppliers - are committed to the same goal and this ambition has helped the business succeed."

"When customers ring up, they talk about adding value, they don't talk about working height and reach but about impacting their primary processes, so I think we are a completely different company to the

traditional rental companies. I only have three people from the industry in the original 14 hired including myself. From a HR point of view, we didn't want to be a copy of our competition. Had I hired six salesmen from the competition, the company would probably have higher revenues by now, but we would then have a similar offering, dealing with similar customers however our approach would be different."

### Sustainability

"When we first started in April 2018, we couldn't qualify to support the big contractors in the Netherlands with a sustainability offering, as we were a new player in the sector. However, a year ago we were approached by two of the major companies looking to use sustainable companies on their projects. We have just signed a contract with one of them as they recognise what we offer to the market."

"There have been several development sites in the Netherlands that have been stopped because they were exceeding the emissions for that area. Now we are being recognised as a solution to their

problem and there are construction projects that need to be 100 percent emission free, so they need to redesign the way they work."

### Increased growth

We are growing so fast now to the point where if we take one day last week as an example - the 15th of February - we had the same revenue on that day as the whole of February last year!"

"Personally, it has been exhausting. It has been a tough couple of years, but we are financially stable and have a good team that is starting to take responsibilities without my direct influence. We may have changed the rental model ... slightly, but I think we have pretty much stayed true to our original ideas."



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# Boom battery conversion



With the growing demand for low or zero emission equipment, a question that comes to mind concerns the impact on the economic life of existing diesel powered machines, especially the larger more expensive models. JLG has developed a possible solution in the form of a retrofit kit to convert diesel powered boom lifts - starting with the 66ft 660SJ telescopic - to battery electric power.

The kit uses full traction forklift-type batteries made up of 24 two-volt cells to feed the 48 volt system, and includes automatic monitoring and electrolyte top up. However, a lithium ion option will be available shortly. Surprisingly the overall weight is not affected as much as you might expect, although of the two battery types, the lead acid option is clearly heavier, but the battery locations have been designed to ensure that machine stability is not affected.

The 'Conversion Kit' covers two versions of the diesel powered JLG 660SJ - those built between 2015 and 2017 and post 2017 models. The conversion involves removing the engine, fuel tank and fuel lines etc. The engine is replaced with a 30kW permanent magnet AC motor which connects to the existing hydraulic pumps. A new motor controller, inverter and control system connects into the machine's



JLG battery conversion kit

CAN bus system, interpreting controller movements to operate the functions selected, while adjusting the motor speed to match the demand on the pump, providing smooth operation and maximum efficiency.

The battery condition is fully monitored with a battery data display screen installed within the lower control panel, to show a wide range of information including battery charge levels and energy usage chart.

The conversion has been fully tested and CE certified by a notified body and is pitched as a way to



The electric motor connects to the machine's existing hydraulic pumps

The lead acid battery option



extend the working life of existing boom lifts, with some seeing this as a more environmentally positive solution than selling and shipping diesel machines half way round the world to less environmentally conscious markets. The company says: "This is intended to provide an option for our customers, it is not for everyone."

The company chose the 660 to launch the conversion pack as it came out on top in the research the company carried out. The kit will be

offered on other models, including larger booms.

So how much will this kit cost? Roughly a third of the cost of a new boom lift. Its take up will depend on how rapidly demand for all-electric machines grows, and the lead time for new electric models. While it does not offer the direct electric drive benefits of the latest all-electric boom lifts, it does offer an interesting option for fleet owners with young diesel models as their utilisation starts to fall away.

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**24 – 26 May 2022 ADELAIDE**

# Vertikal Days 2022

C&A

Vertikal Days



**Vertikal Days is back at the East of England Showground, Peterborough on Wednesday 11th and Thursday 12th May and promises to be another great show with many new exhibitors and model launches.**

The successful event last September - which attracted more visitors and exhibitors than ever before - was held for the very first time at the new venue, almost two and a half years after the 2019 show at Donnington Park - the delay a result of the Covid-19 epidemic. With more than 150 exhibitors, the event was the largest, most diverse collection of access and lifting equipment since Conexpo in March 2020.

This year's event returns to the normal May dates for Vertikal Days, and hopefully a full return to normality with an end to Covid restrictions. It looks set to attract a wider range of visitors from all types of rental companies, contractors, both specialist and major, as well as utility companies and all manner

of end users - many of whom have already registered to attend.

Vertikal Days is not one for half interested tyre kickers, it's just not that kind of show, being a specialist event for professionals who use, or work with work at height and lifting equipment, and tends to attract highly interested and motivated visitors along with plenty of industry 'movers & shakers'. It is the quality and relevance, rather than quantity of visitors that makes the event one not to miss.

### All inclusive

As is customary, everything during the event is complementary for visitors, including admission, car parking, various refreshments throughout the day and a decent lunch. Located at the top of the showground the Catering Pavilion serves lunch each day between 12.30 and 14.30 and is the perfect place for exhibitors and visitors to 'network' over a meal. The catering includes the free range hog roast, barbecue and a range of vegetarian alternatives. For those on a tight schedule there is also a fresh sandwich bar.

The Networking evening event (ticket required) is also held at the Catering Pavilion and outside area and takes place on the Wednesday evening with drinks and canapes served from 18.30, followed by an oriental - and other - buffet and bar. It is a time for exhibitors and guests to catch up, discuss the day's events with good music, food and drink.

Hotel rooms within a five mile radius are plentiful, however, we would recommend booking as soon as possible to avoid disappointment. A complementary shuttle bus service runs to and from the local hotels before and after the Networking event, for those staying for the



evening. With so much to see and so many people to meet, why not make it a two day visit?

### New exhibitors

Every year the show attracts a wider range of specialist exhibitors, and this year is no exception. As we go to press Tele Radio, Aberdeen Web, GemOne, Alliance Automotive Group (Platinum Batteries), and Hytorc are all signed up for their Vertikal Days debut in the marketplace, joining companies such as Big Change, returning after its first show last year, and regulars like Mentor Training with its new name and branding Certora Training.

First time exhibitors in the outside area include Zoomlion. The company planned to attend last year but was unable because of Covid, but it has firm plans to make up for that this year. Others include Lasalign - formerly Tracker Trucks - used equipment specialist International Platforms, high end spider lift dealer Liftech and hoist company RAXTAR. Among several large companies which are returning after missing last year's event are Manitou, Wolffkran and AGD Equipment adding substantially to the access, crane and telehandler exhibits. In total there are 126 exhibitors booked.

In recent years sponsorship has helped the organisers maintain the low cost to exhibit in the face of growing numbers to feed. So far this year they include Liebherr which is providing high quality sustainable show bags, Xenith Heights with face masks, Versalift with the coffee cups, Snorkel UK with the catering napkins, while Tadano is providing the drinking water. At the entrance IPAF is sponsoring the visitor badges and Point of Rental the lanyards. The fork lifts for the free offloading and loading service during build up and tear down, will once again be provided by Hi-Tec/Briggs.

## Show Information

**Venue:** Vertikal Days, East of England Arena and Events Centre, Peterborough, PE2 6XE

**Show dates and times:**  
Wednesday 11th May  
10:00 to 17:30

Thursday 12th May  
10:00 to 16:00

### Key areas:

The Catering Pavilion: Serves lunch each day between 12.30 and 14.30

**The Marketplace:** The pavilion for indoor exhibitors which also hosts the Marketplace Café, serving coffee, tea and snacks throughout the day.

### How to register

Pre-register: [www.vertikaldays.net/visitor](http://www.vertikaldays.net/visitor) and print visitor badge

At the gate: Join the queue and register upon arrival

Networking evening: Ticket only  
Wednesday 11th May 18:30  
in the catering Pavilion



Here is just a taster of just some of the companies and new products and companies that will be on show. A full guide will be published in the next issue of the magazine.

## First Bronto S35EM on a Scania L320

The combination of the Bronto S35EM and the Scania L320 low level cab is a first and according to the manufacturer it makes the ideal truck mounted platform for working safely in congested city centres, while being quick and easy to deploy on site.

The S35EM has a 35 metre working height, an outreach of 29 metres, a maximum platform capacity of 500kg and features the latest Bronto+ control system along with the 'City Safe Window' which improves the chance of detecting children, pedestrians and cyclists while travelling on the road thanks to a suite of the latest cameras and technology that alert the driver to any potential hazards.



Bronto S35EM



Bronto Scania L32

## New Zoomlion booms and scissors

New exhibitor Zoomlion Access will display 12 aerial work platforms, including the launch of several brand new all-electric boom lifts such as the all new 88ft ZT26JE telescopic boom, alongside the 32ft ZA10RJE and ZA20JE electric articulating boom lifts. Several slab electric scissor lifts from 15ft to 45ft will be making their debut as well as the 53ft ZS1623RT Rough Terrain and the 20ft ZS0610C track mounted scissor lift. All the electric scissor lifts on show will include the manufacturer's latest electric E-Drive system.



Zoomlion ZA45J

## Dingli big scissors and electric booms

Dingli is the leading Chinese aerial lift manufacturer and will use the show to launch its new 28 and 32 metre heavy-duty scissor lifts, both slab scissor models and the very latest Rough Terrains with both electric and diesel drive. The company will also show its growing range of lithium battery powered boom lifts and glass handling attachment.



The JCPT3225RT diesel hydraulic drive version

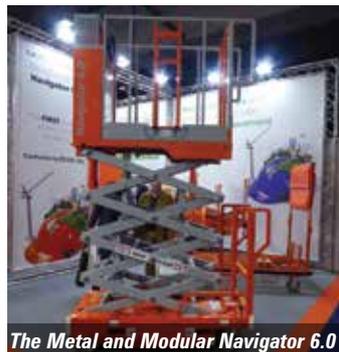
## International Platforms

The team from recently established used equipment dealer International Platforms will have a couple of machines on display and be on hand to talk about buying and selling used platforms, both in the UK and worldwide. It will highlight its refurbishment service with examples of a fully refurbished scissor lift and a typical used machine, as a 'Before & After' display. It is also supporting The Lighthouse Club's 'Help inside the Hard Hat' campaign, with the chance to bid for a fully refurbished Genie GS2632 with all proceeds going to the charity's campaign to tackle poor mental health within the industry.



## Navigator 6.0

Another all new model on display will be 13ft platform height/six metre working height Navigator 6.0 from new access market entrant



The Metal and Modular Navigator 6.0

UK-based Metal and Modular. The Navigator 6.0 is a totally mechanically platform, with no electrics or hydraulics, and now available in the UK and Ireland from International Platforms.

## GSR truck mounts

GSR will show several of its 'PX' articulated truck mounted platforms, including the 20 metre B200PX, 24 metre B240PX and the 22 metre B220PXE with the end mounted platform, featuring with 120kg capacity at an outreach of 11.25 metres. Finally it will show the 21 metre B210PXJ with articulating jib. Mounted on a 3.5 tonne Mercedes Sprinter it has a 250kg platform capacity, 10 metres of unrestricted outreach and 450 degrees of slew. The jib is also available now on the 22 metre B220TJ telescopic.

## Skyjack's next generation

Vertikal Days will be the first opportunity to show the full line up of new Skyjack next generation vertical mast type lifts, high capacity articulated boom lifts and new scissors. The new direct AC electric drive 12 and 16ft SJ12 E/16 E mast type lifts offer working heights 5.6 and 6.8 metres respectively. The new drive system is said to provide up to 30 percent duty cycle improvement, smoother operation and consistent torque, with a 70 percent reduction in hydraulic hose connections. The SJ12E and SJ16E are one of the first Skyjack products to feature the company's ECO label offering a 15 percent operational carbon saving compared to previous models.



The new AC electric drive SJ16E

## CPL/Klubb/Palfinger

CPL plans a wide selection from its growing line up of aerial lifts, including several Klubb van and pick-up mounted platforms. Its Palfinger Platforms range will include a 30 metre P300, 22 metre P220 and 25 metre P250 which have seen a



Almac JIBBI 1250 EVO

spike in popularity. The stand will not be restricted to vehicle mounts, it will also include machines from AlmaCrawler tracked scissors and booms.

## RAXTAR

RAXTAR provides a range of passenger and material hoists, common towers and software solutions for the high and mid-rise market. Its UK operation ANC Access runs a full service rental fleet of RAXTAR equipment. New products on show include the RX SMART Series construction hoist with a payload of 2,300kg and lift speed of 36 metres a minute.

## Liftech - Falcon/Palazzani/GSR

The new aerial lift dealer which represents Falcon and Palazzani spider lifts and GSR truck mounts will have two or three new models on show and has much to discuss,

## Bravi Platforms

Bravi Platforms will display its latest 4.9 metre Leonardo HD vertical mast lift with dual extendable decks and a 180kg unrestricted platform capacity. Weight is 560kg and gradeability 35 percent. Options include telematics configuration with full CAN bus connectivity, oil leak protection system and the fully electric drywall lifter attachment Solo-Gyps.



Bravi Leo



Liebherr mobile crane LTM 1150-5.3

### Snorkel

Snorkel will focus on its growing range of lithium battery powered aerial lifts as well as its all-electric telehandler. It might have a big boom lift on display.

### CPA

The Construction Plant-hire Association team will be on hand to offer general advice and guidance, in addition to answering member and industry queries on the activities the association is involved with, including apprenticeships, skills and training, Stars of the Future and the CPA Conference 2022, as well as issues affecting the lifting sector such as the removal of red diesel, zero-emission initiatives and aviation notification requirements.

### Liebherr

One of the largest stands at the show, Liebherr will display a wide selection of cranes, including its latest All Terrains, such as the all new 150 tonne, five axle LTM 1150-5.3. The manufacturer's mobile self-erecting cranes will be represented by the Mk140, while the crawler crane on show will include a 110 tonne LR 1110 lattice boom mode. The display will also include the company's most recent technology and innovations including digitalisation and the latest telematics available on all new mobile cranes.

### Spierings

Spierings has pioneered the mobile self-erecting tower crane concept



Zero-emission eLift, Spierings SK597-AT4 eLift T

### Tadano

and continues to do so with its all electric models such as the City Boy and now the practical electric powered six axle SK1265-AT6 eLift. The Zero-Emission eLift system has two operating modes - electrical and hybrid - which can operate from power sources as low as 11 amps up to a full 32 amp outlet.

This is the first exhibition since the company fully merged its Demag and Tadano crane operations. The company has a rationalised product line with all-new nomenclature and several new models such as the two axle, 40 tonne AC 2.040-1, with a further 15 new models in the pipeline.



The new Tadano AC 2.040-1

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5,732 lbs • 19.7 ft  
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Marchetti  
MTK 40

### AGD Sennebogen/Marchetti

AGD offers telescopic crawler cranes from both Sennebogen and Marchetti and will have a 40 tonne truck mounted crane from Marchetti on the stand. The company will also promote its piling rig and equipment as well as its service and breakdown support including repaints in its new paint shop.

### Kobelco Cranes

Kobelco will display its latest 100 tonne Stage V compliant CKE900G-3 lattice boom crawler crane, alongside its Used Cranes Services.

### GGR/Unic/Galizia/Faresin

As usual, GGR will have a stand with a wide array of the products it distributes, from Unic spider cranes, to Sunward mini crawler cranes and Galizia pick & carry cranes, BG Gru and Almac multi loader tracked carrier and crane, as well as Faresin telehandlers and all manner of glass handling machinery, vacuum lifters, restricted access lifting machines.

### ACMS - Tower and mobile crane anti-collision

AMCS Technologies will show its latest anti-collision system designed for tower and mobile cranes working together on the same site. The new system - claimed to be a world first - uses the company's DCS 61-S technology to calculate movement speeds and distances between the cranes and their loads in real time and in three dimensions. Should the tower and mobile cranes move within the predetermined distance of each other, the system automatically reduces the tower crane's speeds before eventually bringing it to a stop.

AMCS anti  
collision system



### Torquer

Torquer plans to show HALO which uses water movement to provide a smooth accurate load rotation via a remote control handset. The device employs a shallow circular tank of water with built in thruster, which spins the water to generate a rotational torque in either direction. The HALO is positioned between hook and load to rotate the load without the need for taglines.

The company will also show the new SPEAR, device which provides a purely mechanical hands free method of connecting, lifting and releasing a load, without the use of magnets or electronic devices.

### Top Service

Top Service provides companies working with the construction industry with information, data and services to help avoid problem payers and reduce the occurrence of bad debts. The credit information it gathers and its specialism in the exchange of information and payment experience in the construction industry gives it substantial advantages over non-industry specific credit referencing agencies.

### TVH University

Part of replacement parts and training business TVH, TVH University provides practice oriented technical education for the aerial lifts, forklifts and telehandlers among others, as well as internal combustion engines, electrics and electronics, hydraulics and power electronics, both in-person and virtually.

### Ainscough Training Services

Ainscough Training is one of the UK's largest independent, specialist training providers, delivering training wherever lifting operations take place. Offering a wide range of CPCS, non CPCS and bespoke courses and NVQs covering categories such as the Appointed Person, Crane Supervisor, Slinger Signaller & Mobile Crane, allowing employers to ensure the workforce



is up to-date with all relevant legislation and codes of practice. Training is delivered at its dedicated training facilities in the North West and central London or on site.

### Tele Radio UK

First time exhibitor Tele Radio is a leading manufacturer of safe, robust, and customisable remote control systems for the cranes, aerial lifts and all manner of mobile machinery. The company will display a range of standard push button and joystick products designed for typical crane, hoist and mobile applications as well as a range of custom wireless control systems.



### Lasalign

Another new exhibitor is Lasalign which specialises in mobile crane wheel alignment. Checks for which should be carried out regularly and always after the installation of replacement steering parts. Correct wheel alignment ensures optimum fuel efficiency and reduces tyre wear.

### Hytorc

Hytorc offers a full line of hydraulic, pneumatic and electric torque and tension tools, which now offers hands free operation to keep operators at a safe distance from the application. The company will demonstrate its Lithium Series II Electric Torque tool, MXT+ Hydraulic Torque wrench and Vector pump technology.



### Sterling

Sterling is a leading provider of beavertail bodies for transporting aerial work platforms, with a wide range of products to overcome the increasingly important challenge of maximising transport efficiency.



**Its not too late....** As we go to press, we understand that there are still a few stands available both in the Marketplace and the Outdoor area. If you are interested in exhibiting, the show organiser's details can be found on the Vertikal Days website [www.VertikalDays.net](http://www.VertikalDays.net)

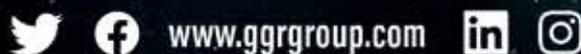


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# Combatting racism in the workplace

Last year, the reputation of Yorkshire County Cricket Club was shattered after the club failed to appropriately tackle the historical allegations of workplace racism waged by former player Azeem Rafiq - downplaying the accusations as 'good-natured banter' that didn't require disciplinary action.

The issue shook the world of cricket, raising concerns throughout the wider employment landscape, and serving as a bleak warning - take racism seriously, or risk reputational catastrophe. But what can you do to ensure occurrences of racist behaviour won't damage your business? We look at how racial harassment can impact the workplace:

## How is racism defined by the law?

Race discrimination was introduced into UK law by the Race Relations Act 1976, and it now forms a key part of the Equality Act 2010. It includes a non-legally binding code of practice which provides employers with a framework for dealing with such issues.

There are five core types of discrimination set out within the Equality Act 2010, that can each be applied to nine protected personal characteristics, one of which is race:

- Direct discrimination - being treated less fairly than another individual due to race.
- Indirect discrimination - when employment policies disadvantage people due to race, eg banning certain religious or cultural hairstyles or clothing.
- Associative discrimination - treating someone with prejudice because they associate with people of other races.



- Perceptive discrimination - treating someone with prejudice because they are perceived to be of a different race, even though they aren't.
- Racial harassment - Threatening someone's dignity or creating an intimidating, hostile, degrading, or humiliating environment, through targeting any one of their protected characteristics.

## How is racism impacting the workplace?

Employment tribunals focussing on racial discrimination rose in the UK by 48 percent in 2020. It's a trend that has become evident over many years with 2,036 cases in 2017, increasing to 3,641 by 2020.

Misjudged verbal exchanges between work colleagues are a frequent catalyst for race discrimination claims. But discarding racist comments as merely 'banter' can be incredibly toxic and dangerous. Regardless of how a comment was intended, all racial connotations will have the potential to cause anguish. Not acknowledging this fact, failing to recognise the impact that the comments could have on the recipient, or not taking quick, decisive action to put an end to any such activity could be extremely costly in the long term.



C&a

racism

## How can employers protect themselves?

First and foremost, employers must have comprehensive inclusion and diversity, and grievance policies set in place in order to deter any instances of discriminatory behaviour. These documents should highlight the appropriate mechanisms for reporting all instances of racism, inequality, discrimination or harassment, whilst clearly conveying a strict zero tolerance approach to any confirmed occurrences. It should also provide a thorough definition of the type of disciplinary action that can be instigated against all those found to be in breach of the policies.

Undertaking practical inclusivity training with every member of the workforce is also advisable, covering exactly what is meant by terms such as 'unconscious bias', as this will remove any question over what behavioural expectations amongst staff are.

## How should complaints be dealt with?

In many cases, the complainant might simply ask for an apology or request that the situation be closely monitored in the future. In others, the nature or seriousness of the accusation might mean that a more formal complaint will be lodged, and disciplinary procedures followed. It is often most pertinent to adhere to a formal grievance process as guided by legal or HR advisors and this will guarantee that strict protocols are met when tackling the matter.

Wherever it is appropriate, additional support systems should also be put into place for the complainant - whether that means

counselling through an employee assistance programme (EAP), the aid of an external organisation that can provide support to victims of harassment, bullying and discrimination.

## The failure to manage racism

The inability to prevent an environment where racial discrimination and harassment can flourish and grow has the potential to cause irreparable damage to a business. You could of course lose valued workers and face possible employment tribunals, but the magnitude of the harm that could be done to a business' reputation could also hit its finances too.

Promoting inclusivity and protecting your employees is far better for business as well as generally being the ethically correct way to work. By holding those who engage in racist behaviour accountable, employers can protect not only the mental wellbeing of their workforce but also create a more balanced working environment.



**About the author:** Tina Chander is the head of employment law at Wright Hassall and deals with contentious and non-contentious employment law issues, acting for small businesses to large multinational groups. She advises on a variety of employment law matters, including all aspects of employment tribunal proceedings and appeals.

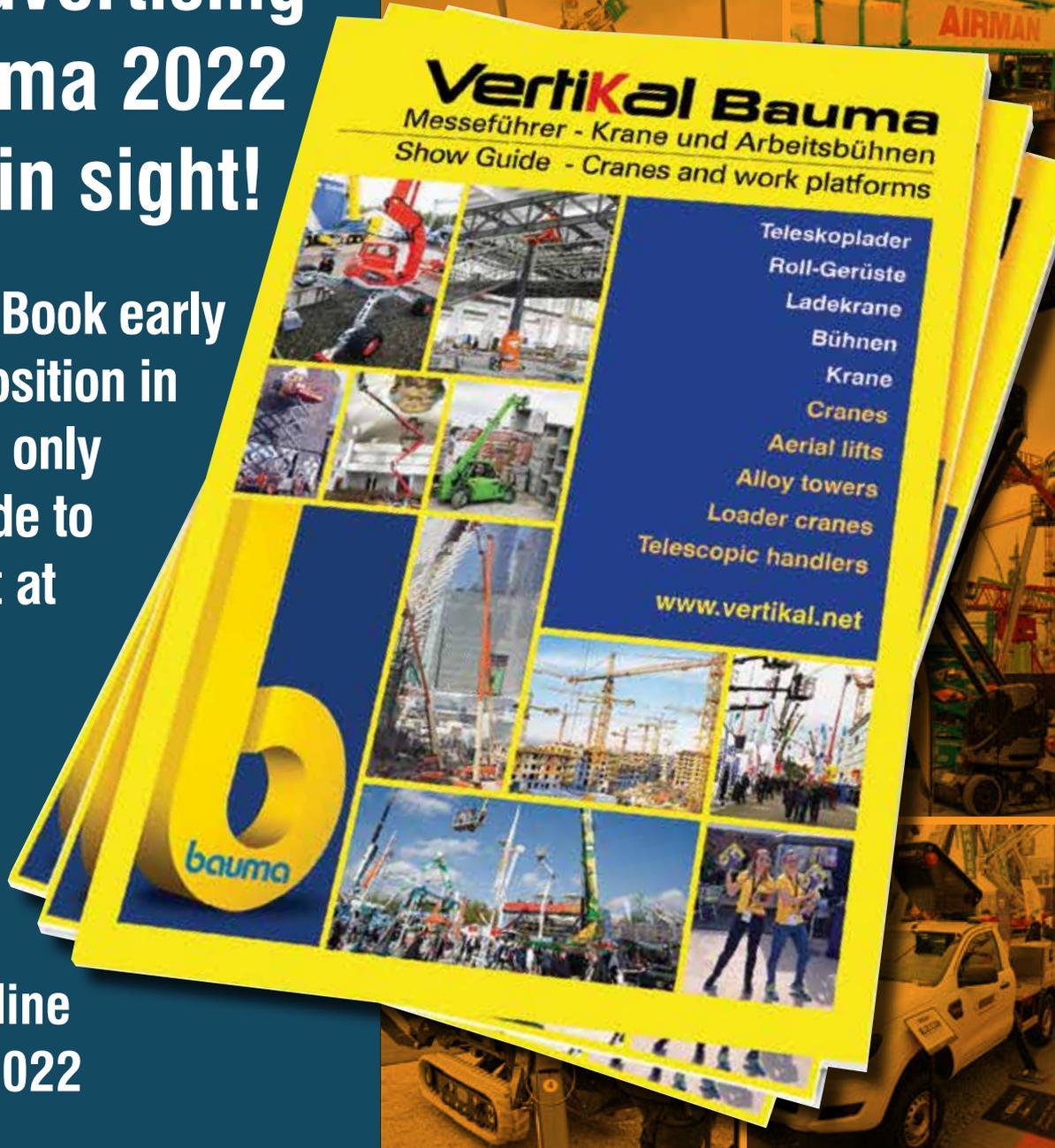
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## CPA Stars of the Future Awards 2022 - Still time!

There are just few weeks left in which you can nominate one of your apprentices for a CPA Stars of the Future award 2022. The nomination deadline is 31st March 2022, and the winners will be announced at an awards ceremony on 7th July at the Heart of England Conference and Events Centre near Coventry.

A number of national titles will be awarded including Plant Mechanic, Plant Technician, Hire Controller, Lifting Technician and Plant Installer. Stars of the Future winners will be in contention for a number of prizes as well as national recognition.

Last year 70 candidates were nominated for a Star of the Future award, and the CPA anticipates even more nominations this year. Nomination forms can be downloaded from the CPA website at [www.cpa.uk.net/skills-training/stars-of-the-future](http://www.cpa.uk.net/skills-training/stars-of-the-future)



## Red diesel updates

Most companies working with the UK construction industry are now aware that diesel powered equipment will no longer be able to fill up with red diesel or rebated biodiesels - including what is termed a 'special vehicle'. Quite simply, from 1st April, if the machine is undertaking a construction related activity, red diesel cannot be put in the fuel tank. Equipment owners and their customers need to be clear on the implications of forthcoming changes.

The CPA has hosted the first two online seminars which clarify the details and implications of the changes, including a question and answer session with two representatives from the HMRC. It can be viewed without the need to register on the CPA website [www.cpa.uk.net/events/cpa-webinar-programme](http://www.cpa.uk.net/events/cpa-webinar-programme).

A full list of Frequently Asked Questions and supporting information on the changes to red diesel use can also be downloaded free of charge from [www.cpa.uk.net/news/hmrc-red-diesel-update](http://www.cpa.uk.net/news/hmrc-red-diesel-update)



## Apprenticeships Update

Statistics show that there are as many as 250,000 construction equipment operators in the UK, as well as 40,000 mechanics and many other rental related occupations. The CPA has played a key role in developing apprenticeships over the year. Technical & development manager Peter Brown provides a brief overview.

## 'Trailblazer' Origins

In 2014, following a report on the then existing apprenticeship framework provision by the UK government, a new approach to apprenticeship development was proposed for England to be known as 'Trailblazer' apprenticeships, replacing the CITB derived 'framework-based' apprenticeships that in general consisted of a training qualification offered by an awarding organisation and supplemented by an NVQ or SVQ.

The core difference with Trailblazer apprenticeships is that employers are now in the 'driving seat', with each occupation developed by employer-led Trailblazer groups that conform to a given criteria. Each group includes employers, representing the full spectrum of the occupation, both large and small, with a lead employer chairing each group.

The employer group then submitted a proposal to the Department for Education, through the Institute for Apprenticeships and Technical Education (IfATE), and once the proposal was approved, the Trailblazer group went on to identify the required skills, knowledge and behaviours for the occupation - known as the 'standard'. Once that was approved, the group would subsequently develop the assessment plan.

The first equipment-based apprenticeship to start was the Lifting Technician occupation for the training of crane operators in 2015. The lead employer was Laing O'Rourke, while CPA members in the lifting sector provided the technical writing service with the support of CPA technical staff.

Today the following apprenticeships are operational and gaining traction:

**Plant Operative:** There are now 260 registrations for this apprenticeship, along with 12 listed training providers and three end point assessment organisations (EPAOS).

**Hire Controller:** There are now some 62 registrations with five listed training providers and three EPAOS.

**Lifting Technician:** There are 28 registrations and three listed training providers able to offer this apprenticeship, along with two EPAOS.

**Plant Mechanic:** Despite early setbacks, there are now 30 registrations for this apprenticeship, along with one approved provider and one EPAOS.

### Looking forward

Employers from both the construction hoist and tower crane sectors have expressed interest in an apprenticeship for installers. The occupation also exists within the mobile and crawler crane markets.

## Lifting Technician award

While there are currently 29 individuals registered as Lifting Technician apprentices, not one was put forward by their company last year. The CPA is keen that this should change for 2022.

In addition to the other prizes, Liebherr GB is offering the winner of the Lifting Technician Award an 'all expenses paid' trip to Germany with a visit to its crane plant in Ehingen. The Plant Installer category was also poorly represented last year with only two candidates nominated. It will also carry a special prize.

# IN THE NEXT ISSUE OF C&A



Place your products in front of 17,000 crane, telehandler and access buyers & users who will be reading the April/May issue of **Cranes & Access**...

## Official Vertikal Days Show Guide

Returning to Peterborough following a successful show in 2021, Vertikal Days is back to its usual May dates – 11th & 12th - with lighter evenings and hopefully sunshine. Our comprehensive pull out show guide to Vertikal Days will be centre point in this issue. Every exhibitor will be included, along with details of products and services on display, in this 24 page show guide. At this stage it looks as though there will be plenty of new products and innovations making their debut, along with a range of services such as used equipment, electronics and replacement parts etc...



## The issue will also include features on:



### Crawler Cranes & Heavy Lift Applications

We take a look at some of the latest technology coming into the mainstream crawler crane market, along with the latest new products, supplier updates and a look at some interesting heavy lift applications.

### Boom Lifts

There's always plenty of new product developments with self-propelled boom lifts. In this issue we will be looking at the latest trends and changing nature of the market and the ongoing shift towards large all electric models. If you have any news or information to add, get in touch now.



Send any information, news, photographs or ideas on these subjects to [editor@vertikal.net](mailto:editor@vertikal.net)

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# Using towers in bad weather

Following recent storms PASMA has reminded users to stay safe on scaffold towers during bad weather with the following tips:



- Don't work on towers in snowy, frosty weather or heavy rain - you could slip and fall.
- If the average wind speed reaches 17mph, stop work and dismantle the tower. Use a hand-held anemometer to monitor wind speeds.
- 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 ensure conditions are expected to be suitable for the work you'll 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's a legal requirement.
- When working near overhead electrical cables, rain is an added complication, always consult the appropriate guidance and local power company about working safely near electricity and be aware of the flash factor/arcing, especially in wet conditions.
- After wind, rain, snow or frost, re-inspect your tower and the ground conditions. Ensure its stability and structural integrity haven't been affecting before re-starting work.

## Easy access to 70+ tower instruction manuals

PASMA has a digital library of scaffold tower instruction manuals, with more than 70 manuals and guides from all PASMA Manufacturing Members. The library is divided by tower type and manufacturer with instructions for:

- Mobile access towers
- Cantilever towers
- Towers with bridges
- Towers on stairways
- Linked towers
- Low level work platforms

PASMA recommends that anyone assembling a mobile access tower or low level work platform follows the instruction manual. No manual should mean no tower. [www.pasma.co.uk/manuals](http://www.pasma.co.uk/manuals)



## PASMA training online

Most PASMA training courses involve both theory and practical sessions. The practical session naturally always takes place at a training centre or on site. However, there is more flexibility with the theory session which can be done in a classroom or entirely online, which often suits delegates who prefer to work through the material at their own pace or who want the flexibility to repeat certain parts.

When delegates book a spot on a course, the training centre will give them access to the theory session which includes videos and knowledge checks, to complete at their own pace. When they attend the training centre, they go straight to the written assessment followed by the practical, where they'll gain plenty of tower experience under the watchful eye of a qualified instructor.

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



## Access Tower Specialist training

PASMA's most challenging training programme is known as the Access Tower Specialist course. Those who complete it can build all types of towers, including bespoke structures designed to meet the needs of a site, however tall, wide or awkward it may be.

It's the highest qualification available for towers, aimed at those with considerable experience under their belts and already trained on standard configuration towers. The six day course takes them to the next level. Those who pass all the theory and practical assessments are qualified to use prefabricated aluminium components in surprisingly complex configurations that can go to much greater heights than standard towers. The structures they build allows others to work safely at height in all sorts of applications. Their service is known as 'Hire & Assembly' and covers equipment rental, consultation, specification, design, assembly and dismantling.

Although Access Tower Specialists are competent on standard towers, bespoke structures showcase their abilities, with towers that can go around, over and under obstacles, with multiple levels, stairwells and deck areas, and can be adapted as requirements evolve. Doing all of this with lightweight, prefabricated aluminium components is a truly specialist skill.

The next Access Tower Specialist course takes place in July. Find out more at: [www.pasma.co.uk/training/access-tower-specialist](http://www.pasma.co.uk/training/access-tower-specialist)



## Got an awkward access challenge?

While a range of standard mobile access towers and more advanced structures like towers with bridges or cantilevers are available, it is also possible to have bespoke structures designed especially for your site which can be as complex as you need them to be.

So, what are the advantages of choosing aluminium towers for your awkward access job?

- Quick to build and dismantle - suiting tight timescales
- Lightweight - essential when the floor/ground can't hold steel or powered access
- Low carbon footprint - it travels in a transit van, not a 10-tonne truck
- Aesthetically pleasing - shiny aluminium looks good in high-profile locations
- Flexible - gets into awkward spaces
- Collective fall prevention at all times - no harnesses required
- Competitively priced

When looking for a company to install a tower structure for you including complex, non-standard configurations, the service you need is 'Hire & Assembly'. Learn more at: [www.pasma.co.uk/hire-and-assembly](http://www.pasma.co.uk/hire-and-assembly)



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



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## IPAF mastclimber and hoist for Managers course

IPAF has launched a new one day course aimed at those managing, planning or commissioning the use of Mast Climbing Work Platforms or Construction Hoists. The new course is designed to mirror the existing MEWPs for Managers course and includes eLearning, classroom based, or instructor led remote learning via IPAF approved Training Centres.

IPAF training manager Paul Roddis said: "Candidates will learn the differences between categories, limitations and advantages of each, and how to select a suitable supplier. The course also covers how to manage installation, use, maintenance, training, inspection, thorough examination, and dismantling of mastclimbers and hoists, safely and effectively.

"It is initially available in English, in an instructor led format. IPAF intends to continue to develop this course into eLearning and to add other languages once the initial roll-out is complete. This new course fills an acknowledged gap in industry training. Last year, despite a slow start owing to the pandemic, IPAF certified more training candidates than ever before, adding new courses will continue to complement IPAF's market leading, ISO accredited training offer.

IPAF's representative for mastclimbers and related products Ángel Ibáñez added: "This new training option for those planning and managing mast climbers and hoist operations has been developed with the assistance of external partners, including many of our dedicated mastclimber and hoist members.

"It's a common misconception that planning, operating and overseeing the use of mastclimber and hoists is a simple, even fool proof process, where nothing much can go wrong once the machines are erected. However, our experienced specialist equipment rental and manufacturer members will tell you this couldn't be further from the truth!

"Untrained and inexperienced operators and supervisors increase the risk of unsafe operations, which in turn lead to accidents on site and damage being caused to rented machines, which is costly to rectify and can cause significant delays to work projects as repairs are effected or new machines brought into place.

## HMRC/IPAF FAQs on end to red diesel

IPAF has secured additional guidance for the powered access industry on the ending to the rebate on red diesel for construction equipment, in the form of a Frequently Asked Question sheet prepared by HM Revenue & Customs to supplement its existing guidance on the end to red diesel on 1st April.

IPAF's UK & Ireland general manager Richard Whiting said: "Our members expressed multiple concerns around the negative consequences of this change, from increasing costs to end users and stifling green investment, to confusion over renting machines between different sectors and creating a £100 million black market in white diesel. Many members felt the guidance issued last year was not specific enough, so we requested a presentation from HMRC to our Country Council. We are grateful to the HMRC officials for attending and putting the questions and answers into a handy document that we are pleased to now share."

"The answers to the questions our members raised provide welcome clarification on a number of areas that weren't explicitly covered in the previously published guidance. However, IPAF reminds members that this industry specific FAQ sheet is purely supplementary to the legislation and HMRC's own guidance. IPAF urges UK members to familiarise themselves fully with the upcoming changes to the law, and the guidance."

See: [www.ipaf.org/en-gb/end-red-diesel-rebate-april-2022-faqs](http://www.ipaf.org/en-gb/end-red-diesel-rebate-april-2022-faqs)



## IPAF Rental+ aligned with Common Assessment Standard

IPAF has incorporated elements of Build UK's Common Assessment Standard as part of its Rental+ audit scheme, joining 20 organisations now using the Common Assessment Standard prequalification system.

Build UK reviews the standard every year to ensure that it continues to meet the pre-qualification requirements of the construction industry, Version 3.0 will be published on 31 March.

Chief executive Peter Douglas said: "This alignment means that those IPAF members certified to the Common Assessment Standard will reduce duplication when completing their annual IPAF Rental+ audit. All our other members going through the rigorous IPAF Rental+ audit process will have been assessed to the industry standard, giving contractors that hire equipment and services from our rental members the assurance that they are committed to the highest standards of professionalism and safety. This will mutually benefit our members and the many projects that require the Common Assessment Standard for contractors and operators on site."

For more information on Pre-Qualification and the Common Assessment Standard see: [BuildUK.org/Pre-Qualification](http://BuildUK.org/Pre-Qualification) or [www.ipaf.org/Rental](http://www.ipaf.org/Rental)





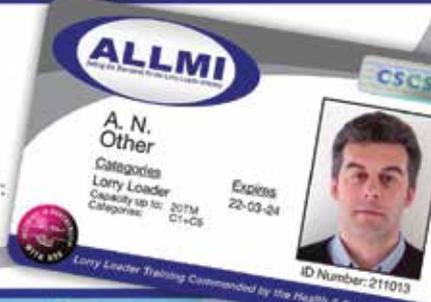
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# Strap Down Your Loader Crane!

Following reports of an incident that could easily have had fatal consequences, ALLMI has launched its *Strap Down Your Loader Crane!* campaign.

If a loader crane cannot be folded for travel, it should always be strapped down securely to the vehicle bed. Failure to strap down the loader crane could result in uncontrolled slewing and the extremities of the vehicle being breached, not only leading to damaged equipment and property, but also injuries or fatalities, as well as a criminal prosecution for the driver.

ALLMI's *Strap Down Your Loader Crane!* campaign is aimed at fleet owners, operators and all businesses involved in the movement of lorry loaders, including crane installers, bodybuilders, truck dealers and delivery companies. The campaign supplies a range of valuable resources, from training videos and 3D animated accident reconstruction, through to an information leaflet and toolbox talk. All resources can be found on the following campaign-dedicated web page: [www.allmi.com/strap-down-your-loader-crane](http://www.allmi.com/strap-down-your-loader-crane)

ALLMI chief executive Tom Wakefield said: "We are determined to raise awareness of this issue by spreading the message as far and wide as possible. Whilst we will, of course, do this via our own communication channels and industry contacts, everyone can help by disseminating this information within their companies and to external colleagues. We would strongly encourage all those involved with lorry loaders to familiarise themselves with the campaign material, and to contact us if they have any suggestions for further resource development."



## Election time

ALLMI has concluded its biennial election process for positions on its board and Operators' Forum executive committee.

The board process saw all incumbent directors re-elected, while Alan Johnson continues as chairman. An identical scenario occurred on the fleet owner side of the membership, with all members of the Operators' Forum executive committee retaining their places, including Steve Frazer-Brown as chairman. The one exception was long standing committee member, Andrew Hollingsworth, who stepped down following nearly 16 years in the role.

Steve Frazer-Brown said: "Andrew has served on the executive committee since its inception and has made a considerable contribution over the years. His valued input and involvement have been greatly appreciated, and we wish him all the best for the future."



### Election Results - ALLMI board

- |                           |                                 |
|---------------------------|---------------------------------|
| • Alan Johnson (chairman) | Palfinger UK                    |
| • Alastair Evans          | Hiab                            |
| • Ben James               | Avon Crane & Commercial Repairs |
| • Ian Roberts             | Massey Truck Engineering        |
| • Richard Short           | Penny Hydraulics                |
| • Steve Frazer-Brown      | David Watson Transport          |

### Election Results - Operators' Forum executive

- |                                 |                                    |
|---------------------------------|------------------------------------|
| • Steve Frazer-Brown (chairman) | David Watson Transport             |
| • Andrew Packham                | Sussex Transport                   |
| • Martin Woodbine               | Saint-Gobain Building Distribution |
| • Nick Sesevic                  | Mobile Mini                        |
| • Paul Bishop                   | Warton Freight Services            |
| • Stewart Smith                 | D Smith Express                    |

## Smart Card reminder

ALLMI's plans to launch its new QR code-based smart ID card remain on course for the end of March. Tied in with the forthcoming release of the CSCS Smart Check app, the QR code will facilitate ALLMI cards being scanned by site personnel, enabling immediate verification of an individual's qualification.

Prior to the launch, all current ALLMI cardholders will be emailed a QR code, which should be carried with the card when accessing construction sites. Alternatively, replacement cards containing a QR code can be purchased for a nominal fee.

For further information, please contact ALLMI, and visit [cscs.uk.com/smartcheck](http://cscs.uk.com/smartcheck) for details of the wider CSCS Smart Check initiative.



## ALLMI General Meetings

ALLMI will hold its first physical general meetings since November 2019 later this month. Having engaged with members via the online seminar - virtual format over the last two years, on 24th March the industry will come together to receive updates and engage in discussion on topical issues affecting the lorry loader sector. In addition, members will hear from Clare Jones, Group Procurement Director for Mace, who will facilitate shared learning by explaining how supply chain challenges have been tackled in the construction industry. The event will be held at the Marriott Forest of Arden in Meriden, near Coventry.

For further information on these membership meetings, please contact ALLMI.



## Market stats 2021 published

ALLMI has released its UK loader crane industry sales figures for the second half of 2021, completing market statistics for the full year. The figures show an impressive industry performance, with growth of over 30 percent demonstrating a healthy recovery from the events of 2020, and results even exceeding those seen in 2019.



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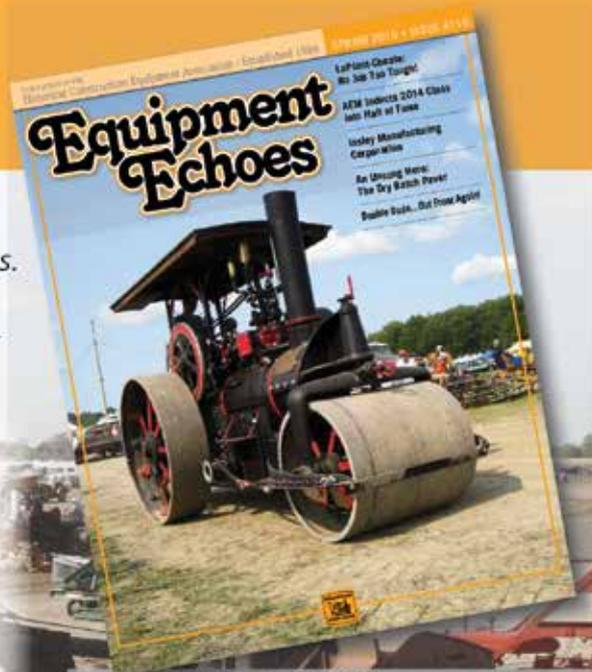
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Join online and learn more about us at [www.hcea.net](http://www.hcea.net).

# New Tracked carrier/ Multi Loader course

UK-based mini crane and glass handling specialist GGR has launched a new training course for pedestrian controlled tracked carriers, including crane attachments. The new course has been accredited by the Lifting Equipment Engineers Association - LEEA - which has named the course the 'Accredited Pedestrian Operated Materials Manipulator Course - Module 8'. The course includes both theoretical and practical training.

The development of the course follows GGR's appointment as an Almac Multi Loader dealer. GGR's Daniel Ezzatvar said: "Part of our schedule to introduce this equipment to the market is to underpin its use with an accredited training course. We approached the LEEA and they have delivered in the form of this accredited course, which GGR will support and deliver at our training centres."



Almac tracked carrier

# Delivery driver apprenticeships

UK-based Nationwide Platforms is investing in 40 HGV apprentices in order to help counter the shortage of delivery drivers. The programme was advertised locally, offering a salary of up to £31,000 and attracted around 2,500 applicants. A shortlist of candidates were invited to attend an assessment day which included a driving test, a Highway Code test, a tour of the depot and an experience in a 50ft scissor lift.

The Nationwide HGV apprenticeship takes a year to complete and takes apprentices from a car or 3.5 tonne truck, to gaining a full HGV Class 1 licence. The course also includes learning how to safely load, unload and operate the range of aerial work platforms in the company's fleet.

One of the successful applicants was Cleveland McGory, 27, who had previously driven a 3.5 tonne van for a food distribution company and was keen to upgrade to an HGV licence whilst still having secure employment, a regular income and all of the costs covered to obtain a licence.



Nationwide HGV apprentice Cleveland McGory

# Last chance to be Star

Nominations for the 2022 Stars of the Future Awards closes at the end of March.

Nominations can be made by training providers or employers for any of six national awards - Mechanic, Technician, Operator, Installer, Lifting Technician and Hire Controller of the Year - as well as some special awards. For more information see the CPA page 57. The association has made a special request for applications for the Lifting Technician of the year. Make sure you do not miss out!



# Suspended sentence and fine for unsafe work at height

Phillip McGinn, trading as Storm Guard Roofing, has received a 13 month suspended prison sentence, 200 hours of unpaid work and ordered to pay costs of £1,000 after being photographed working dangerously on a pitched roof of a home in Lydiate, Merseyside.

McGinn and two employees were replacing roof tiles on the home, with no safe access or edge protection to prevent them from falling. The HSE investigation found that McGinn had failed to take suitable and sufficient measures to ensure that work at height was carried out safely and failed to provide sufficient work equipment to prevent a fall or to minimise the distance or consequences of a fall. The HSE had taken previous enforcement action and prosecuted McGinn for a similar offence in 2012.

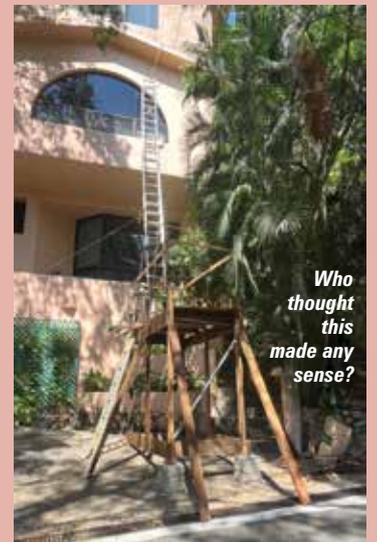


# Who trained them then?



A lot of effort has gone into it, but it is hardly safe or efficient

Spotted in Acapulco, Mexico, men painting a series of buildings with equipment and methods that make the job harder, slower and less safe. Most work was at a height of nine metres or so and the hard standing below is sloping. Rather than using a tower, or trailer lift etc the contractor has constructed wooden staging levelled with bricks and topped by long ladders. A lot of effort has gone into it, but it is far from safe or efficient.



Who thought this made any sense?

# GOING UP IN THE WORLD



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

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

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

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

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

- Continental Europe €23 plus €6.50 postage & packing
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# Link-Belt 100 RT Rough Terrain crane

The Link-Belt 100 RT is a two axle Rough Terrain crane with a maximum capacity of 100 tons (90 tonnes). It has been modelled by NZG in 1:50 scale. It comes with a coloured instruction sheet although there are no reeving diagrams.

The chassis has the transmission and steering components detailed, and the wheels have nice large chunky tyres. Both axles steer independently. There are metal handrails and steps on the side of the chassis, although it lacks tie down lugs for the hooks when the crane is travelling. A storage cabinet on the carrier has an opening door which reveals interior detail.

The outrigger beams are single stage metal, with chevron graphics, but the outrigger jack cylinder rods show screw threads when extended.

The operator's cab is nicely modelled, and it can tilt a small amount, with the grab rails being plastic and tiny graphics adding detail. Handrails on the superstructure are metal. The removable counterweight is modelled as a solid block, with excellent tiny warning signs applied.

The boom lift cylinder has a plastic barrel with an excellent colour match. It accommodates a locking grub screw which works as a system but is not as good as a fully metal part. The boom nose has two rods with a lug on each end which act as connection points for the swingaway extension. However, they are loose and easily slide sideways out of position.

The bi-fold extension is made in two separable metal parts. They connect with tiny brass nuts and bolts for which tools are supplied. The ratchet mechanism has been modelled in the casting, but it is non-functional. Two hooks are supplied: a single line headache ball and a multi sheave hook block for heavy lifting. They are very nicely made with all sheaves on the model

being metal. A metal Link-Belt load plate is also included.

Overall, this is a nice quality Link-Belt model by NZG with some very nice detailing such as the tiny graphics. Aspects of the functionality could be better such as the plastic boom lift cylinder barrel which is not as good as a full metal system. It costs €229 at European dealers.

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

### Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	25
Features (max 20)	15
Quality (max 25)	20
Price (max 15)	10
Overall (max 100)	78%



*Lifting on the extension*



*Travelling on site (chains not included)*



*Looks great as a transport load*



*Opening battery and lower controls box*



*Excellent graphics add detail*

# Readers

## Letters

### Death wish?

The following comments and letters were triggered by an article we published online regarding some information and details of what on the surface looked to our correspondent like it would qualify as a Death Wish. We published the facts and asked what our readers thought, and it generated a stream of mostly excellent feedback which has in itself triggered us to start work on an article on the subject. The general feedback to the longer comments was highly supportive - in other words people generally thought it was a safe method of work - on the understanding that all of the safety checks and measures had been followed.

*Here is the photographs of the job and the relevant correspondence on the opposite page.*



Dear Sir,

I have been involved in tree work for 52 years and at one time employed over 50 Arborists with our own cranes and work platforms. This is one of the most heavily regulated industries I know, and the safety practices (used by professional companies) exceed most other industries. The photos show a commonly used method of removing trees in sections and is perfectly safe if used correctly. The climber is using a tree surgeon's harness (not a Bosuns chair) and a lifeline both of which will have breaking strains of about three tonnes so even allowing for wear and tear will still have a substantial safety margin. The standard practice is to be lifted into the tree and attach the crane's chain or sling before attaching their lifeline to the tree and detaching from the crane.

When safely attached to the tree, the section to be removed is cut before the tree surgeon uses his lifeline to descend safely out of the way. The crane can then safely lower the cut section to the ground. I know ill-informed people will say it's not safe lifting a person this way, but it is certainly much safer than someone climbing up a tree from the ground which is far from easy and a lot safer the being lifted in a man basket which is common in other industries. It is also exhausting and can compromise the tree surgeon's ability to carry on working safely. I'm sure the usual cry will go up to use an aerial work platform and most tree surgeons do if it is practical. Often, it is not because of access not only on to the site but also getting into the tree crown itself.

Finally, we should look at the figures for tree work injuries and fatalities using aerial work platforms as opposed to climbing equipment. You may be surprised.

A professional worker called Chief

This well thought out letter was followed by two short comments:

"A lot safer than being lifted in a Man Basket? I don't agree and would like to know why you would think it was not as safe."

No name given

"Safer than being lifted in a Man Basket ???. Come on Chief! A lot cheaper I would say as you'd need Two Cranes."

No name given.

Dear Sir,

Obviously, I have nothing to do with this job whatsoever, however I have had to deal with similar situations, as you say the guys look very professional for starters. I would say that I avoid using the Bockers for any tree work, purely as any estimated weights we are given I double then put an extra 20% safety factor on top!

Access to the tree is never easy, if they use a platform, they will need to climb out of it to access the tree especially whilst using a chainsaw. Then a bosuns chair means they can't tie themselves to the tree to sling it because they can't get out of it. So, the way that it is done, considering that these guys are fully trained and highly skilled is as you see and as you describe in equipment more than capable to support them. However, as they are lowered into the tree, they fix a rope to the top and climb down it. On route they sling the piece to be cut and are no longer then attached to the crane, they then loop a rope round the tree below the cut to support them, reposition the safety rope lean back, make the cut and the crane takes the piece away. I don't think it would be possible for them to ride the crane whilst the timber is attached! The one thing I would say as you have identified is the Crane would need to have been inspected and identified in a six-monthly scheme for lifting persons. Not just inspected in the last six months. And assuming a full risk assessment has been carried out It might well have been identified as both the safest and most practical way to do the job.

Name withheld on request

Dear Editor,

I check the Vertikal website every day to see what's going on in the crane and access industry in which we are very small players. Also, to read reports of incidents/accidents so that I may learn and pass on information to our staff and others hoping to prevent similar misfortune befalling them. I rarely make any comments but the 'On the hook' article immediately caught my eye and I felt compelled to respond.

I felt the writer had a less than expert knowledge of what the photos were about, and I certainly did not want to see an everyday part of the Arboricultural industry being classed as a 'Death wish'. I was heartened to see that the 'likes' quickly outnumbered the 'dislikes' showing that my comments had generated some interest and thankfully mostly supportive of my views. As three people have taken the trouble to respond to my comments, I would be grateful if you could publish my reply to them.

With all due respect and in response to both short comments re: man baskets, I would say that the respondents are probably involved in other industries and not professional tree workers, or they would know that it is virtually impossible to gain access to a tree crown from a man basket swinging from a crane.

Without getting close enough would the tree surgeon be expected to climb out of the basket to cut the tree? What if the falling cut section snags on the basket with the resultant dynamic forces throwing the person out or possibly damaging the basket or crane. This by the way is also a common cause of overturns with aerial work platforms used in tree work.

The tree surgeon's harness and climbing equipment is tested under LOLER and more importantly is carefully checked by the tree surgeon as he uses it throughout the day. Being lowered into the tree he can avoid branches etc and get to the exact location he needs to safely carry out his cuts. Also, all climbing systems now use two attachment points so that at no stage is the tree surgeon free or unsupported.

One respondent suggests it is a cost saving measure so that two cranes don't have to be used. We all know the increased risk of using two cranes close together particularly on a very restricted site which is often the case in tree surgery jobs. Of course there would still be the same problem of access to the crown and the risk of the cut section of tree snagging the basket which the tree surgeon is in. I can assure him or her that crane cost is very unlikely to be the main consideration by professional people carrying out this highly skilled work. While man baskets are really good for certain work, they are not ideal for tree work if there are safe alternate options to use.

Regarding the comment, I would reinforce that person's comment on estimated weights as once the tree is cut there is no letting go if it's too heavy! Probably the most common cause of crane overturns in tree work. Our rule of thumb is also to overestimate weights by a factor of two or three.

Michael Large  
Managing Director  
M.Large

Dear Leigh,

Thanks for publishing my comments and if you think it would be useful you can certainly put my name to them. I'm pleased to see the article has stimulated an interesting debate which is how we all learn.

I diverged a bit on to aerial work platforms, but I wanted to highlight the fact that they have their own inherent dangers if used incorrectly in tree work. Unfortunately, this was confirmed by your later article about a fatal accident (albeit on an old machine) which might turn out be a case of the last straw being a snagged branch.

To the best of my own knowledge of tree work in N Ireland at least three workers have been killed working from mobile aerial work platforms, and only one from failed climbing equipment in the last 50 years.

Our own company have used tracked, all terrain wheeled and truck mounted platforms for many years. Last year we decided with some trepidation to invest in two new spider lifts, a Ruthmann Bluelift SA18 delivered last year and an SA31 expected this month. My main concern with spider lifts was the danger of overturns while loading or traveling over uneven ground. You reported one fatality on the week we took delivery of the SA18, and this caused us to return the lift to Aherns to have the track width extension fitted before we used the machine. (this was a fixed track model which Aherns had in stock)

Perhaps you could do an article on the benefits and dangers of this type of lift as they become more popular.

Thanks again for all your articles in Vertikal and keep up the good work.

Kind regards

Michael Large

*We totally agree that this a good subject to cover in a future issue and will be carrying out the required work to do justice to the subject matter. If anyone has a contribution to make, we would be very happy to hear from you.*

Dear Leigh

I write to amplify the obituary in Cranes & Access following the sad loss of Geoff Marshall and his supportive wife Thelma.

Geoff was everything described in those words but also just so much more. In those exciting and challenging days at IPAF, when we were determined to achieve so much, so quickly in so many places with so few staff, Geoff came on the scene like one of the 'Knights of old on a Charger' and my seemingly impossible demands were always met with a smile, and he always delivered the goods. Nothing was ever too much trouble for Geoff and somehow, we always parted with a smile and a friendly handshake.

When we decided to participate at the Maastricht show all those years ago, we decided to set up a circus ring where IPAF Members' platforms could be demonstrated. Who volunteered to run this? Yes, Geoff and his lovely wife Thelma. Needless to say, they ran it splendidly and went on to repeat that function for IPAF at a number of shows thereafter.

In losing both Geoff and Thelma we have lost two lovely people who contributed so much to improving safety levels in our amazing industry.



Best wishes  
Paul Adorian,  
Former IPAF managing director

## Recognition for the late Peter Oram

Dear Leigh

**I hope you are well and thank you for adding me to your distribution list. After 15 years I have become an avid Cranes & Access reader again!**

I read with interest your feature on rental rates and the everlasting issue of crane companies hiring out equipment at uncommercial rates. What also really stood out to me was the amount of contract lifts now being carried out, compared with pure crane hire. Not only are they much safer, but they should also be more profitable.

I think everyone in the crane industry owes a debt of gratitude to the late Peter Oram who was the author and instigator of contract lifting.

Peter was, for many years, the recognised crane expert within the Health & Safety Executive. He investigated many crane accidents and felt strongly that too much blame was being put on the crane operator. Often they were working under site management pressure and with people on site who had little or no experience of working with cranes. The customer usually made his own uncalculated decision on what size of crane was required and what the weight of the load was. Ground conditions and maximum radius were based on unscientific information.

During the 1990's Peter worked for the HSE and joined the CPA Crane committee under the stewardship of Colin Wood. Many of the crane company owners of the day were also on the committee including Ainscoughs and we met regularly to discuss and agree how we could introduce the concept of contract lifting instead of pure crane hire.

I know Peter would be amazed and delighted that nearly 40% of crane lifts are now carried out under contract lift conditions.

Peter, during his time at the health and safety executive, investigated many crane accidents with sadly fatalities of crane operators and the general public sometimes being the outcome.

In my opinion Peter's work on contract lifting has saved lives and he should be celebrated and honoured for that work.

During our ownership of Ainscough Crane Hire sadly we had two operators killed in accidents on site. Without doubt one of those fatalities would not have occurred if contract lift conditions were being used on that occasion.

I am sure that many of the older members of the crane hire industry would agree that Peter Oram's work should be honoured in some way within the modern crane hire industry of today.

Kind Regards

Martin Ainscough

*We would completely agree with Martin Ainscough, and if we can play a part in this we most certainly will. We would welcome your comments on this subject.*



Peter Oram

### Mark Alan Hollister 1951-2022

US crane industry veteran Mark Hollister passed away on February 8th at home with his wife Theresa by his side, following a short battle with cancer, he was 70.

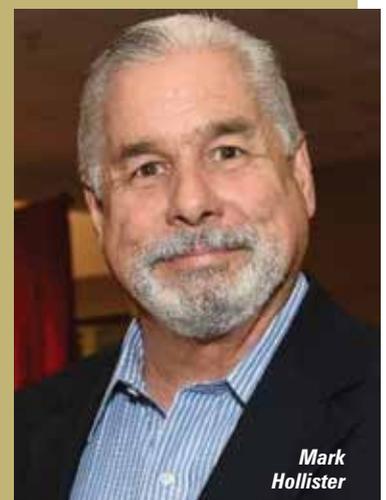
Born in Cedar Rapids, Iowa, Hollister studied and graduated with a marketing degree before joining FMC in Chicago. By that time FMC had acquired Link-Belt and rebranded it as FMC Link-Belt.

In 1986 he moved to Tampa as the owner of Marco Machinery Company and later moved to a management role at Ringhaver Equipment, which later became Ring Power. After his time at Ringhaver he joined equipment dealer

Nortrax, where he was vice president and general manager for the Southeast. The rest of his career was spent with Sims Crane & Equipment where he was appointed as vice president of business development in 2013.

Throughout his career he was known for his professionalism and caring for the people with whom he worked, many of whom he acted as a mentor. He was also known for his sense of humour. He is said to have enjoyed keeping his garden/yard in tip top condition, and a good glass of wine.

He leaves behind his wife Theresa, and children Morgan, MacKenzi and Terry, two stepdaughters Brittani and Baileigh and five grandchildren.



Mark Hollister

## Ian Michael Gamble 1941-2022

**Last month UK access and plant hire veteran and mentor Ian Gamble died at the age of 81 having suffered from ill health for more than 15 years, most recently with cancer.**

Ian was truly a one off - the term 'character' simply does not begin to do him justice. He was responsible for far more company success stories than just those that he managed or that bore his name, and he rarely took any credit but was happy to provide all manner of support and advice and see the fruits of his success - accolades just were not his thing. He is perhaps best known for having founded and managed general rental company Gamble Jarvis until he sold the business in 2005.

Gamble started his business in 1960 at the age of 19 when he purchased his first piece of kit, a JCB backhoe loader. Although he had grown up in a family business F.L.Gamble & Sons, his father Frank had built his own crane in the 1950s for contract work erecting barns on farms in southern England. He then teamed up with Mike Sadler to create Gamble & Sadler Crane Hire, which was eventually sold to Hewden Stuart by which time it ran around 160 cranes and had revenues of £12 million. Young Ian however was more interested in doing his own thing, and with the new machine he established his own plant hire company which became Gamble Jarvis - the Jarvis being Paul Jarvis.

One story he apparently used to tell nervous entrepreneurs, was that having collected his first machine he had to stop several times on the way home with it to be sick, such were his nerves over having made such a major investment without a plan. Anyone who knew

him later would be hard pressed to believe that. Perhaps it was a way to reassuring a nervous young entrepreneur that had done the same thing, that all would work out well? It would certainly have fitted his character.

In the early 1980s, Gamble spotted the growing potential for aerial work platform rental and bought a number of Economy (later Snorkel Economy) scissor lifts from the UK dealer Kato Cranes - now Kranlyft. Over the next few years, Gamble Jarvis became a major regional access rental company, while also running a wide range of general equipment including telehandlers.

Gamble sold his business in 2005 to a group of investors who, it turned out, never had the wherewithal to fund or manage the business and it failed, owing Gamble a most of the deferred acquisition price.

In addition to running his own business, Gamble helped or encouraged numerous other entrepreneurs to set up their own operations, either with direct funding or simply by offering advice and mentoring. He always seemed to have time to help others. The two following examples illustrate the nature of the man:

When Kato Cranes' access salesman Alan Russon had the idea to set up his own business as a dealer to import Skyjack scissor lifts from Canada into the UK, he turned to Ian Gamble for advice and support to start the business. When Skyjack took over that business in 2000, Russon started up again within Gamble Jarvis, but trading as Russon Access to import the Liftlux range of heavy duty scissor lifts. When Gamble Jarvis was sold in 2005, the new owners quickly dropped the access operation and Russon, once again in partnership with Ian Gamble, set up a new business. Around the same time JLG acquired Liftlux leaving Russon Access without a product, so it switched to Holland Lift, becoming the UK distributor.

In another example Gamble helped Facelift founder Gordon Leicester, by providing advice and knowledge etc. Leicester had purchased a Simon truck mounted platform in 1985 to carry out some work on a hotel in Brighton. When it was completed, he wondered what to do with it. Sensing the opportunity to lend it to others for money, but knowing nothing about equipment or the rental business, Leicester went to see



Ian Gamble



Ian Gamble, who ran the leading rental company in the area. Although he had never met him before, Gamble invited him in and spent a great deal of time with the young entrepreneur - who was roughly the same age as he had been when he purchased that first machine - giving him plenty of tips on how to get into the emerging access rental market. He even gave Leicester his first rental contract there and then. Armed with all this advice and secure in the knowledge that he had a mentor, Leicester started up his company Facelift which became one of the leading truck mounted platform rental companies in the UK, later adding self-propelled machines, before being acquired by AFI in 2019.

Ian Gamble was a larger than life character. His rugged features and massive smile reminded people of the well-known British comedian and star of countless 'Carry On' films, Sid James. Gamble loved life and lived it to the full. Even after he became ill, he continued smoking his "50 a day" and enjoyed his whisky, not to mention chocolate cake, which tended to show on his physique. He was apparently called 'Grandpa Belly' by his grandchildren.

In the few days before he passed away his wife, Maggie, observed: "I knew he was really unwell this time because he stopped eating his chocolate cake."

Ian Gamble was one of the rare individuals who could always bring an instant smile to your face no matter how bad things were. His smile would light up a room and you really couldn't be miserable when meeting him. Gamble always seemed to have time for you and had a wicked sense of humour and a great laugh!

Other people from the industry have summed up Gamble best such as: "He was always an absolute legend, I would have walked through hell for him," commented one. Another said: "It is so so easy to say nice things about Ian."

"Ian was always so supportive, I referred to him as Daddy Gamble."

One story recalls a visit to the Aichi plant in Japan. "We had attended a series of dinners with different Japanese executives over the week. At the last dinner before we flew home, Ian stood up and gave a sort of thank you speech in some sort of made up sounds that sounded like our Japanese hosts, complete with gestures mimicking the speeches he heard over the previous few nights. He did it with such charm and wit that, rather than offending his hosts, they saw the funny side of it and what he was trying to do and received an ovation. He became something of a legend with everyone wanting to meet this 'Gamble San'.

Ian Gamble was a true legend, and the industry has lost one of its major characters.

He leaves behind his wife Maggie, and children Julien, Emma, Nicholas, Jamie, Robin and Michael.

**Martin Craig Davies 1966 - 2022**

**Former European access and crane sales manager and managing director Martin Davies passed away on January 23rd at his home in Rhuddian, Wales, following a year of worsening ill health, he was only 56.**

Martin Davies began his career in 1989 as an operator and salesman with truck mounted rental specialist Butler Powered Access. After five years he took his first job with a manufacturer when he



**Martin  
Davis**

joined the insulated truck mounted lift manufacturer Amador Aerials selling the Canadian-built lifts mounted on Unimog chassis. In late 1994 Amador was acquired by Skyjack and it soon became clear that selling Amador products in Europe was a challenge and Davies was transferred to Skyjack to support its dealers - such as Russon Access - in the UK, its largest European market at the time.

In 2000 he was involved in setting up Skyjack UK in Oswestry, Shropshire, and then in 2002 was promoted to head up Skyjack Europe. The following year the company closed its operation in the Netherlands and moved its European headquarters to the UK.

At the end of 2005 he reached a mutual agreement with Skyjack for his departure, which led to him leaving the company in early 2006. He planned to try his hand as a professional photographer but was soon recruited by Oil&Steel to become its UK sales director.

In 2008 he moved to MEC to head up its European sales efforts and in 2009 he set up Equipment Parts Wholesale (EPW) Europe alongside the MEC operation and took on the European distribution for Thermoil battery conditioning fluid. As part of the move into parts and accessories he moved into a facility in Greenfield, Flintshire and in 2012 added material lifts from new company LiftSmart.

By 2014 events had led to the closure of the MEC and EPW operations and Davies moved into the crane rental industry joining Bob Francis as commercial manager, leaving for Graham Jones Crane Hire in 2020.

Over the past year or so his health had been failing, and he finally succumbed, just after his 56th birthday.

Martin Davies was a colourful character, hard working, hard playing, quick on his feet and eloquent. An excellent example of this was a small charity auction held at the evening event of Vertikal Days 2009 when he demonstrated substantial skills as an auctioneer, helping raise more than £7,000 for charity from a small push-around lift and a few crane models.

He has been out of the mainstream access industry for eight to 10 years, but many will hopefully remember him at the peak of his powers in the 10 to 12 years from the mid to late 1990s when he played a significant role with Skyjack and the UK access market.

One ex-customer said: "He was always very supportive and there was never a dull moment when he was around."

Another added: "A very sad end to a very colourful life."

He leaves behind his three children Bethany, Alexa and Jack and their mother Elaine.

**Dear Leigh**

"It is with great sadness that the family of Martin Davies have asked me to inform you all of the passing of their father and great friend of mine at the age of just 56. As I sit here with the impossible task of trying to describe someone's life in just a few sentences here are just a few details that formed the larger than life character that Martin was.



**Martin Davis**

Martin was born and raised in Denbighshire North Wales and was very proud of this heritage and would tell me lovely stories with a misty eye of him and his Dad working together in this area.

In his professional life Martin worked for Amador, Skyjack, where he became MD of Skyjack Europe, Oil & Steel and MEC and latterly his own company, introducing Thermoil into the UK.

His hobbies included long lunches telling stories of his travels on business throughout the world, but especially Europe, Canada and the US. Walking his beloved dogs on the beautiful hills surrounding his home followed by a long lunch. Shooting his shotgun at clays and trespassers, followed by a long lunch. Fishing at his local Lake followed by a long lunch. Being very bad at golf, followed by a long lunch. However his very favourite thing would be a long lunch talking about his children Bethany, Alexa and Jack, he was immensely proud of them all and their achievements.

Martin's personality was like his shirts, loud, expensive and XXL and it's fair to say he never let the truth get in the way of a good story however, if you were fortunate to be in his company you knew you were in for a good time.

God only knows Martin wasn't perfect but who is? Martin had his Demons but don't we all? Martin fought his for a long time unfortunately last week they took him.

As we meander through life we gather and forget many mates but very few true friends. Martin was a friend of mine. I like his family will miss him immensely.

He leaves his lovely children, their mother Elaine, three sisters and both parents heartbroken. However as I've been writing this I've been chatting to Bethany with a mixture of deep sadness yet with a smile talking about the silly old bugger.

The funeral will be 2pm Thursday 17th February at St Asaph Crematorium LL17 OLG followed by a wake at Faenol Fawr where, once upon a time Martin was a bouncer.. or so he told me..

Whilst loud shirts are not obligatory it would make him smile."

Tim Ward



**(L-R) Tim Ward with Martin Davis and Willem Hilderink at Vertikal Days**

# What's on

2022

## The IPAF Summit and awards

March 10, 2022  
Annual Summit and IAPAs awards ceremony of the International Powered Access Federation London, UK  
Tel: +44(0)15395 66700  
www.ipaf.org



## National Heavy Equipment Show

March 31 - April 1, 2022  
Canada's largest heavy equipment exhibition  
Mississauga, Ontario, Canada  
Tel: +1 8884547469  
www.nhes.ca



## Swissbau

03.-06. January 2022  
Swiss construction exhibition  
Basel, Switzerland  
Tel: +41 58 200 20 20  
www.swissbau.ch



## Vertikal Days 2022

May 11-12 UK/Ireland Crane, access and telehandler event. East of England showground, Peterborough  
Tel: +44 (0) 8448 155900  
www.vertikaldays.net



## Innovationstage der Höhengangstechnik

May 24-25, 2022  
Aerial lift Innovation Days, an informal event for access equipment, cranes & telehandlers  
Hohenroda, Hessen Hotel Park, Germany  
www.borntolift.de/innovationstag/



## Hire 22

May 25-26, 2022  
Annual convention and exhibition of the Hire and Rental Association of Australia and the Elevating Work Platform Association Adelaide, Australia  
Tel: +61 (0)2 9998 2255  
www.hire21.com.au



## Interschutz 2022

June 20 -25 2022  
International fire and rescue show  
Hannover, Germany  
Tel: +49 511 89-0  
www.interschutz.de



## Crane Safety 2022

Date to be confirmed. Crane safety conference organised by the Institution of Mechanical Engineers & supported by the Vertikal Press Virtual, UK  
Tel: +44 (0)207 973 1251  
www.events.imeche.org



## JDL Expo

June 22-24, 2022  
French cranes and access exhibition  
Beaune, France  
Tel: +33 (0)1 45 63 68 22  
www.jdlexpo.com



## The International Offshore Crane And Lifting Conference 2022

August 30 - September 01, 2022  
The 25th annual conference on offshore lifting organised by the Norwegian Society of Lifting Technology in cooperation with the Offshore Mechanical Handling Equipment Committee (OMHEC) Aberdeen, Scotland  
Tel: +47 67 52 60 10  
www.liftingoffshore.com



## Glasstec

September 20-23, 2022  
The event for glass from manufacture through to lifting and installing glass panels and windows  
Düsseldorf, Germany  
Tel: +49 211 456001  
www.glasstec-online.com



## HCEA International Convention and Old Equipment Exposition

September 23-25, 2022  
The Historical Construction Equipment Association's convention and expo  
Bowling Green, Ohio, USA  
Tel: +1 785 243 0083  
www.hcea.net



## CICA Conference 2022

October, 2022- date to be confirmed  
The annual conference of the Australian crane association - possibly the best crane conference in the world.  
Tel: +61 03 8320 0411  
www.cica.com.au



## Liftex conference

October 5-6 2022  
Annual conference of LEEA Lifting Equipment Engineers Association  
Aberden, UK  
Tel: +44 (0) 203 488 2865  
www.liftex.org



## Bauma 2022

October 24 -30th 2022 World's largest construction equipment exhibition,  
Munich, Germany  
Tel: +49 (0) 89 51070  
www.bauma.de



## SC&RA Annual Conference

October 25-29, 2022  
Annual Conference of the US cranes and heavy transport association  
Washington DC, USA  
Tel: +1(703) 698-0291  
www.scranet.org



## Bauma China 2022

November 24-27, 2022  
SNIEC Shanghai, China  
Tel: +49 (0)89-9492051  
www.bauma-china.com



## Bauma Conexpo India

December 06-09, 2022  
The bauma/Conexpo exhibition in India  
Delhi, India  
Tel: +49 89 949-20255  
www.bcindia.com



## 2023

### Baumag

January 26-29, 2023 Swiss construction equipment show Lucerne, Switzerland  
Tel: +41 56 204 20 20  
www.baumaschinen-messe.ch/htm/home.htm



### The ARA Show 2023

February 12-15, 2023  
The American Rental Association's annual conference and exhibition  
Orlando, Florida, USA  
Tel: +1800 334 2177  
www.arashow.org



### Conexpo-Con/Agg 2023

March 14-18, 2023  
The leading US construction show  
Las Vegas, Nevada, USA



Tel: +1 414-298-4133  
www.conexpoconagg.com

## Samoter

March, 2023  
International earthmoving and building equipment show Verona, Italy  
Tel: +39 045 8298111  
www.samoter.it/it



## Smopyc 2023

April 2023 Dates to be confirmed  
Spanish construction equipment exhibition Zaragoza, Spain  
Tel: +34 976 764 700  
www.feriazaragoza.com/smopyc



## Apex 2023

June 06-08, 2023  
International powered access trade show Maastricht, The Netherlands  
Tel: +31 (0)547 271 566  
www.apexshow.com



## Platformers' Days 2023

September 8-9 German access and lifting show Karlsruhe, Germany  
Tel: +49 721 3720 5096  
www.platformers-days.de



## GIS

Date to be confirmed  
Italian crane, access and heavy transport exhibition Piacenza, Italy  
Tel: +39 010/5704948  
www.gisexpo.it



## The Utility Expo

September 26 - 28th 2023  
Previously The International Construction & Utility Equipment Exposition /Demo Expo - is the US utility industry's largest show Louisville, Kentucky, USA  
Tel: +1 414-274-0644  
www.theutilityexpo.com



## 2024

### Mawev 2024

April 10-14, 2024  
Austrian construction Exhibition  
St. Pölten, Austria  
Tel: +43 316 8088 216  
www.mcg.at/events/mawevshow



### Intermat 2024

April 22-27 2024  
The big French international construction equipment show  
Paris, France  
+33 (0)1 76 77 15 21  
www.paris.intermatconstruction.com



Visit: [www.Vertikal.net/en/events](http://www.Vertikal.net/en/events) for a full listing of events with direct links to the organisers.

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

**Peter Douglass  
Platforms**

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Alimak	<a href="http://www.alimak.com">www.alimak.com</a>
Almac	<a href="http://www.almac-italia.com">www.almac-italia.com</a>
ATN	<a href="http://www.atnplatforms.com">www.atnplatforms.com</a>
Böcker	<a href="http://www.boecker.de">www.boecker.de</a>
Bravi	<a href="http://www.braviisol.com">www.braviisol.com</a>
Bronto Skylift	<a href="http://www.brontoskylift.com">www.brontoskylift.com</a>
CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
CMC	<a href="http://www.cmclift.com">www.cmclift.com</a>
CPL	<a href="http://www.cumberlanduk.co.uk">www.cumberlanduk.co.uk</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
Denka-Lift	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Dingli	<a href="http://www.cndingli.com">www.cndingli.com</a>
Easylift	<a href="http://www.easy-lift.it">www.easy-lift.it</a>
Falcon Lifts	<a href="http://www.falconlifts.com">www.falconlifts.com</a>
GEDA	<a href="http://www.geda.de">www.geda.de</a>
Genie	<a href="http://www.genielift.com">www.genielift.com</a>
GSR	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Imer Access	<a href="http://www.imergroup.com">www.imergroup.com</a>
Iteco	<a href="http://www.imergroup.com">www.imergroup.com</a>
JCB	<a href="http://www.jcb.com">www.jcb.com</a>
JLG	<a href="http://www.jlg.com">www.jlg.com</a>
Klaas	<a href="http://www.klaas.com">www.klaas.com</a>
Klubb France	<a href="http://www.klubb-france.fr">www.klubb-france.fr</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Omme Lift	<a href="http://www.ommelift.com">www.ommelift.com</a>
Palazzani Industrie	<a href="http://www.palazzani.it">www.palazzani.it</a>
Palfinger Platforms	<a href="http://www.palfinger-platforms.com">www.palfinger-platforms.com</a>
Platform Basket	<a href="http://www.platformbasket.com">www.platformbasket.com</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>

Sinoboom	<a href="http://www.sinoboom.com">www.sinoboom.com</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkellifts.com">www.snorkellifts.com</a>
Socage	<a href="http://www.socage.it">www.socage.it</a>
Teupen	<a href="http://www.teupen.com">www.teupen.com</a>
Versalift UK	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Zoomlion	<a href="http://en.zoomlion.com">http://en.zoomlion.com</a>

## PLATFORM RENTAL

AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Ahern Rentals - USA	<a href="http://www.ahern.com">www.ahern.com</a>
AFI- Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
Dragon Access	<a href="http://www.dragon-access.co.uk">www.dragon-access.co.uk</a>
Drammen Liftutleie AS	<a href="http://www.drammenlift.no">www.drammenlift.no</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Kran Cranes Rental Romania	<a href="http://www.kran.ro/inchiriere-macara-constant">www.kran.ro/inchiriere-macara-constant</a>
Monitor Lifts - AUS	<a href="http://www.monitor.net.au">www.monitor.net.au</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Power Platform Services	<a href="http://www.pps.co.uk">www.pps.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Warren Access	<a href="http://www.warrenaccess.co.uk">www.warrenaccess.co.uk</a>

## NEW & USED PLATFORMS

Access Platform Sales (APS)	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Genie	<a href="http://www.genielift.com">www.genielift.com</a>
GSR Aerial Platforms UK	<a href="http://en.gsrspa.it">http://en.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
International Platforms	<a href="http://www.internationalplatforms.co.uk">www.internationalplatforms.co.uk</a>
INTEQ UK and UAE	<a href="http://www.inteq.uk">www.inteq.uk</a>

JLG	<a href="http://www.jlg.com">www.jlg.com</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Kunze GmbH	<a href="http://www.kunze-buehnen.com">www.kunze-buehnen.com</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Rothlehner	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
TVH - Group	<a href="http://www.tvh.com">www.tvh.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>

## CRANE MANUFACTURERS

Böcker	<a href="http://www.boecker.de">www.boecker.de</a>
Ernest Doe & Sons Ltd.	<a href="http://www.ernestdoeladecranes.com">www.ernestdoeladecranes.com</a>
Grove	<a href="http://www.groveworldwide.com">www.groveworldwide.com</a>
Jaso Tower Cranes	<a href="https://jaso.com">https://jaso.com</a>
Jekko Minicrane	<a href="http://www.jekko.it">www.jekko.it</a>
JMG	<a href="http://www.jmgcranes.com">www.jmgcranes.com</a>
KATO	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Klaas	<a href="http://www.klaas.com">www.klaas.com</a>
Kobelco	<a href="http://www.kobelcocm-global.com">www.kobelcocm-global.com</a>
Liebherr	<a href="http://www.Liebherr.com">www.Liebherr.com</a>
Linden Comansa	<a href="http://www.comansa.com">www.comansa.com</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Manitowoc	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Potain	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Raimondi	<a href="http://www.raimondi.co">www.raimondi.co</a>
Spierings	<a href="http://www.spieringskranen.nl">www.spieringskranen.nl</a>
Tadano	<a href="http://www.tadano.com">www.tadano.com</a>
Tadano Faun	<a href="http://www.tadano.com">www.tadano.com</a>
Tadano Demag	<a href="http://www.demagmobilecranes.com">www.demagmobilecranes.com</a>
Unic Cranes	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Valla	<a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>
Wolffkran	<a href="http://www.wolffkran.de">www.wolffkran.de</a>
Zoomlion	<a href="http://www.zoomlioncranes.co.uk">www.zoomlioncranes.co.uk</a>

## LORRY/TRUCK LOADER CRANES

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Ernest Doe & Sons Ltd.	<a href="http://www.ernestdoeladecranes.com">www.ernestdoeladecranes.com</a>
Palfinger	<a href="http://www.palfinger.com">www.palfinger.com</a>

## NEW & USED CRANES

Cotac Oy	<a href="http://www.crane.fi">www.crane.fi</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
Delden Cranes	<a href="http://www.deldencranes.co.uk">www.deldencranes.co.uk</a>
Ernest Doe & Sons Ltd.	<a href="http://www.ernestdoeladecranes.com">www.ernestdoeladecranes.com</a>
HighSparks	<a href="http://www.highsparks.co.uk">www.highsparks.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Rivertek Services	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Valla	<a href="https://valla-cranes.co.uk">https://valla-cranes.co.uk</a>

## CRANE HIRE

Cadman Cranes	<a href="http://www.cadmancranes.com">www.cadmancranes.com</a>
Cork Crane Hire (Liverpool)	<a href="http://www.corkcranehire.com">www.corkcranehire.com</a>
Delden Cranes	<a href="http://www.deldencranes.co.uk">www.deldencranes.co.uk</a>
HighSparks	<a href="http://www.highsparks.co.uk">www.highsparks.co.uk</a>
Hovago	<a href="http://www.hovago.com">www.hovago.com</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
Kran Cranes Rental Romania	<a href="http://www.kran.ro/inchiriere-macara-constant">www.kran.ro/inchiriere-macara-constant</a>
Ladybird Tower Crane Hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
McNally Crane Hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
Sangwin	<a href="http://www.sangwin.co.uk">www.sangwin.co.uk</a>
Schaften Leasing B.V.	<a href="http://www.schaftenleasing.nl">www.schaftenleasing.nl</a>

## MINI CRANE HIRE

GGR	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Lift Limited	<a href="http://www.liftminicranehire.co.uk">www.liftminicranehire.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>

## SELF ERECTING TOWER CRANES

Cork Crane Hire	<a href="http://www.corkcranehire.com">www.corkcranehire.com</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
Ladybird Tower Crane Hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>

## TOWER CRANES

HighSparks	<a href="http://www.highsparks.co.uk">www.highsparks.co.uk</a>
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## FURNITURE HOISTS

Böcker	<a href="http://www.boecker.de">www.boecker.de</a>
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## TELEHANDLER MANUFACTURERS

Dieci Telehandlers Ltd	<a href="http://www.dieci-telehandlers.co.uk">www.dieci-telehandlers.co.uk</a>
Faresin	<a href="http://www.faresindustries.com">www.faresindustries.com</a>
Genie	<a href="http://www.genielift.com">www.genielift.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
JLG	<a href="http://www.jlg.com">www.jlg.com</a>
Magni	<a href="http://www.magnith.com">www.magnith.com</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkellifts.com">www.snorkellifts.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

## NEW & USED TELEHANDLERS

Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
GT Lifting Solutions	<a href="http://www.gtlift.co.uk">www.gtlift.co.uk</a>
TVH Group	<a href="http://www.tvh.com">www.tvh.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>

## TELEHANDLER RENTAL

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>

## SCAFFOLD TOWERS

CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
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## MASTCLIMBERS & HOISTS

Alimak	<a href="http://www.alimak.com">www.alimak.com</a>
CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
GEDA	<a href="http://www.geda.de">www.geda.de</a>
Klaas	<a href="http://www.klaas.com">www.klaas.com</a>

## SPECIAL/BESPOKE ACCESS & LIFTING SOLUTIONS

Access Platform Sales (APS)	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Warren Access	<a href="http://www.warrenaccess.co.uk/hire">www.warrenaccess.co.uk/hire</a>
Working At Height Ltd	<a href="http://www.workingatheightltd.com">www.workingatheightltd.com</a>

## SPECIAL & NICHE ACCESS

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
DENKA Narrow	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.co.uk">www.smartplatforms.co.uk</a>

## SPECIAL LIFT & TRANSPORT EQUIPMENT

Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
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## HEAVY TRANSPORT/ABNORMAL LOADS

Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
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## SELF-PROPELLED MODULAR TRANSPORTERS

Collett & Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
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## SITE SAFETY AUDITS

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
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## INDUSTRY ASSOCIATIONS

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

## HEAVY LIFT MANAGEMENT

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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## HEAVY LIFT PLANNING & RISK ANALYSIS

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
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## AUCTION HOUSES

Ritchie Brothers	<a href="http://www.rbauction.com">www.rbauction.com</a>
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## BATTERY SUPPLIERS & MANUFACTURERS

DC Battery Technologies	<a href="http://www.dcbattery.tech">www.dcbattery.tech</a>
Leoch Battery UK	<a href="http://www.leochbattery.co.uk">www.leochbattery.co.uk</a>
Platinum International Ltd	<a href="http://Platinuminternational.co.uk">Platinuminternational.co.uk</a>

## LOAD CELLS & LOAD MONITORING SYSTEMS

PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
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## CONTROL SYSTEMS

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
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## GENERATOR SALES & RENTAL

JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
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## ONLINE TECHNICAL HELP

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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## OUTRIGGER PADS, MATS & ROADWAYS

Brilliant Ideas / Alimats	<a href="https://brilliantideasltd.co.uk/alimats/">https://brilliantideasltd.co.uk/alimats/</a>
DAWSON-WAM Steel Mat Hire	<a href="http://www.SteelMatHire.co.uk">www.SteelMatHire.co.uk</a>
Mat & Timber Services	<a href="http://www.sarumhardwood.co.uk">www.sarumhardwood.co.uk</a>
Nolim	<a href="http://www.nolim.co.uk">www.nolim.co.uk</a>
Outriggerpads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Universal Crane Mats	<a href="http://www.universal-crane-mats.com">www.universal-crane-mats.com</a>
Welex Group	<a href="http://www.welexgroup.com">www.welexgroup.com</a>

## COMPONENT SUPPLIERS

PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
Tele Radio Group	<a href="http://www.tele-radio.com">www.tele-radio.com</a>

## WIRE ROPE & CABLE

Rope and Sling	<a href="http://www.ropeandsling.co.uk">www.ropeandsling.co.uk</a>
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## PARTS & SERVICE SUPPLIERS

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
Ernest Doe & Sons Ltd.	<a href="http://www.ernestdoeladecranes.com">www.ernestdoeladecranes.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
IPS	<a href="http://www.ipspartsonline.com">www.ipspartsonline.com</a>
JLG	<a href="http://www.jlg.com">www.jlg.com</a>
Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
OTR Wheel Engineering Europe	<a href="http://www.otrwheel.co.uk">www.otrwheel.co.uk</a>
PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>

## RECRUITMENT

Vertikal.Net	<a href="http://www.vertikal.net/en/recruitment">www.vertikal.net/en/recruitment</a>
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## SAFETY EQUIPMENT

Load Systems UK Ltd	<a href="http://www.loadsystems.co.uk">www.loadsystems.co.uk</a>
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## RENTAL MANAGEMENT SOFTWARE

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
HireHop Equipment Rental Software	<a href="http://www.hirehop.co.uk">www.hirehop.co.uk</a>
HireHop Equipment Rental Software	<a href="http://www.hirehop.com">www.hirehop.com</a>
Infosystem	<a href="http://www.levaplus.ch">www.levaplus.ch</a>
inspHire	<a href="http://www.insphire.com">www.insphire.com</a>
Matusch GmbH	<a href="http://www.matusch.de">www.matusch.de</a>
MCS Rental Software	<a href="http://www.mcsrentalsoftware.com">www.mcsrentalsoftware.com</a>
vWork	<a href="http://www.vworkapp.com">www.vworkapp.com</a>

## STRUCTURAL REPAIRS

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

## TRAFFIC MANAGEMENT

Atlas Traffic Management	<a href="http://www.atlastm.co.uk">www.atlastm.co.uk</a>
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## TECHNICAL & SAFETY CONSULTANCY

Access Safety Management	<a href="http://www.accesssafety.co.uk">www.accesssafety.co.uk</a>
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## TRAINING ASSOCIATIONS & NETWORKS

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

## TRAINING CENTRES & TRAINERS

Access Platform Sales (APS)	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Astra Access	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Boss Training	<a href="http://www.bosstraining.co.uk">www.bosstraining.co.uk</a>
Centora Training	<a href="http://www.centoratraining.co.uk">www.centoratraining.co.uk</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.com">www.smartplatforms.com</a>
TVH Group	<a href="http://www.tvh.com">www.tvh.com</a>
UTN	<a href="http://www.utntraining.co.uk">www.utntraining.co.uk</a>
Versalift Training Direct	<a href="http://www.versalift.co.uk/training">www.versalift.co.uk/training</a>
Warren	<a href="http://www.warrenaccesstraining.co.uk/courses/Access Training">www.warrenaccesstraining.co.uk/courses/Access Training</a>

## SAFETY TRAINING

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
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## TRAINING SERVICES

JLG Training	<a href="http://www.jlg.com">www.jlg.com</a>
Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
Mentor Training	<a href="http://www.mentortraining.co.uk">www.mentortraining.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>
TVH Group	<a href="http://www.tvh.com">www.tvh.com</a>

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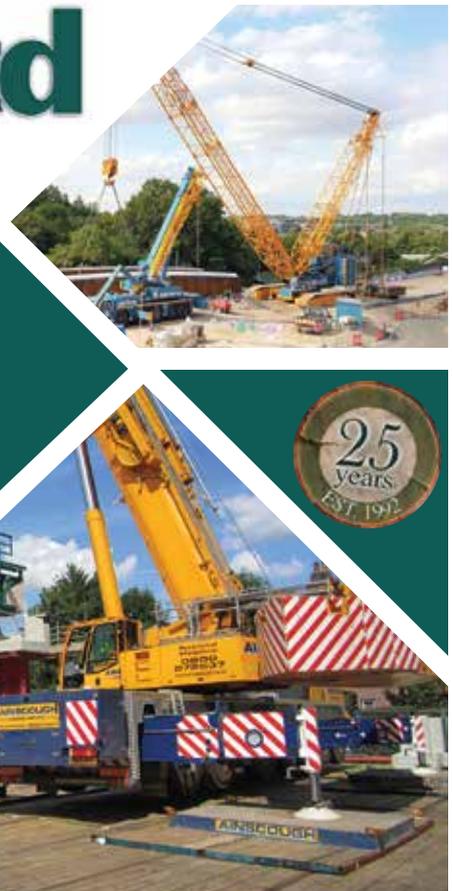
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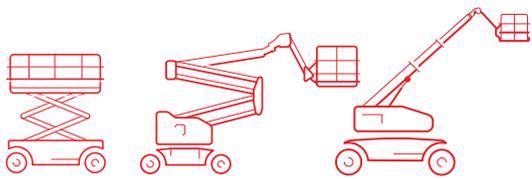


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