

cranes & access

July/August 2022 Vol.24 issue 4

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TOWER
CRANES

SCISSOR
LIFTS

TREE WORK

SOURCE GUIDE



C&A Source Guide inside



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Manitowoc - which includes Potain - is the latest tower crane manufacturer to add direct crane rental to its services. Will North looks at how this approach might benefit independent rental houses, as well as end users and the manufacturers themselves.

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There have been significant changes in the scissor lift market in recent years. We take a look at some of the new products from the leading manufacturers including the growth in models with direct electric wheel drive and the latest move to eliminate hydraulic systems on smaller models.

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There are thousands of arborists around the world who regularly work with cranes without being suitably trained or qualified. C&A editor Mark Darwin talks to Andy Dowden of Afan Treescapes and Arborcraft Training in Port Talbot, South Wales about the current situation and a possible solution to be launched at the UK's 'ARB Show' at the APF2022 exhibition in September.

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The C&A Source Guide lists all the crane, access and telehandler manufacturers that actively participate on the market, detailing the specific model types they offer.

BAUMA PREVIEW - PART 1 55

Bauma is by far and away the largest equipment show on earth, dwarfing the other big international exhibitions by any measure you may choose. This year's event, originally scheduled for April, has been pushed back to late October. We take a look at the event and some of the major new product launches ahead of the main Preview in the next issue.

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ON THE COVER

Chinese aerial equipment manufacturer Dingli shipped 451 units on June 24th - a new record. It included a large number of heavy duty electric RT scissors with working heights to 32 metres.



IN THE NEXT ISSUE Scheduled for publication in September, the next issue of Cranes & Access will include features on loader cranes and spider lifts, along with the main Bauma preview and the annual C&A Top 30 Rental Company survey. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.



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COMMENT

HAVE MAJOR EXHIBITIONS HAD THEIR DAY?

In these uncertain post covid times, a growing number of the leading manufacturers are questioning the rationale of major international construction equipment shows such as Bauma, Conexpo and Intermat.

With Bauma 2022 rescheduled from its usual early April slot to late October, the pressure is now on Conexpo in Las Vegas, due to open just four and a half months later in March 2023.

In a surprise announcement Manitowoc, which includes Grove, Potain and National Crane, has pulled out of Conexpo - its home exhibition - but will be at Bauma. Chief executive Aaron Ravenscroft said: "Over the last 18 months, Manitowoc has taken a multitude of actions to manage inflation. Due to the several price increases that we have passed on to our customers, we do not believe it's appropriate to invest in a second, large tradeshow at this time."

While it sounds as if Bauma is going ahead without a hitch, there is a change in attitude towards the show among an increasing number of manufacturers. While every crane producer of note will be exhibiting, the same cannot be said for the leading aerial lift and telehandler companies. JLG, Genie, Skyjack, Snorkel, Niftylift, Haulotte and JCB for example will not be present this year. This is the first time, as far as I can recall, that so many major manufacturers have decided not to attend. And with just three months to go, we hear that outside space is still available, something that was previously inconceivable.

It has to be said that Bauma has not helped itself, given the ever-rising cost of attending. The mega

show has always been expensive thanks to its size and popularity, but by the time exhibitors add in the cost of transport and hotels - which regard the show as a triannual cash cow, doubling, trebling or even quadrupling their prices during the event - the cost/benefit calculation starts to fail. Killing the goose that lays the golden egg springs to mind.

In addition to the costs and uncertainties, environmental concerns are becoming a major issue for large and small companies alike. Big shows by their very nature tend to be incredibly wasteful with their mega stands, massive single use displays and packaging, all of which adds to the debit side of the equation.

Any significant impact is likely to be felt first by Conexpo, however Intermat in 2024 will probably be the hardest hit as potential exhibitors ask the sensible and logical question - is it worth spending so much on one show?

This changing attitude has perhaps encouraged the emergence of lower cost, easily organised and less wasteful regional shows such as JDL, Vertikal Days, Hoogwerkdagen and Platformers Days etc.

I predict that visitor numbers at Bauma this October will still be impressive, and as someone who really enjoys the big show, I sincerely hope that it will also be a major success for all those exhibiting. However, I fear that unless cost issues are addressed, there will be many more company no-shows in 2025.

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

HAULOTTE UPDATES COMPACT RANGE

Haulotte has completely upgraded its Compact range of slab electric scissor lifts.

The five new models follow classic slab electric scissors in terms of overall width and platform heights etc. They include 20ft and 26ft narrow models with an overall width of 810mm, plus three 1.2 metre wide models with platform heights of 26ft, 32ft and 39ft providing working heights of 7.8, 9.8, 12, and 14 metres respectively.

The Compact 10N and Compact 14 are indoor only, while the other three have both indoor and outdoor ratings and platform capacities of 250kg to 450kg. The overall length of the units is 2.5 metres.

One major change is a move to synchronous AC direct wheel drive rather than hydraulic. However, the company has decided to go with rear wheel drive rather than the front steered wheels. The new chassis and scissor stack design are more rugged than the units they replace, with all critical components such as the drive motors and steering wheels fully integrated and protected from damage from crashing into obstacles while driving. All five units drive at full height and feature active pothole protection and 940mm roll out deck extensions. Folding guardrails are standard, while Haulotte's Sherpal telematics suite is optional as is the new Lidar secondary guarding system on the upper control box.



Haulotte's new Compact range

LIEBHERR TO UNVEIL HYDRAULIC LUFFER

Liebherr has confirmed that it will have a prototype of its first ever hydraulic luffing jib tower crane - the 195 HC-LH 6/12 - at Bauma in October which promises to bring new ideas to the market. The 195 HC-LH 6/12 can manage up to 2,550kg at the jib tip and maximum radius when installed on the 1.6 metre square 16 EC tower system which can also be climbed.



Only basic specification details have been released at this point, although the company says the new crane will "stand out from the crowd and will be easy to erect and very simple to transport." It will also incorporate the company's latest technology with features such as Litronic assistance and 'Micromove', the operating range limiting system, 'level luffing' and other Smart assistance systems and technologies.

HINOWA RISES TO 40M

Hinowa will unveil a new 40 metre spider lift at Bauma in October, alongside a new Lightlift 18.80 Performance.

The 40 metre twin boom LL40.18 will have an outreach of 17.5 metres at an up & over height of 10 metres, or 17 metres outreach at an up & over height of 23 metres. It can also reach four metres below ground level. The maximum capacity is 300kg throughout most of the working envelope, reducing to 230kg for the last metre of outreach.

Overall stowed length with the basket removed is 6.82 metres while the overall width can be varied from 1.2 to 1.69 metres. All up weight ranges between 8,700 and 8,900kg and the machine can jack itself to a clear height under the tracks of 1.12 metres.

The new Lightlift 18.80 Performance will fit between existing 17 and 20 metre Hinowa models, offering a working height of 18.5 metres and an outreach of 7.8 metres with the 230kg unrestricted platform capacity. The all up weight varies between 2.77 and 2.97 tonnes depending on power.



Hinowa 40m



The new Lightlift 18:80

BATTERY ELECTRIC BÖCKER CRANE

German aluminium crane manufacturer Böcker has launched a new 230volt/battery electric truck crane - the four tonne capacity, 36 metre tip height AK 37e. Its previous electric powered cranes required a 400 volt power source, something not always available when working on a residential job site.



The Böcker's 'e' electrics

Böcker has achieved this by employing a battery pack between the regular AC mains input and the crane's drive line. The AK37e is also far more energy efficient than its high voltage/three phase predecessor. The lithium-ion battery pack allows the crane to be operated autonomously for what the company describes as 'a long time', but it can also be operated continuously when plugged in to a regular domestic supply, with the charger topping up the batteries as rapidly as the crane draws power from them. It can also be operated from the diesel chassis via the usual Power Take Off system.



The new Böcker AK 37e with platform attachment

NEW JEKKO MINI PICKERS

Jekko has launched its new 990kg battery powered Mini Picker pick & carry crane/glass handler - the MPK10 - following the success of its 660kg MPK06. The MPK10 follows the same basic design as the MPK06 and features 3.5 metre three section boom with a maximum tip height of almost 4.5 metres. It can lift 430kg at its maximum radius of 1.75 metres and offers up to nine degrees of slew either side of centre - 18 degrees in total.

The overall width of the crane is 955mm, stowed length is 2.28 metres and overall height 1.5 metres. The total all-up weight is 1,200kg with full counterweight, or 970kg without the removable counterweights. Off-road run-flat tyres with twin front wheels are available for improved traction and stability on uneven ground but increase the overall width to just over 1.14 metres. With the side outriggers deployed the width is 2.6 metres. Maximum travel speed is 4kph.

As with the MPK06, the new model is equipped with two 12 volt/155Ah traction batteries powering an electric motor and pump, with direct electric wheel motor drive which permits simultaneous operation of three functions without cross interference. The standard remote controller is wired, while a new radio remote controller is available as an option, which can control both the machine and manipulator.

Sales director Alberto Franceschini said: "The MPK10 - as well as the new MPK20R to be unveiled at Bauma - are part of Jekko's next generation of products in the Mini Picker range, destined to meet the requirements of customers asking for user friendly, simple, safe and reliable machines."



The Jekko MPK10



The Jekko MPK10 with glass handling attachment



Standard and optional remote controls

FOUR NEW LITHIUM LGMG BOOM LIFTS

LGMG is to introduce all electric versions of its recently launched 65ft, 72ft, 85ft and 92ft diesel dual capacity telescopic boom lifts. The new models - initially intended for international markets outside of North America - are the T20JE, T22JE, T26JE and T28JE with working heights of 21.8, 23.8, 27.9 and 29.8 metres respectively, and outreaches of 16.6, 17, 22.3 and 22.5 metres.

The units are powered by a large Lithium-Ion battery pack sufficient to run all models for two to three days at typical usage rates. A variety of standard charging modes allow both regular and fast charging as well as complying with various outputs.



The 85ft LGMG T26JE all electric boom lift

BAUMA LAUNCH FOR GROVE GMK6400-1

The new 400 tonne Grove GMK6400-1 All Terrain crane will make its public debut at Bauma. The new crane has been first seen 'in the iron' at a customer event at the Wilhelmshaven factory last October. It features a five section 60 metre main boom, a new Stage V/Tier 4 Final diesel driving an upgraded hydraulic system, while 'MegaDrive' hydrostatic drive, variable outrigger set up and CCS operating controls are all standard.

The six axle crane can be equipped with up to 79 metres of luffing jib for a 136 metre maximum tip height, while Grove's Mega Wing Lift self-rigging Superlift system increases capacities by up to 70 percent on the main boom and 400 percent on the luffing jib.



Grove GMK6400-1

TADANO UPGRADES 180T TELECRAWLER

Tadano has announced the harmonisation of its telescopic crawler crane range nomenclature and upgraded its 180 tonne GTC-1800EX to a 200 tonne 'class' crane, the GTC-2000. The upgrade does not involve structural modifications but is a software change, with new load charts for a fixed position with no slew, and one for up to 180 degrees slew. The crane has a maximum load moment of 585 tonne/metres which would give a theoretical nominal capacity of 200 tonnes at a radius of 2.93 metres, but it is formally rated at 2.5 metres. The upgrade is available immediately with all new shipments being the GTC-2000.

The rest of the telescopic crawler crane line - all of which are built at the Mantis plant in the USA - will adopt the North American nomenclature later in the year which uses US tons rather than metric tonnes and the EX suffix will be dropped.

So, the GTC-350EX becomes the GTC-350, the GTC-500EX changes to the GTC-550, the GTC-600EX becomes the GTC-700, the GTC-800EX changes to the GTC-900, the GTC-1200EX switches to the GTC-1300.



Tadano GTC 2000

FATAL UK BOOM OVERTURN CASE FINALLY CLOSED

A UK court has finally concluded the investigation and subsequent legal process that began on June 5th, 2013, when a new Genie Z-135/70 platform from the Kimberly Access rental fleet overturned with its basket landing on the M-25 motorway near Heathrow Airport, killing the operator Richard (Rick) Jaeger-Fozard, 29, the foreman at Kimberly's Iver depot.



The investigation identified an error in the calibration of the angle sensors for the lower boom/riser, discovering that it was possible to mis-calibrate them so that the boom was six degrees short of the minimum elevation angle required for safe operation throughout the working envelope. Following the incident, Genie issued a safety notice alerting owners to check and verify the calibration of the lower boom angle sensors, and followed up in early 2014 with a software modification to prevent such cases of 'human error' from occurring.

It then took the UK's Health & Safety Executive nine months to issue a non-committal notice simply stating: "The emerging findings from the HSE investigations indicate that the operational stability of a Genie Z135/70 mobile elevated work platform may be compromised by the incorrect measurement of the boom angle sensors."

More recently the HSE wrote to the directors of Kimberly Access stating that they and the company would not be subject to prosecution, effectively exonerating them from contributing to the incident. While all three parties involved agreed that human error involved with calibrating the machine was to blame for the overturn, there was a debate over who, when or how that calibration error was made.

The HSE has now issued a statement saying: "The mis-calibration occurred through incorrect data being manually manipulated and uploaded onto the machine via a laptop using password protected WebGPI software. The carrying out of warranty repairs on the machine during this period, including granting access to the WebGPI software, fell within the conduct of Genie UK Ltd's undertaking."

It has however avoided placing any blame on any individual.

Genie pleaded guilty under Section 3 (1) of the Health and Safety at Work Act 1974 and was issued with a £270,000 fine plus £165,175 in costs, and the case has now been closed.

See: <https://vertikal.net/en/news/story/40075/fatal-uk-boom-overturn-case-concluded-for-the-full-report-and-genie's-statement>

JCB VS MANITOU PATENT SAGA CONTINUES

The UK Patents Court in London has ruled that Manitou infringed certain aspects of JCB's European Patent EP (GB) 2 616 3824 relating to stability control systems on telehandlers it sold in the past.

However, the court dismissed JCB's

claims that Manitou had infringed three other patents, finding its claims to be invalid in their entirety. The judgment followed a six day hearing in November last year. The case will now be referred to a further hearing where JCB will ask the court to issue an injunction restraining further infringement and an order to assess damages and costs with interest.

Manitou on the other hand said: "While reserving the right to appeal this judgment, it does not have a significant impact on our business in the UK, nor on our customers. We will now seek payment from JCB for all costs relating to the claims pursued by JCB but rejected by the Court, as well as interest on those sums."



MANITOWOC WITHDRAWS FROM CONEXPO

In a surprise announcement Maniowoc - Grove, Potain and National Crane - has pulled out of next year's Conexpo in Las Vegas.

Chief executive Aaron Ravenscroft said: "Over the last 18 months, Maniowoc has taken a multitude of actions to manage inflation. Due to the several price increases that we have passed on to our customers, we do not believe it's appropriate to invest in a second, large tradeshow at this time. We continue to invest heavily in new products and as an alternative to Conexpo we intend to host a Crane Days event at our Shady Grove, Pennsylvania location at a later date."



DINGLI OFFERS HYBRID OPTION

Dingli has announced a new hybrid/range extender option for all of its 4x4 electric boom lifts.

Buyers have the option to add a small diesel power pack with built in generator which can top up the lithium ion battery, either when the lift is in use or as a remote recharging system. The option is aimed at sites where there are few or no recharging points. The company says that with a full tank of fuel, the machine can operate for a full 30 working days without the need for refuelling. The option is available on all Dingli booms over 66ft/22 metres.



Dingli electric boom with 'range extender'

NEW CRANE LINE FROM FERRARI

Italian loader crane manufacturer F.lli Ferrari has launched a new line of three mid-range loader cranes creating the new 6000 Series. The units - built to European standards but primarily aimed at the non CE market - are very similar to the three new models unveiled under the Hyva brand (see page 10). They include the 9.6 tonne/metre 6108B which has a maximum lift height of 17.3 metres and weighs between 1,230kg and 1,590kg, the 13.9 tonne/metre 6148B with a maximum lift height of 18.8 metres with an all up weight of between 1,680kg and 2,240kg and the top of the line 19.3 tonne/metre 6238B which has a lifting height of up to 23.3 metres and weighs between 2,280kg and 3,135kg.



All three cranes can be equipped with between one and six telescopic boom sections, or up to three manual sections in place of hydraulic sections. They also benefit from improved structural components, paint prior to assembly, new hydraulic oil tanks, new outrigger controls, an improved load limiting device and a new, more user friendly control station. The HC-D4 electro-hydraulic valve block/distributor is an option, combined with a choice of radio remote controllers from Hetricon or Scaneco.

QUINTO AUCTION RESULTS

The Euro Auctions sale of 22 cranes from UK crane rental company Quinto - which went into administration in early May - raised £5.1 million. The highest bid was £630,000 for a 2014, six axle 350 tonne Grove GMK6300L All Terrain crane with 80 metre main boom.

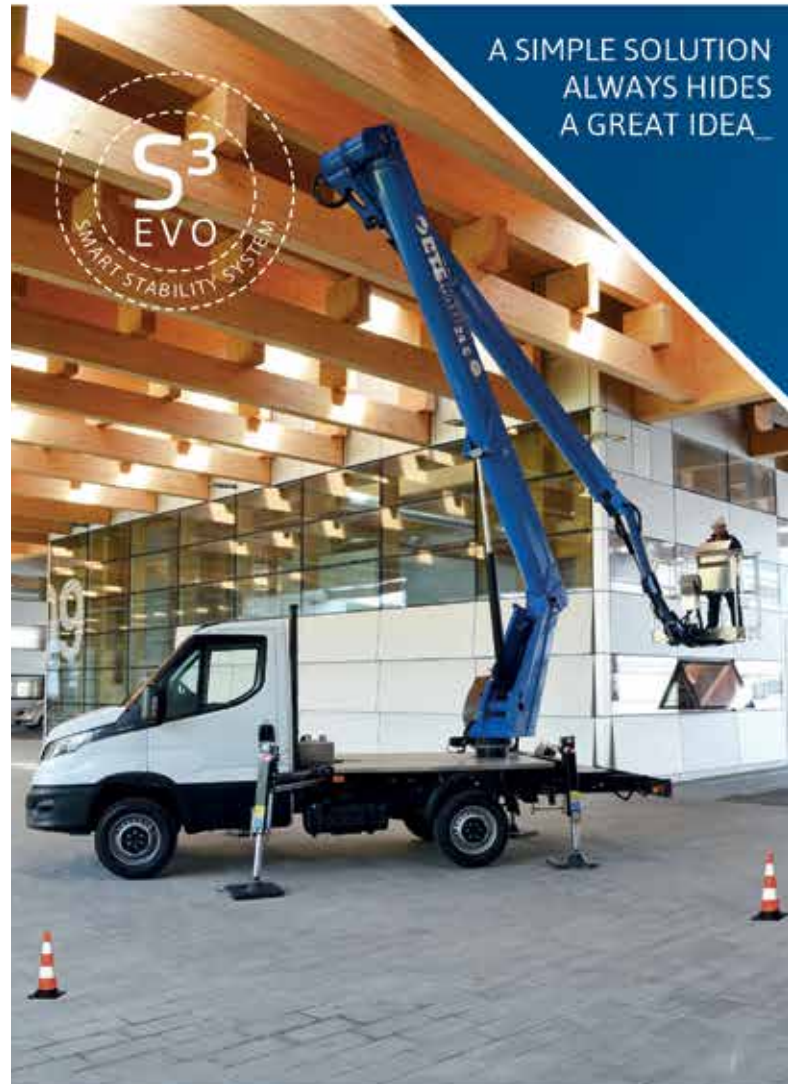
Other notable sales included a four axle 115 tonne Grove from 2015 purchased by an Irish buyer for £305,000 while a five axle 130 tonne Tadano ATF130G-5 fetched £354,000. A four axle 2016 Spierings SK597-AT4 mobile self-erecting tower crane went for £372,500 while a 35 tonne two axle Terex AC35L non-runner dating from 2005 went for £30,000.

See the full results:

<https://vertikal.net/en/news/story/40064/quinto-auction-results>



The Spierings SK597-AT4 fetched £372,500



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THREE NEW EFFERS

Hiab has announced the launch of three new Effer high capacity loader cranes - the 110 tonne/metre iQ.1200 HP, the 51 tonne/metre iX.550 HP and 32.1 tonne/metre iX.355 HP - all of which feature lower fuel consumption and its new SPACEevo operating system which claims to improve productivity and safe operation.

The compact Effer iQ.1200 HP features a new lightweight dodecagonal - 12 sided - profile boom and jib for improved lateral and vertical rigidity. Weighing between 9.02 and 9.4 tonnes making it a practical crane for a four axle chassis. It can handle 17.8 tonnes at a 4.5 metres radius with the 10 section boom - or 18.5 tonnes with the shorter versions - but has a maximum rating of 30 tonnes. It can also manage 2.65 tonnes at a 24.5 metre radius and take it to a tip height of more than 27 metres.



The Effer iQ.1200 HP

With the jib installed the maximum radius is 34 metres with a capacity of 760kg, which it can also take to the maximum tip height of 38 metres with a six metres radius. Maximum jib capacity is 5.1 tonnes, available at heights of up to 24 metres and a radius of 10 metres.

The Effer iX.550 HP has a 51 tonne/metre rating and boasts a 21.8 metre maximum radius on the main boom with nine hydraulic sections, or up to 33 metres with boom, jib and manual section. Total weight ranges from 5.3 to 7.5 tonnes. The E-6, E-7 and E-8 versions are all available with optional 150X-6 jib. 360 degree continuous slew is standard.



The Effer iX.550 HP

The Effer iX.355 HP has a 32.1 tonne/metre rating, while offering up to 21.8 metres of outreach on the boom with eight hydraulic sections, or 28 metres when topped with the 70X4 jib. Slew is limited to 420 degrees.

All three cranes feature the SPACEevo control system, which is said to enable even moderately skilled operators to operate the crane precisely at high speeds. It also offers advanced safety and productivity features such as VSL+ which can maximise the lifting capacity by calculating the stability according to the position of the stabiliser legs and the total weight of the truck and its load. All three cranes are available to order now.

HYVA ADDS TO NON CE RANGE

Loader crane manufacturer Hyva has extended its HB mid-size basic loader crane range with three new models, the HB102, HB152 and HB202 with capacities of 10, 15 and 20 tonne/metres respectively.



The booms have between one and six extensions, while the HB152 is available with the E3J2 jib and the HB202 with the E5J2 jib. The company defines the new models as Core Line cranes developed for non CE markets while featuring a modern design and improved controls.

The new models incorporate an improved structural design, paint before assembly, new oil tanks, stabiliser controls and load limit devices, as well as a new user friendly control station. Radio remote controls - HC-D4 Hetronic or Scanreco - are also available. The cranes support a range of accessories including winch, additional functions for attachments, oil cooler, working lights and an audible/visual warning device.

NEW SHIPMENT RECORD FOR DINGLI

Chinese aerial lift manufacturer Dingli shipped 451 units on a single day - June 24th - setting a new record for the number of units leaving its factories. The company's previous 'record day' was set in March 2021 when it shipped 427 units.



A major difference between the two records is that more than 90 percent of the new record were battery powered. The shipments also included 50 all electric boom lifts along with a large number of heavy duty electric Rough Terrain scissor lifts, with working heights of up to 32 metres.

Destinations for the shipments included the United States, the UK, the Netherlands, Italy, South Korea and India as well as the domestic market. The company said that its order books remain strong, suggesting that the record shipment levels will continue, with a chance that a new record may be set before the year is out.



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ABILITY

SAVING A BIT OF CRANE HISTORY

UK service company Crowland Cranes has completed and handed over a fully restored six tonne Hydrocon Highlander mobile lattice boom crane to John Sutch, founder of Liverpool based John Sutch Crane Hire to mark his 70th birthday. Sutch had asked Pete Issitt of Crowland if he could find and restore a Highlander having seen Crowland's previous classic restoration projects - a Grove Allen T664 in Crowland's own rental fleet colours and a Coles Hydra 120T for Barry Barnes at Mann Crane Hire - both of which were shown at Vertikal Days when completed.

In 1973, the 20 year old Sutch joined Stoneycroft Crane Hire of Liverpool as an operator, where his first crane was a Hydrocon Highlander. He continued to operate cranes for a further 17 years before starting his own crane business.

Crowland found the crane in November 2018 in a very poor state of repair parked up in a small, wooded area in Tonbridge, Kent. Although a serial number was never

found, its registration plate revealed it was first registered in May 1966 as a Hydrocon two axle rigid body diesel - colour brown. The last time it was taxed for the road was December 1985 when it was owned by Savage cranes.

Crowland stripped the crane back to its base metal and carried out a complete rebuild over a two year period, completing it in April of this year. The finished crane being 'as new'.

Speaking of the new crane, which now takes pride of place outside the company's offices in Liverpool, John Sutch said: "I love it, they did a great job, it really is like a new crane and could go out working today."

See page 73 for a potted history of Hydrocon.



The fully restored Hydrocon Highlander



The crane was found in the woods



The rebuild underway



The cab with original tartan interior



Stripped back to bare metal

THINK

- PLANT INSTALLATIONS
- TOWER CRANE HIRE
- LIFTING ASSURANCE & CONSULTANCY
- CONTRACT LIFT SOLUTIONS



FINANCIALS ROUND-UP

TIME ACQUIRES FE GROUP

Time Manufacturing has acquired French truck and van mounted lift manufacturer FE Group which includes France Elévateur and its Spanish affiliate Movex which it acquired last year. The deal also includes wholly owned distribution outlets FE Benelux and FE Deutschland.

Versalift International's managing director Kim Bach Jensen will head the company's merged operations in Europe which now include Versalift, Ruthmann, Bluelift, Movex and FE.



KONECRANES PROFIT WARNING

Finland's marine and industrial crane and handler manufacturer Konecranes has issued a full year profit warning expecting full year sales to come in at a similar level to the €3.2 billion achieved last year. The company said demand remains good, but supply chain and Covid-19 challenges continue to impact deliveries in the second quarter.

KONECRANES

SPANISH ACQUISITION FOR MATECO

Mateco has acquired Spanish rental company Elevaciones Rama in an all share purchase deal from previous owner Meifus Global Holding which acquired the business in 2014. Elevaciones Rama is based in Galicia - north west Spain - with a fleet of around 1,500 units and revenues for the past year of around €14 million. The acquisition takes Mateco Spain's branch network to 22.



STRONG FIRST HALF FOR BRAVI

Bravi Platforms has reported a 20% increase in revenues and a 60% rise in order intake for the first half of 2022. Production of the Leonardo HD is now 66% higher at 25 units a day while Sprint production has increased 50% to 15 units a day.



SOLID YEAR FROM FARESin

Faresin's has reported an 18% increase in revenues to €58 million, while pre-tax profits increased almost 14% to €4.9 million. Units shipped was up 18%.



€96 MILLION STATE LOAN FOR HAULOTTE

Haulotte has secured a €96 million one year state guaranteed loan. The company said: "The purpose of this loan is to allow Haulotte to maintain all its agility to face the many hazards and uncertainties the group is confronted with and could confront in the future."



STRONG FIRST HALF FOR EASYLIFT

Easylift has reported a 20% increase in new machine shipments, while revenues are set to increase almost 30%. The company has not divulged actual numbers.



UPERIO TAKES COMPASS

French international tower crane group Uperio has acquired US tower crane and hoist rental company Compass Equipment of Gilbert, Arizona, adding three further locations in Denver, Colorado, Los Angeles, California and Las Vegas, Nevada. It operates a fleet of 45 tower cranes and 45 hoists with 70 employees. Compass is a Potain tower crane dealer and has a long standing partnership with Alimak.



ANOTHER STRONG YEAR FOR ASHTEAD

Ashtead has reported a 19% jump in revenues to \$7.96 billion for the year to April 2022 led by Sunbelt USA but also strong contributions from the UK and Canada. Pre-tax profits for the year rose 35% to \$1.67 billion. Net debt increased from \$5.8 to \$7.16 billion driven by \$1.3 billion spent on 25 'bolt on' acquisitions, \$414 million spent on share buy backs and more than \$2 billion of net capital expenditure.



BES ACQUIRES NOTUS HEAVY LIFT

UK-based Notus Heavy Lift Solutions has been acquired by testing, inspection and certification group British Engineering Services. Notus was established between 2014 and 2015 by James Mohammed and Wesley Walbera. Walbera has left the company while Mohammed remains as managing director.



ANOTHER ACQUISITION FOR ABLE

US-based Able Equipment has acquired the equipment rental assets and service operations of Extreme Rentals of Manassas, Virginia. The entire Extreme team will remain with the business and the location becomes Able's seventh branch, expanding its footprint southward into the mid-Atlantic Region.



ALIMAK ACQUIRES TALL CRANE...

Swedish, International hoist, mastclimber and building maintenance platform manufacturer Alimak is to acquire Canadian crane and hoist rental company Tall Crane Equipment in an all-share purchase deal. Alimak will pay C\$27 million in cash on a debt free basis. Plus, a possible further C\$13 million on the 'fulfilment of certain performance goals regarding sales and profit'. Tall Crane had revenues last year of around C\$16 million.

ALIMAK GROUP



...FOLLOWING SOLID FIRST HALF

Alimak, has published its half year results to the end of June with revenues up 12.1% to SK2.1 billion (€192.4 million), while orders improved 15.8% to SK2.3 billion (€220 million) with increases from all three main divisions. Pre-tax profit increased 16% to SK218 million (€21 million).

ALIMAK

23% LIFT FOR HIAB

Loader crane manufacturer Hiab has reported a 23% increase in revenues to €744 million for the first six months, while order intake was 8% higher at just over €1 billion. Operating profit for the period jumped 45% to just over €106 million. The order book at the end of June was €1.25 billion, up 27% on the year.



MIXED RESULT FROM KALMAR

Hiab's sister company Kalmar reported first half revenues 18% higher at €1.07 billion. Operating profit declined 22% to €35.9 million due to write-offs associated with the transfer of its heavy crane business to Rainbow Industries, otherwise it would have been 30% higher at €69.9 million.



LEAK CONTAINMENT PATENTS

MEC Aerial Work Platforms has been awarded final patents for its Leak Containment System (LCS) in the US, Canada and Europe.



The system uses integrated trays within a slab electric scissor or mast lift and unlike external add on systems such as diapers, does not interfere with any basic functions such as the pothole protection system, steering, static strap or access to emergency stops and ground controls. The trays are also protected from the weather, debris or forklift damage. MEC claims that the patents (US Patent No. 11,112,060, European Patent No. 3,437,962 and Canadian Patent No. 3,021,925) are extensive and all encompassing. And yet several other manufacturers have adopted similar systems....



KALMAR TO 'EXIT' HEAVY CRANES BUSINESS

Finnish marine crane and handling equipment manufacturer Kalmar - part of Cargotec - has agreed to transfer the intellectual property and assets relating to its heavy crane product line - Rubber Tyred Gantry, Rail Mounted Gantry, ship to shore and automatic stacking cranes - to RIC (Rainbow Industries Co) which currently assembles them at its facility in Taicang, China. RIC has been Cargotec's Original Equipment Manufacturing subcontractor since 2020 when the two parties agreed to end a joint venture in China agreed in 2011.



Kalmar RTG cranes will now transfer to RIC

As part of deal around 40 Kalmar employees based in China are expected to transfer to RIC. The planned changes are due to occur in September when the deal is due to complete, but is subject to approval from Chinese authorities.

In the future, Kalmar aims to focus on 'eco-efficient cargo handling equipment' such as its new electric reach stackers, straddle and shuttle carriers, as well as after sales support, which it now refers to as 'lifecycle services' and crane automation and related services.

Preliminary estimates suggest Cargotec will take a €36 million hit to its 2022 results due to associated restructuring costs.



A Kalmar 'eco efficient' reachstacker

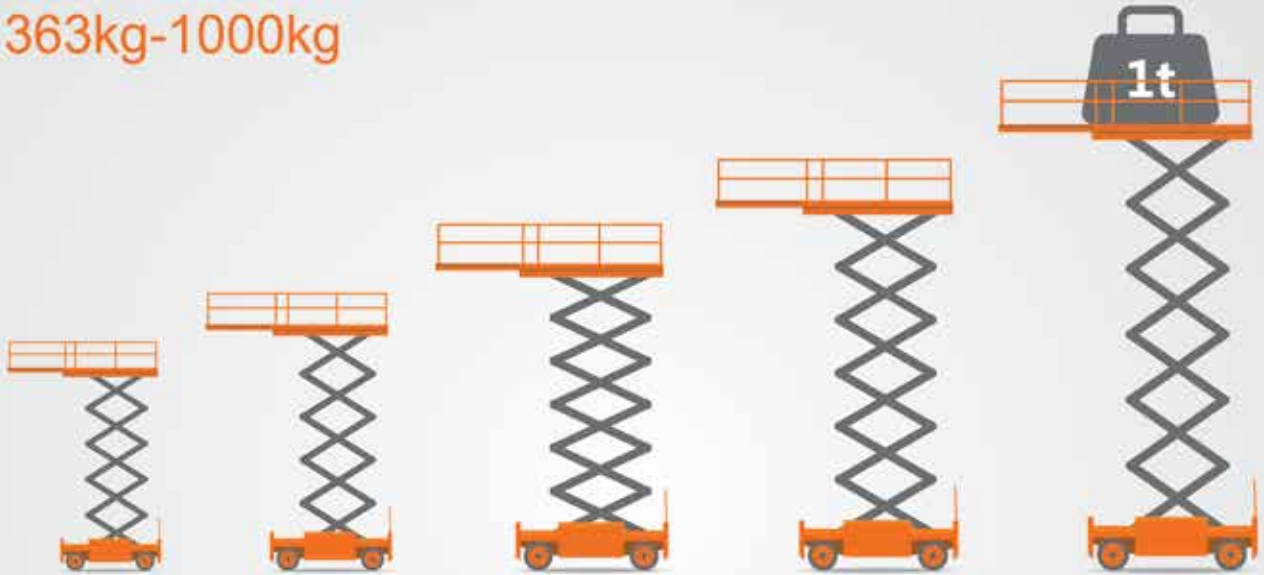


JMG Cranes S.p.A.

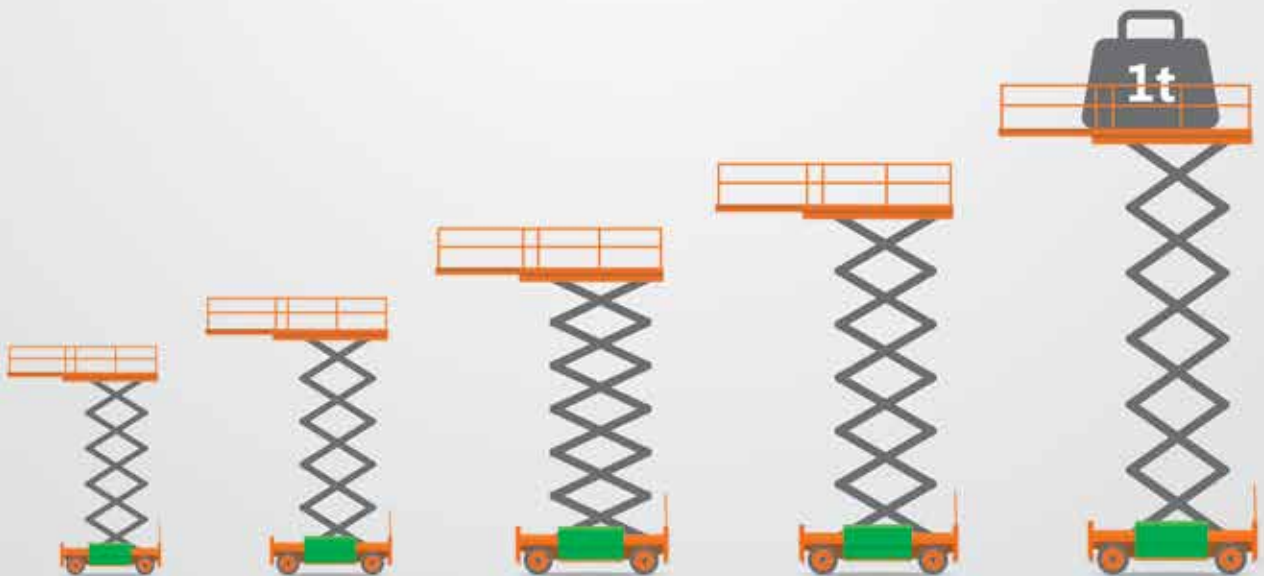
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NEWS HIGHLIGHTS

- **Goscor Access Solutions** has been appointed as the **Unic** spider crane distributor for Southern Africa
- Brazil's **Mills Rental** has ordered 400 electric/hybrid **Genie** booms and scissor lifts
- **Konecranes** chief executive designate **Anders Svensson** will start in mid-October
- Klubb's UK operation **CPL** is sponsoring racing driver **Anji Silva-Vadgama** of **Team BRIT**
- Dutch company **Schaften Cranes** has taken six 250t **Tadano AC 5.250-1s**
- Italy's **Negro Servizi** has taken a 42m **Easy Lift R420** spider lift
- **Kiloutou** has integrated its **Wiesecker** business into **Kiloutou Deutschland**
- UK based **EnerMech** has secured \$128 million of new contracts across Africa, the Middle East and Caspian regions
- **Liebherr** has appointed **Paul Goodall** as crawler cranes sales manager in Wales and England
- **Haulotte** has launched a new used equipment initiative - '**Restart by Haulotte**'
- Italy's **Go Up Noleggi** has taken a **Multitel MJ 685** truck platform
- **Karl Kunze** of Germany's **Kunze** has handed the business over to son **Charly**
- Sweden's **Kranpunkten** has taken 100 **Niftylift** all electric and Hybrid boom lifts
- **Manitou Deutschland** has opened new premises in **Friedrichsdorf**, Frankfurt
- Croatia's **Visina DIR** has taken 41 **Genie** booms and scissors from distributor **Statech**
- UK's **Premier Platforms** has opened a new Southern depot in **Aylesbury**
- US based **Maxim Crane Works** has promoted **Mike Bernardy** to vice president of the crawler crane division
- Northern Ireland's **Baloo Hire** has taken **Sinoboom's** first new all electric Rough Terrain scissors and articulated booms
- UK's **Charles Wilson Engineers** has ordered 25 **JCB 360** degree telehandlers worth £5 million
- **Nordic Crane** has acquired 70% of Denmark's **Kran-Kompagniet**
- **Time Manufacturing** has promoted **Versalift MD Kim Bach Jensen** to president of Time Manufacturing Europe
- US **Able Equipment** has purchased **Elite Construction Rentals** of Wallingford, Connecticut
- US company **Alta Equipment** is to acquire Canadian forklift dealer **Yale Industrial Trucks** in South east Canada
- UK rental company **Aspire** is in the **Sunday Times 100** fastest growing private companies
- Virtual crane broker **Mycrane** has appointed **Piet Kraaijeveld** as COO
- US **Able Equipment** has purchased rental assets, and service operations of **Extreme Rentals** of Manassas, Virginia
- **LGMG** is relocating its N. American HQ and warehouse to **Dallas, Texas**
- France's **Soliman Levage** has taken a 230t **Liebherr LTM 1230-5.1**
- Quebec rental group **Lou-Tec** has acquired aerial lift rental specialist **Accès Location+**
- Brazilian company **Cordeiro** has taken a 500t **Tadano/Demag AC 8.500-1**
- Germany's **Schünke** has expanded its **Magni** telehandler and aerial fleet to 225 units
- The **Port of Dover** in the UK has taken two new **Liebherr** mobile harbour cranes
- US rental company **Maxim Crane Works** has promoted **Larry Lis** and **Richard Minter**
- UK sales company **Workplatform** has delivered its 10,000th **Genie** aerial lift
- An independent study commissioned by **Liebherr** has evaluated the best power source for **mobile cranes** - now and for the longer term
- UK's **Star Platforms** has moved its Kent depot to a new location in **Tonbridge**
- **Link Belt** has appointed **Mark Weaver** as district service rep for the North Eastern US and Eastern Canada
- The **Port of Helsingborg** in Sweden has ordered one of the first **Kalmar** electric reachstackers with an option for two more
- **Huisman** and **BMS Heavy Cranes** have started production of its 3,000 tonne Ringer crane
- **Sinoboom** has delivered a further batch of 22 electric drive scissor lifts to Irish rental company **CP Hire**
- **Alimak** is to acquire Canadian crane and hoist rental company **Tall Crane Equipment** in an all-share purchase deal
- The **FHP Group** has ordered a Generation 6 **Konecranes Gottwald ESP.7B** mobile harbour crane for **Marghera Port**, Venice
- **Ruthmann** chief executive **Rolf Kulawik** is to retire this summer after 12 years with the company
- **Sunbelt Rentals UK** has purchased a further five six metre/2,600kg **Faresin 6.26** Full Electric compact telehandlers
- Italian manufacturer **Comet** has appointed **Hydraulic Platform Services** as UK distributor
- **Jekko** has appointed **Axiál** as its distributor for Hungary
- **Time Manufacturing** has acquired French truck and van mounted lift manufacturer **France Elévateur** and its Spanish affiliate **Movex**
- **Palfinger** has extended the contract of its chief executive **Andreas Klauser** for a further five years
- Germany's **Henneberger Schwerlast** has taken two new Liebherr's, a 50t LTC 1050-3.1 city crane and a 180t LTM 1160-5.2 AT
- **Hinowa** will unveil an all new 40 metre spider lift, its largest machine to date, at **Bauma** this October
- Turkey's **Hareket Heavy Lifting & Project Transportation** has set a new Turkish record completing the load out of the 10,350 tonne "De Transporter" ship
- UK's **Nationwide Platforms** has taken the first 35 metre **Bronto Skylift S35EM** on the Scania L320 chassis
- Austria's **Felbermayr** has ordered three 45t **Tadano AC 3.045-1** City cranes
- French international tower crane company **Uperio** has appointed **Fred Daniels** to lead its North American business
- **Wacker Neuson** is to provide **Deere** with branded mini and compact excavators in North America
- **JLG** owner **Oshkosh** has acquired Canadian fire and utility vehicle manufacturer **Maxi-Métal**
- US crane and aerial lift rebuild company **Wheco** has opened a new location in Pasco, Washington
- Italian rental company **F.I.M. Noleggi** has purchased five 27m **Multitel MTE 270EX** truck mounted platforms
- **Mammoet's** new **Focus 30** crane has installed 10 modules weighing up to 428 tonnes into the world's largest diamond recovery vessel
- **Hiab** has announced a new generation of **Loglift** forestry cranes
- The **Port of Esbjerg** in Denmark has ordered a second Liebherr LHM 800 mobile harbour crane
- **Haulotte Iberica** has rebuilt aging Haulotte platforms for **Mainsa Plataformas** as part of its Second Life programme
- **Leguan Lifts** has appointed **Grolos** as its distributor for **Slovakia**
- **Dingli** has announced a new hybrid/range extender option for its all 4x4 electric boom lifts
- Kenyan training company **Kaileys Consortium** has become the first **IPAF** certified training centre in the country
- **Michael Liptak** the co-founder of **ALL Erection & Crane Rental** in Cleveland, Ohio has died



Piet Kraaijeveld



Anders Svensson



Paul Goodall



Charly & Karl Kunze



Larry Lis



Richard Minter



Mark Weaver



Mike Bernardy



Kim Bach Jensen



Rolf Kulawik



Andreas Klauser



Fred Daniels



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JASO GROUP

At Fecamp, NFT, Potain and Uperio provide cranes, specialised parts and erection and service, for Bouygues vast offshore wind turbine foundation fabrication yard



SMOOTHING THE CYCLE

Manitowoc - which includes Potain - is the latest tower crane manufacturer to add direct crane rental to its services. Will North looks at how this approach might benefit independent rental houses, as well as end users and the manufacturers themselves.

Cyclical is a key challenge in the construction industry which has a major impact on the tower crane industry. Owners of rental fleets are always battling with the timing of their new equipment purchases and disposals in order to benefit from upswings in demand, without holding too much underutilised equipment in a downturn.

While rental companies can cut their capital expenditure with little notice - although previous purchase still need funding - manufacturers cannot, given the extended supply chains, long lead times for their investments and ability to adjust highly skilled workforces. It takes time, especially with larger more specialised equipment like cranes, to cut production capacity and more of a challenge to ramp up.

The tower crane industry - particularly the medium and lower capacity classes - is closely tied to two market sectors: residential and commercial construction, both of which are particularly prone to the variables of economic cycles. Schedules for major projects such as power generation or major infrastructure products are so long that they do not tend to stop in a downturn. But the market for residential skyscrapers, office developments or retail and entertainment complexes can rise and fall over the course of a few months. Although tower cranes do not tend to be removed from a stopped project as much as mobile cranes, the ability or willingness of a developer to pay for an idled crane can still have an impact.

One way to avoid the highs and lows of a cyclical business is to diversify. Those long-term infrastructure and energy jobs usually require high capacity tower cranes. A fleet that includes these, alongside more standard equipment, may be able to win work that other competitors cannot. But, for fleets below a certain size without a wide geographic coverage, finding consistent work for high capacity cranes can be a challenge.

The larger crane manufacturers have the advantage of crane lines that meet a variety of market sectors. This was part of Tadano's motivation for the Demag acquisition, adding crawlers and larger All Terrain cranes to its range. Others such as Liebherr, the Terex cranes business as was, Japan's Kobelco cranes and Hitachi/Sumitomo/Link-Belt, or China's XCMG, Zoomlion, and Sany, are parts of much larger diversified corporations and are often part of the parent group's diversification strategy.

DIVERSIFICATION STRATEGIES

This was the case for Manitowoc for much of its history. It began in 1902 as a shipbuilder on the Great Lakes, before adapting its skills to add lattice boomed crawler crane production in the mid 1920s. Further diversification came after World War II when it started manufacturing commercial refrigeration equipment, acquiring related businesses along the way. The crane division added tower crane manufacturer Potain to the mix in 2001, with wheeled mobile crane manufacturer Grove joining the following year.



While NFT provided the cranes at Fecamp and Uperio installed and supported them, Potain provided travel bogies and engineering advice



Two of Wolffkran's giant 1250 B luffers at work on the Spittalamm Replacement Dam project, in Lake Grimsell in the Alps

Credit: videobilder.ch

Over the following decade Manitowoc's customer base covered a wide and varied swathe of the economy including shipbuilding, ship repair work often for the US government, and the consistent demand from the restaurant and catering market, each of which helped offset against the up and down cycles of each sector which were rarely on the same calendar. However, by 2008 the increasingly challenging ship building business had become an increasingly small part of the whole and was sold to Italy's Fincantieri.

That same year, the company acquired the food service business of Enodis. For a few years, the sure and steady food sector balanced the cycles of the crane industry. But, by 2015, some activist investors saw the quick profit potential of spinning off and splitting the two businesses. They got their way and in 2016 the Manitowoc crane operation became a standalone business.

ALONE AGAIN

For the next few years, the company's focus was purely on building and selling new cranes, and the resulting after-sales support. Christophe Simoncelli senior vice president for Potain tower cranes in Europe confirms: "The way to invest into our product was basically to invest into our production capacity, or to invest into the development of new products."

At an earnings call to discuss the company's 2021 results, chief executive Aaron Ravenscroft presented his first full year financial results since replacing Barry Pennypacker in August 2020.

His presentation laid out a new approach and strategy which the company is calling 'Cranes+50'.

"Our goal is to increase our aftermarket or non-new machine sales by 50 percent over the next five years. Historically, our business model has been highly product focussed," said Ravenscroft. "Our objective is to grow beyond machines and products and to sell more aftermarket parts, field service, lifting solutions, rentals for fleet management, used sales, remanufactured cranes and digital solutions

that provide greater customer connectivity. As a jumping-off point, we ended 2021 with \$449 million in non-new machine sales."

Reporting the first quarter 2022 earnings just three months later, Ravenscroft highlighted the fact that revenues from areas other than new crane sales had increased 20 percent year on year, mostly due to the acquisition of the crane operations of one of its major distributors, Louisiana-based H&E Equipment as well as the assets of Aspen Equipment.

Ravenscroft explained that the new business formed in part from these acquisitions - MGX - would boost Manitowoc's aftermarket activities in



Luffers, such as these 1250 B Wolffs, are only heavily used in certain cities, and large projects.

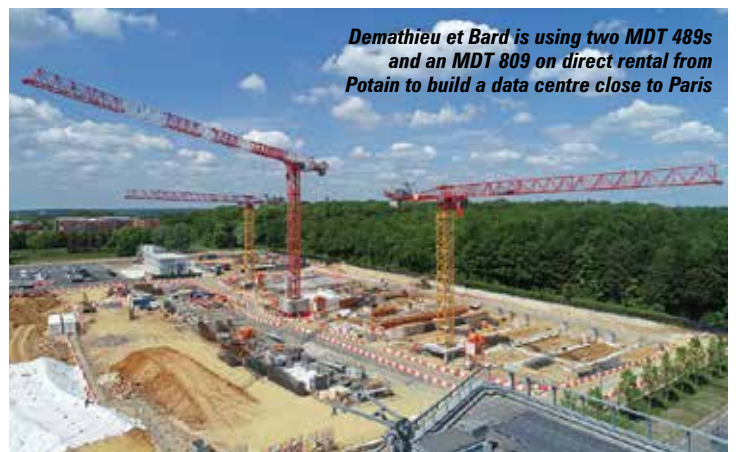
Credit: GrimselFoto.ch, D. Birki

the mobile crane market and how it would allow Manitowoc to more strategically participate in used All Terrain crane sales. The company could buy or trade in second hand cranes in Germany, where the newest All Terrains are perhaps most highly prized, and ship them to America, where customers tend to be more 'value focussed'.

Another strand to the Cranes+50 strategy is Manitowoc's investment in a tower crane rental fleet. In 2021, the company invested \$15 million in its European tower crane fleet, which, according to Ravenscroft: "Helped us increase our market share in Germany and win some strategic orders with key accounts." The company currently has



At the Tour Mirabeau project in Marseille, Potain is supplying four anchorage frames for two units of its MR 295 rope luffer



Demathieu et Bard is using two MDT 489s and an MDT 809 on direct rental from Potain to build a data centre close to Paris

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LIEBHERR

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...and they can assemble them for customers

around 100 cranes in the fleet and is continuing to ramp up its investment programme.

While the company's switch in investment focus to add areas other than just new crane production is recent, its involvement in the tower crane rental market is not new. In the past, Potain used to offer cranes for direct rental in major European markets such as Germany and France. In the 1980s and 1990s it had a strong rental fleet for both self-erecting and top-slewing cranes in both countries. These activities were halted at the end of the 1990s and only to quietly resume in a modest way in 2011.

"In Germany the company restarted in 2011 with a focus on the top slewing crane business and a few years back, also restarted the rental business in France focusing on large capacity top slewing and luffing jib cranes, but also on big crane components for specific mast compositions," says Simoncelli.

This approach helps the company find work for its largest cranes, over a wide geographic area. By focusing on these more niche cranes, it can help build sales without competing directly with its customers which have more general rental fleets. But it can also help those customers win contracts that they could not otherwise be able to compete for.

France and Germany remain the largest market for its rental operation, thanks to a dedicated rental and used crane facility in the Paris area, which it has extended recently. In Germany, it operates two rental yards, and occasionally makes use of space at its local distributors.

DIFFERENCES BETWEEN FRANCE AND GERMANY

In France, where the company has an established top slewing crane distribution and rental network, the key focus is on supplementing its existing offer. "Our French fleet is made up of big machines not otherwise available on the market. It includes luffers and new models that we want to promote, plus specific devices such as internal climbing systems. Most dealers, rental houses and even contractors are unwilling to invest in them because utilisation is pretty low. So, as we have European coverage, we have the possibility to maximise the utilisation of this type of equipment, we put it into our rental fleet helping complement customers' own fleets," says Simoncelli.

The focus is somewhat different in Germany. Here, Potain does not have distribution partners with large top-slewing crane fleets. Instead, it works with a number of smaller, regional distributors and rental companies which have fleets well stocked with self-erectors, but not so well populated with top slewing cranes. "They

are very strong on the self-erecting crane segment, but they don't have the capacity to fulfil all the top slewing rental demand," he says. "So we rent to them, so they can re-rent to the market." The core of this market is made up of relatively smaller cranes, with capacities ranging from six tonnes up to 10 or occasionally 12 tonnes.

In Germany a 25 tonne MDT 569 with jib tip capacity of 4.2 tonnes at 80 metres is working on a battery plant near one of Europe's busiest and most high profile projects, Tesla's new 'gigafactory' plant on the outskirts of Berlin. Potain's Berlin based distributor Wilhelm Banzhaf has rented the crane from Manitowoc in order to re-rent it for the project.

In Paris, one job site has two of the new 20 tonne capacity MDT 489 flat top cranes on site with a 3.5 tonne capacity at its 88 metre jib tip. On the same site an MDT 809 is working with an 8.3 tonne jib tip capacity on its 80 metre jib. The customer, Demathieu et Bard, already has 55 tower cranes in its mostly Potain fleet, but chose to supplement them with the new or larger cranes.

One advantage of contracts like this, Simoncelli says, is that it allows Potain to demonstrate the advantages of its latest products to customers, without them committing to an immediate purchase.

At Fecamp, near Le Havre, French contractor Bouygues is building 71 wind turbine foundation pieces, ready to be shipped to a new 500MW offshore wind farm. The job required 16 Potain MR 608, 32 tonne luffing jib cranes with a 60 metre jib able to handle nine tonnes at maximum its radius. The foundation pieces are being built concurrently over a large facility, with the cranes travelling on rails between them.

For this job, Potain worked with two key partners: NFT, which provided the cranes, and Uperio, which installed them on site and takes care of their maintenance. Potain provided technical support and from its own rental fleet, the big chassis and bogies needed to complete the crane package and allow the equipment to move as needed.

RIISING ABOVE ADVERSITY

Wolffkran's rental fleet has grown in a slightly different way. The company started offering direct rental in the 1990s and has grown this both organically and through acquisitions. One of those acquisitions, the UK's HTC Plant, demonstrates



Credit (all in group): Grimselfoto.ch, D. Bürki

the challenge that independent tower crane rental companies can face.

HTC had gone through a series of owners but had been Wolffkran's exclusive distributor in the UK since the 1970s, having started buying the German cranes in 1975. In the years following the millennium, the company invested heavily in a booming market. When the global financial crisis hit in 2008 and 2009, it was ill-prepared to cope with the resulting downturn.

The company bled out financially for several years, in a market defined by low demand and low rates. A collapse like this can damage the whole industry as fleet owners are tempted to accept uncommercial rates and terms in an attempt to keep up with financial commitments. When that happens with a large fleet it suppresses new crane sales and adds to the downward spiral in rental rates.

By 2015, Wolffkran stepped in, apparently getting a good deal to buy the company. The deal boosted the size of the Wolffkran group rental fleet, and perhaps saved the UK market from the ugly impact of a major player continuing to struggle to stay afloat.

Today, Wolffkran is led by a former HTC - and Select - executive Duncan Salt. Dave Holder - whose first job out of school in 1981 was at one of HTC's predecessor companies - is now director of European operations for Wolffkran's group rental fleet.

THE WOLFFKRAN FLEET

The Wolffkran fleet is significantly larger and has a wider geographic spread than Manitowoc's. "We have about 200 units in the UK," says Holder, "around 150 over three depots in Germany and between 100 and 150 in Switzerland at two locations. We also have rental fleets in France and Belgium, while our Austrian fleet is getting stronger. And in the US we now have just 20 units but are trying to build up the rental fleet there." In total, the fleet comprises around 700 units.

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The UK market is an unusual one, and one in which Wolffkran plays an important role. There are few spots in central London without at least one cluster of red luffing jibs pointing skyward. The acquisition of HTC both stabilised the business in the UK and added some specialised cranes to Wolffkran's fleet. Applications for luffers are still rare outside of the UK but when a customer needs one, Wolffkran is in a much better placed to provide them.

"We share the availability of the full 700 assets," says Holder. "The UK is more luffing crane dominated, and we tend to focus the luffing crane fleet there. When we have work for luffers in other parts of Europe, they tend to ship out from the UK and return there afterwards. We mix the saddle jibs around different areas. The smaller cranes tend to be more popular in Switzerland and Austria, larger cranes in Belgium and the Netherlands."

The Netherlands has a particular demand for cranes able to handle heavy prefabricated elements. "It's quite a market for large saddle jib cranes and even though there are a lot of them there, the rates reflect that. You tend to be very busy in the Netherlands, but you won't get rich doing it."

NO ADVANCE PLANNING CAN BE ADVANTAGEOUS

Beyond the particular demands of markets in the UK and the Netherlands, more general requirements can be seen across mainland Europe. "There's a fairly standard size of crane across much of mainland Europe, including France and Germany. They tend to be 200 tonne/metre up to about 400 tonne/metre, and all the companies stock flattop or saddle jib cranes, therefore, they have maximum flexibility. The fact that nobody plans well in advance of a job is actually quite an advantage. Companies expect to pick up the phone at request a crane at very short notice."

"As this expectation is so widespread, fleets do not tend to commit to orders in advance, fleets with the right number of these cranes can benefit from consistent work coming in at short notice. The problem, for rental fleets and customers, comes when larger cranes are needed. Even for a direct rental manufacturer like Wolffkran, with an international fleet of luffers and heavy cranes, this can be a challenge. They tend to think that all cranes are available at short notice. But when you're talking of luffing cranes and anything over 400 tonne/metres, they're not. You have to do a little bit more planning than that. And that comes as a bit of a shock and a surprise."

UP TO 25 YEARS LIFESPAN

As well as supplementing independent rental companies with luffing jib and larger saddle jib cranes, Wolffkran's fleet can help take some of the risk away from their crane purchases. "Customers can take a new crane, use it for three to five years, and we'll then take it back into the rental fleet. It's ideal for us, especially if we've done the maintenance through a service deal. Our fleet age profile tends to be quite high, because it's a very well-made product. Ideally, we try and get 20 to 25 years out of it."

However not every regulator or major contractor



In September 2021, Van der Spek subsidiary Hexagone took over Liebherr's direct rental business in the Paris region and Northern France

recognises the longevity potential, which often prevents national companies running older fleets. Wolffkran uses its geographic spread, often finding work in markets where age is less important than condition and rental company reputation.

A manufacturer like Wolffkran, can support demand for its used cranes, but there are limits of course. "The buyback rates for a complete cash trade-in are not as attractive as for part exchange," says Holder. "And it has to be a model that sits within our rental portfolio."

This can help contractors with their own fleets, re-renting the specialist cranes to work alongside the standard models from their own fleets. While they may choose to buy a crane out right for longer term jobs saving money on rental costs, they may struggle to find work for the crane when the contract ends.

"We're just in the middle of buying one back from Balfour Beatty," says Holder. "It's just under three years old, it's never broken down, and works perfectly. They bought the model for a specific project, and now they haven't got work for it. They don't want it sitting in the yard so it's coming back to our into Sheffield yard, where it will be returned to Wolff red and will go back into service."



Liebherr retained the tower crane support centre at its former direct rental subsidiary in Fontenay-Trésigny, which will now support customers across the country

TARGETING DEMAND

The idea of crane manufacturers building their own direct rental fleets, can cause concern for independents, on the basis that they might use their advantage to undercut prices, while others will consider a purchase from such a manufacturer as an investment in a rival.

The manufacturers are unable to reassure them lest it be seen as colluding on pricing. Manufacturers have to make their own assessments on the pros and cons. In any market, local knowledge is key. A well run and funded independent rental company always has the advantage over a large manufacturer. They speak the same language and can react more quickly.

A COUNTER TREND

While the trend appears to have been moving towards manufacturers renting directly, there have been examples of them stepping back from a market when an independent company is ready and willing to take over.

That was the case for Liebherr in France last year when it sold its Paris-based tower crane rental fleet - Liebherr-Grues à Tour SAS - to Hexagone, a subsidiary of Netherlands-based Van der Spek which runs a fleet of Liebherr tower cranes shaped by domestic demand for high capacity cranes to handle heavy prefabricated concrete building modules.

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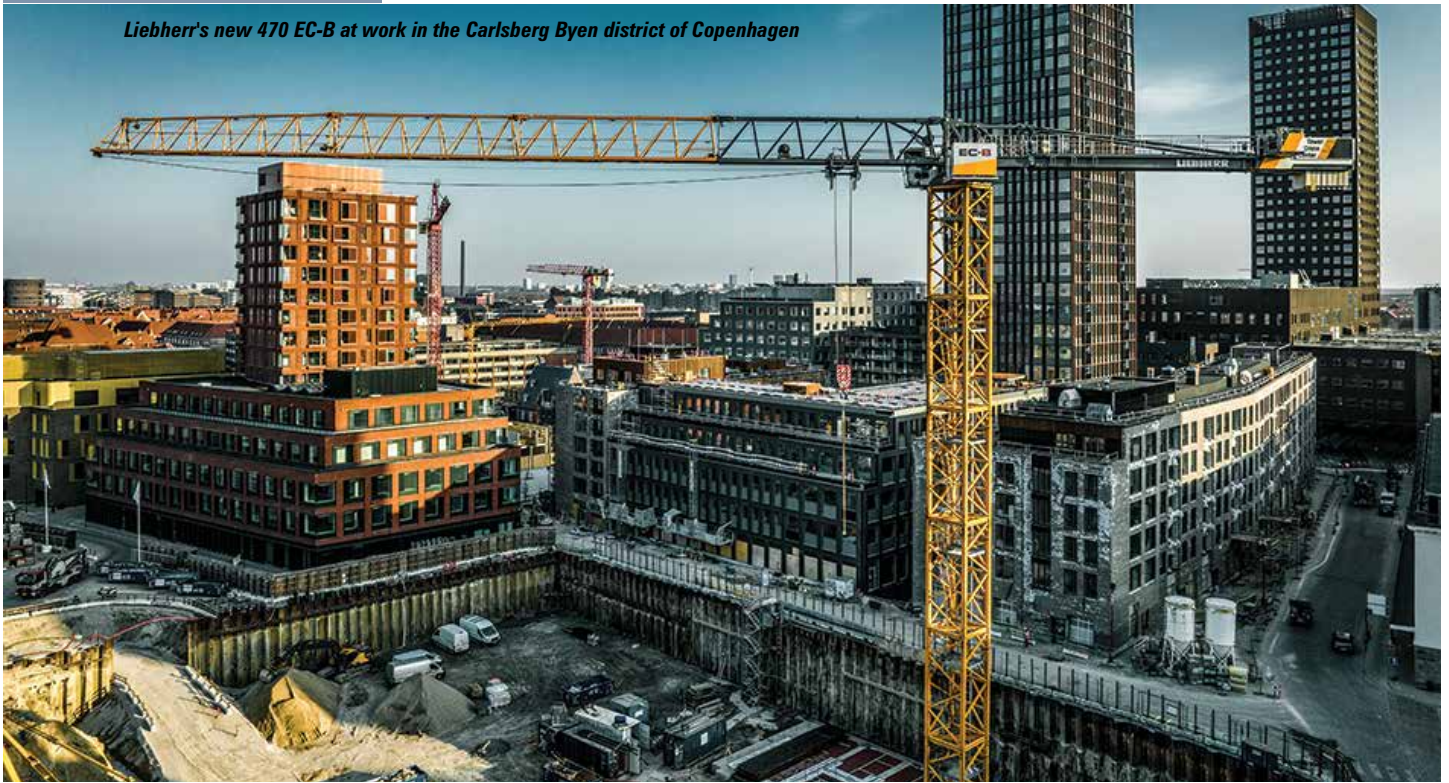
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SUPPLYING AND OFFERING SUPPORT SERVICES FOR TOWER CRANES WORLDWIDE

Liebherr's new 470 EC-B at work in the Carlsberg Byen district of Copenhagen



While Hexagone took over the Liebherr fleet in Île-de-France and Northern France, the manufacturer did not abandon its presence in the region. As part of the deal, it retained its facility at Fontenay-Trésigny, which had been the base for its direct rental subsidiary, converting it into the Liebherr National Technical Centre for tower cranes across France.

TOP PLAYER

Liebherr still runs by far the largest of the direct rental fleets we've covered in this article, with a fleet of more than 1,650 cranes worldwide - twice as many as Potain and Wolffkran combined. But the company isn't looking to compete with its customers. Stefan Groeber, head of TCC (Tower Crane Centre) used and rental at Liebherr says: "We are active worldwide and offer our rental services through our dealer/partner structure, as they are very familiar with the local conditions. In markets without dealers or partners, we usually only become active if it is a large project and our support is requested. We only offer direct rental in exceptional cases when we do not have a local dealer or partner."

Despite its size, Liebherr did not get into the direct rental business that much earlier than Manitowoc. In fact, the business started up in much the same way, and under similar market conditions, as Wolffkran's expansionary acquisition of HTC.

Marco Guariglia, sales manager at Liebherr-Werk Biberach explains: "We started in the south of Germany in 2009. At that time, a dealer in southern Germany gave up his business and the decision was made to serve parts of the market there ourselves, to act in the same way as our dealers, but directly from the factory. Then in 2013, it was strategically decided to serve the international used and rental market directly from Liebherr. The initial focus was on the rental of special parts or special cranes. This means that if a dealer or partner has a large project or a special set-up, we keep the parts in stock and rent these out to them. In other words, we keep parts that

the dealer does not need in his daily work. These are for example special adapters, large bases or certain cranes like our HC-L (luffer) cranes or larger EC-H cranes."

"In the used crane business, the focus was on taking back used equipment from our dealers and partners as well as finding suitable equipment when requested. At the same time, our dealers and partners can then order new cranes from the factory. All these activities take place worldwide, which means, for example, that a crane can be taken from Dubai to Germany, inspected, and then shipped on to France."

The bulk of the Liebherr rental fleet consists of smaller cranes and even includes self-erectors. Around 1600 cranes with capacities up to 400 metre/tonnes are based at directly owned rental subsidiaries as far afield as Switzerland and Australia.

At the Tower Crane Centre in Bad Waldsee, Germany, Liebherr also maintains an international fleet of 50 cranes, including large cranes such as

A 1000 EC-H 50 Litronic from Liebherr's rental fleet was used at this cement plant in Schelklingen



a Liebherr 1000 EC-H 40. The Centre also holds many special components such as climbing cages and travel bogies. These can be used to support customers' own crane packages, backed-up with engineering support from Liebherr's Tower Crane Solutions division. ■

Four 357 HC-L 18/32 Litronic and two 280 HC-L 12/24 Litronic luffing jib cranes from Liebherr's rental fleet were used on the Axel Springer Verlag in Berlin



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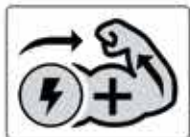


CITY CLASS FLAT TOP TOWER CRANES

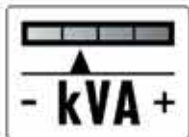
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T-Torque slewing

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CTT 132-6	6 t	60 m	1.4 t
CTT 172-8	8 t	65 m	1.5 t
CTT 202-8	8 t	65 m	2.1 t
CTT 202-10	10 t	65 m	2.1 t

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LGMG at Vertikal Days 2022

SCISSOR DEVELOPMENT IS BOOMING

Those visiting Vertikal Days in May could not help but have noticed the significant geographic shift in aerial lift production - particularly scissor lifts. As you entered the show you were met with an impressive wall of LGMG scissor lifts, and it didn't stop there with Dingli, Sinoboom, Zoomlion and XCMG all having a major presence at the show and unveiling many new models. Five years ago, Dingli was the sole Chinese aerial lift manufacturer present.

It wasn't that long ago that nearly all scissor lifts were designed and built in North America with few European companies having the resources to produce in the large numbers needed to be cost effective. How times have changed...

Over the past 10 years or so the Chinese manufacturers have progressed from producing cheap copies of the most popular models to a position where they may well be out producing the North Americans with innovative, good quality, value for money products with decent product support. The momentum is currently clearly with the Chinese manufacturers to the point that the two major American brands were forced to try and stem the tide by forming an 'association' - the Coalition of American Manufacturers of Mobile Access Equipment - to lobby the US Government claiming that US manufacturers were being harmed by Chinese manufacturers' 'unfair' pricing practices, assisted by state subsidies or support, requesting the imposition of import tariffs. While it succeeded in principle, the fact that both US companies also had significant portions of their product lines made in China meant they were also subject to the tariffs, in some cases higher than the Chinese manufacturers.

Chinese manufacturers are getting stronger and with the huge investments being made in R&D, manufacturing and distribution, it is now entirely possible that they will dominate the scissor and boom lift markets within five years, possibly producing their equipment in Europe and North America? Unless that is the current market leaders can adapt and regain customer's hearts and minds rather than fighting competitors.

MOVING TOWARDS ZERO HYDRAULICS

The move towards all-electric zero hydraulic oil scissor lifts is gathering pace with several new models announced over the past year or so, starting with JLG's 19ft DaVinci AE1932 which went into full production at the start of last year. The concept of using a screw actuator to elevate a scissor stack dates back to the UpRight 'Flying Carpets' of 1972 - the original design and first units featured a horizontal hydraulically driven screw lift mechanism for lift. They were so unreliable in the field, that they were quickly replaced with hydraulic cylinders. In 1996 the all-electric Zefer Lift scissor lift range - built in Pennsylvania - was launched. It was totally free of hydraulics and used electric drive and electric screw actuators. Some were sold but it was simply way ahead of its time.



August 2014 - the first Dingli diesel RT scissor lift to arrive in the UK



The move towards all-electric zero hydraulic oil scissor lifts started with JLG's 19ft DaVinci AE1932

SCISSOR LIFTS

The secret of success when moving to all-electric is the price, reliability and ruggedness of the electric screw type actuators. Improvements in technology now appears to have sorted this - at least for smaller electric scissor and vertical mast lifts - and larger scissors and booms may not be too far off.

COMPLETELY OIL FREE

Following JLG's early lead Dingli announced four 'Hydraulic Oil Free' scissor lifts that use electric powered screw-type actuators. The 11.5, 12, 18 and 19ft scissors have working heights of 5.1, 5.6, 7.6 and 7.8 metres with platform capacities of 230kg for all except the 12ft JCPT0607PA which has a 240kg capacity. Overall lengths range from 1.16 to 1.86 metres with widths ranging from 760 to 810mm. The advantages include lower energy consumption, easy maintenance and elimination of oil leakage and oil and filter changes, helped by maintenance-free permanent magnet synchronous motors and AGM batteries.



Dingli announced five new 'No Oil' self-propelled vertical lifts in April this year

Dingli has also unveiled a more regular 15ft slab electric scissor lift - the JCPT0707DCM - with a working height of 6.5 metres, a platform capacity of 230kg and a 740mm by 1.44 metre platform which extends to two metres with the 600mm roll out deck extension. The new machine has an overall width of 760mm, overall length of 1.43 metres and a stowed height of 2.05 metres, or 1.68 metres with guardrails folded. Overall weight is 1,150kg. Direct electric drive, four wheel braking, non-marking tyres and automatic active pothole protection are standard.

The new platform joins the 12ft JCPT0607DCM and the 19ft JCPT0708DCM which have similar specifications but weigh 920kg and 1,300kg respectively.



Dingli's new 15ft micro - the JCPT0707DCM



The JLG Davinci no oil scissor lift

DAVINCI AND ELECTRIC REGENERATION

While the JLG Davinci AE1932 has been in production for more than 18 months, it is still worth looking at its advanced features. Although a totally new design, the Davinci is a classic 19ft unit in terms of dimensions and performance, with a working height of 7.8 metres, an overall width of 812mm, overall length of 1.74 metres and stowed height of 2.11 metres - reduced to just under two metres with the Quikfold guardrails. Maximum platform capacity however is better than average at 275kg, while the machine's overall weight is 1,565kg. The overall platform width is 810mm, almost the same as the machine's overall width, while a 910mm deck extension is standard.

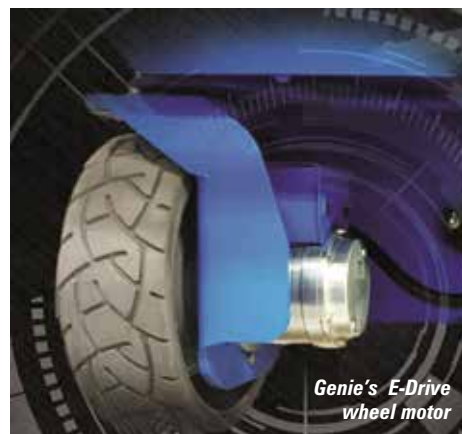
Drive comes from AC electric wheel motors, each of which is controlled independently for reduced tyre wear or problems when working on sensitive floor surfaces. JLG's mobile control also allows users to operate the stowed machine from a smart phone for safe loading and unloading. The stowed machine is fast at 4 mph/6.5kph - while the elevated drive speed slows down progressively as the platform is raised, rather than dropping immediately to the lowest regulated speed at lift off. It also uses a single, maintenance-free 24 volt/72Ah lithium-ion battery which can be fully recharged in around three and a half hours, with the potential for opportunity top up charging during breaks. In addition, power is generated when the platform is lowered, the screw actuator reverses in order to generate power and provide a small top up to the battery which is expected to have a practical working life of at least 10 years.

DIRECT ELECTRIC WHEEL DRIVE

Of course, before being able to offer all electric machines the major change was to convert



In 2004 the Iteco IT 7380 was one of the pioneers of direct electric wheel drive



Genie's E-Drive wheel motor

machines from hydraulic wheel motors to a highly efficient direct electric drive system. Once again nothing new here, even if you ignore the early pioneers such as the Zefer Lift. Imer or Iteco as it was back then, launched direct electric drive on its IT 7380 in 2004, but once again JLG led the way a year or so earlier with its ES range of slab scissor lifts.

Genie added direct electric drive at the end of 2020 with its E-Drive system for its full range of GS slab electric scissor lifts. The brushless E-Drive wheel motors are fully sealed against moisture and water and totally maintenance free. Machines equipped with them also have 70 percent fewer hydraulic hoses and fittings, substantially reducing the potential for hydraulic leaks.

The change has also allowed the company to reduce the width of the GS-4047. It currently had an overall width of 1.19 metres to accommodate the hydraulic brakes. When fitted with the more compact E-Drive electric motors, the width is reduced to 1.17 metres (46 rather than 47 inches) and became the GS-4046.



A new Genie GS E-Drive slab scissor lift

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LGMG's second generation slab scissiors

NEW GENERATION LGMG SCISSORS

LGMG's recently launched range of 14 second generation CE/Ansi slab electric scissor lifts however are not all electric. As with several other Chinese manufacturers LGMG has hedged its bets with the new line, opting to offer the seven base models with working heights to 16 metres with either Hydraulic or 'E' direct electric wheel motor drive.

The new machines have platform capacities ranging from 230kg to 450kg and are rated as two person for indoor use or one for outdoors. The lower control panel features a seven inch display, complete with multi-lingual support and Bluetooth for remote control. Other changes include upgraded components, a new swing out component tray with improved component layout and more water resistant electrical components. The new models are available with a lithium ion battery option.



LGMG's improved swing out tray

TWO NEW 26FT JLG SCISSORS

JLG has also introduced two new 'wide bodied' 26ft slab electric scissor lifts - one with direct electric drive, the ES2646 and the other with hydraulic drive R2646. The two models fit into



The new 26ft JLG slab electric scissor lifts

the range between the current ES2632/R2632 and ES3246/R3246, the key differential being the higher platform capacities and larger deck. Both models share a high degree of common componentry including the chassis, lift stack and platform. They also offer similar basic specifications including a 9.9 metre working height and a maximum 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 by measuring the weight in the platform and the slope angle and allowing the platform to raise to a safe height for the configuration, rather than simply cutting the lift completely on slopes greater than one or two degrees. On these units it allows operation on side slopes of up to 2.5 degrees and longitudinal slopes of up to 3.5 degrees.

Both machines have an overall length of 2.4 metres, an overall width of 1.17 metres, and a stowed height of 2.28 metres which can be reduced to 1.82 metres with the guardrails folded and offer a 910mm roll-out extension with 120kg capacity which takes the overall deck length to just over three metres. Total weight of the ES model is 2,400kg while the R model is 2,389kg.

Options include JLG's Mobile Control which uses a smart phone as a remote controller for drive and steer and QuikFold guardrails. The new ES2646 is also available with JLG's CleanGuard leak containment system.

HAULOTTE UPDATES COMPACT RANGE

Haulotte has introduced a completely new Compact range of slab electric scissiors. One major change is the move to synchronous AC direct wheel motor drive rather than hydraulic. However, the company has decided to go with rear wheel drive and fit the front steering wheels with sensors to help ensure smooth turning even when the front wheels are fully turned to more than 80 degrees.

The five new models follow classic overall width and heights and include 20ft and 26ft narrow models with an overall width of 810mm, plus three 1.2 metre wide models with platform heights of 26ft, 32ft and 39ft, with working heights of 9.8, 12, and 14 metres respectively.



Haulotte's new Compact 12

The Compact 10N and Compact 14 are indoor rated only, while the other three have both indoor and outdoor ratings and platform capacities of 250kg to 450kg. The overall length of the units is 2.5 metres. The new chassis and scissor stack design is more rugged than the units they replace, with all critical components such as the drive motors and steering wheels fully integrated and protected from damage through crashing into obstacles while driving. All five units drive at full height and feature active pothole protection and 940mm roll out deck extensions.

The steering cylinder and sensors are located behind the solid front chassis frame cross plate, while the rear ladder and battery charging sockets are fully built into the counterweight which also serves as a heavy duty bumper.

To simplify loading onto transport, both lateral and longitudinal forklift pockets are available. On the scissor stack, the cable and hose routing have been integrated while heavy duty scissor stack cross brace tubes help improve platform rigidity and guardrail tubing is heavier gauge and larger cross section.



Haulotte's new heavier guardrails fold for easier access under obstacles

Folding guardrails are standard, while Haulotte's Sherpal telematics suite is optional as is a new Lidar secondary guarding system on the upper control box which monitors the operators position in real time and cuts the machine if any obstacles or strange movements from the operator are detected.

Access for service has been given some serious thought and optimised with electrical and hydraulic componentry separated and access improved, while the routing of hoses has been designed to avoid the risk of friction and leaks. The new scissiors are also equipped with Haulotte's Activ'Energy Management and intelligent CAN BUS charger, which constantly



The new Lidar secondary guarding

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monitors battery parameters to ensure optimal charging, and incorporates dedicated charging cycles for battery maintenance. To reduce maintenance costs and effort, the lead acid batteries can be equipped with manual or automatic centralised electrolyte top up systems. The Haulotte Activ'Screen on-board diagnostic tool is also available via the Haulotte Diag mobile application, which also offers advanced diagnostics with detailed resolution procedures.

TOUGH AND SIMPLE - GOOD CALL OR BAD?

Haulotte's decision to place the drive motors on the rear axle is an interesting one, given that compact AC drive motors are now widely available for mounting on the front steering axles, which help with steering on tight turns as they pull in the direction of travel. Mounting them on the rear is simpler and saves the need for the power cord to flex and potentially chafe, while also enabling them to be better protected



The Haulotte Compact 10N

from other damage or contamination. Add in the choice of lead acid battery pack, a heftier chassis frame, guardrails and scissor stack, and it looks like Haulotte has decided to go for a simple tough durable model line to take extreme real-world abuse, rather than more delicate sophistication. Given that slab electric scissor lifts are the mainstay of most rental fleets this could well prove a good call, alternatively it might be a move back to basics, when the market has moved on?

LARGER RT SCISSORS

Increasing sales of larger - over 55ft - electric drive Rough Terrain scissors has been driven by the surge in high cube warehouse construction in both Europe and the USA. The net result is there is likely to be ongoing growth in the market for these high capacity, heavy duty scissors.

Holland Lift once totally dominated what was a niche market sector seeing off its main competitor Liftlux, but in recent years has been struggling to keep pace with growing demand which has meant even more extended delivery times. This seems to have played into the hands of one or two Chinese manufacturers which appear to have a steady supply of components while having maintained production levels during Covid lockdowns and more recent supply chain challenges.

ALL NEW HOLLAND LIFT

Holland Lift is set to unveil an all-new 72ft heavy duty scissor lift range in October, available in three different versions. They include two full width RT models the HL-240 E25RT and HL-240 D25RT - one electric and one diesel powered - along with a narrow electric model, the HL-240 E13. All three offer four wheel drive, although the narrow model



has two wheel drive as standard with 4x4 and an oscillating axle available as options, both of which are standard on the wider Rough Terrain units.

Working height is 23.9 metres, although the narrow model can extend a further 200mm indoors. Platform capacity is 750kg on the wide models and 600kg on the narrow and all three can drive at full height. A 2.6 metre platform extension provides a seven metre long deck on the narrow model with the capacity on the extension the same as on the main deck. Overall weights range from 12.7 tonnes on the diesel RT up to 13.1 tonnes on the narrow electric.

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WIDE 32M DINGLI

Dingli has recently launched wide versions of its biggest scissor lift models - the JCPT3225DC and JCPT3225RT. The new machines offer a working height of 32 metres and use the same scissor stack as the 86 and 99ft narrow JCPT3214DC 1.4 metre wide slab electric models unveiled in January. However, for the wide version, the heavy-duty stack is mounted on a 2.5 metre wide chassis with four wheel direct electric drive on the DC model and hydraulic wheel motors for the RT. Rough Terrain non marking tyres and four wheel steer are standard on both models.

The new machines also have a wider deck of course, now 6.2 by 2.45 metres when retracted. A powered 2.1 metre roll out deck extension is available which extends the deck length to 8.3 metres. Platform capacity on both main deck and the extension is 1,000kg/four people.

Power comes from either an 80V/520Ah high capacity lithium battery pack on the all electric, or a Deutz Stage V diesel on the RT. Drive at full height is possible on both models, while the levelling jacks feature a 'one button levelling' function.

Overall height when stowed is 4.13 metres, which can be reduced to 3.19 metres with guardrails lowered. Total weight is 23,400kg for the diesel/RT or 23,900kg for the DC model. The gradeability on the electric drive machine is 30 percent while the diesel RT is 40 percent.

Finally, the slightly lower 86ft platform height/28 metre working height versions are also available in the form of the JCPT2825DC and JCPT2825RT. Most of the performance characteristics remain the same, including the 2.1 metre deck extension, but overall stowed length is just under six metres, while they weigh in around four tonnes lighter. The new models - both diesel and electric - will probably land in Europe during the summer.

LEVELLING WITHOUT OUTRIGGERS

Earlier in the year JLG introduced the 47ft RT4769 Quik Level Advanced Rough Terrain scissor lift to the European market. The lift features self-levelling independent axles which replace the levelling outriggers of the standard machine. The levelling is not dynamic but will suit applications where the lift needs to be levelled up yet move frequently on slopes. The system avoids the need to use outrigger mats and is therefore faster and more efficient. Essentially it mirrors the benefits of the Snorkel and MEC speed level machines.



JLG's 47ft RT4769 Quik Level



After years of hard work and dedication we have planned an exciting launch of our new "Tulip" at Bauma 2022. In the upcoming weeks we will reveal more of our Tulip product line on social media before launching at Bauma.

We invite you to join us at the launch on Wednesday 26th of October at 12:00. There will be delicious Dutch delicatesses and a presentation by our Managing Director Chris Kochheim and Manager Engineering Ron Halma.

For more information and previews, follow us on social media.

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59FT AIRO RT

Italian aerial lift manufacturer Airo has added a new battery powered 59ft XL20RTE Rough Terrain scissor lift, which offers a 20 metre working height and a 700kg platform capacity with six person rating. Features include four wheel drive, an oscillating axle, non-marking RT tyres, drive at full height and auto levelling jacks that can level up on slopes up to four degrees.

The XL20RTE has an overall width of 2.24 metres, an overall length of 4.52 metres and a stowed height of 3.35 metres - or 2.52 metres with the guardrails folded. Two 1.5 metre manual deck extensions take the platform length from 4.4 metres to 7.4 metres. Total weight is just over 11 tonnes, while two 48 volt 455Ah full traction batteries drive two AC electric motors to provide 40 percent gradeability and up to 4.5kmh drive speeds.



New Airo XL20RTE

NEW SINOBOOM ELECTRIC RT SCISSOR LIFT

Late last year Sinoboom launched a brand new 53ft 5389 Rough Terrain scissor lift and at Vertikal Days unveiled the 40ft 4069 compact electric Rough Terrain scissor.

The 5389 is available with diesel or battery electric power, however Europe will only see the battery powered model as Sinoboom Europe has taken the decision to only offer electric powered machines in Europe going forward. The 5389RE has an 18.2 metre working height with a 680kg/ four person platform capacity. The base platform has an overall length of 3.96 metres which can be extended to 6.68 metres with twin roll out deck extensions, one of which is 1.5 metres and

the other 1.2 metres. Drive comes from four AC electric wheel motors, offering better traction and torque than the diesel alternatives. The overall width is 2.28 metres, with an overall length of 4.88 metres and a stowed height of 2.44 metres with the guardrails folded. Four self-levelling jacks are available as an option - total weight without them is 9,250kg.

The 40ft 4069RE has a 14 metre working height and features four wheel drive, active axle oscillation and auto levelling jacks. It has a single extension and 365kg platform capacity. Both machines are now being delivered with Irish rental company Balloo Hire taking delivery of some of the first 4069RE and 5389REs to arrive in Europe.

TWO NEW ZOOMLIONS

Vertikal Days saw the launch of two new Zoomlion scissor lifts, the 53ft full size ZS5390RT Rough Terrain and a 22ft tracked compact scissor lift, the ZS2242C. The diesel powered ZS5390RT has an 18 metre working height, four wheel drive, oscillating axle and 40 percent gradeability. Platform capacity is 680kg.

The tracked ZS2242C has an 8.8 metre working height and 250kg platform capacity although this is reduced to 113kg on the 910mm deck extension. With an overall weight of 1,700kg the unit has a platform size of 1.94 metres by 0.95 metres. Overall size is 2.1 metre long by 1.05 metres wide. The 4 x 6V/220Ah batteries power two electric drive motors giving a maximum speed of 2kph.



The Zoomlion ZS5390RT

The Zoomlion ZS2242C

SAFE EXTRA REACH

Skyjack has launched its new XStep step up platform in Europe. The attachment provides 480mm of extra height and is intended as a safe alternative to operators standing on the middle guardrail to reach something, or when working through false ceiling panels. The XStep comprises a swing down base with full height guardrails and a self-locking swing gate and is securely mounted on the mid rails of the scissor lift.

Skyjack says that one person can install the XStep in five minutes without the need for special tools. It can be retrofitted to all existing Skyjack DC scissor lifts and easily be moved from one scissor lift to another, allowing it to be offered as a rental option.



Skyjack's XStep

EUROPEAN SCISSOR PRODUCTION MOVES UP A GEAR

European volume scissor lift production has traditionally been limited to Haulotte - which built a dedicated plant in Reims, France and then in Romania - along with Italian manufacturers Iteco/ Imer and Airo and Snorkel in the UK. However, in recent months Genie began producing its '69' series of compact Rough Terrain scissor lifts at its plant in Umbertide, Italy, and more recently Sinoboom dispatched the first units from its plant in Poland.

Genie's European scissor lift series covers three base models - the 26ft GS-2669 RT, 33ft GS-3369 RT and 40ft GS-4069 RT - all of which have an overall width of 1.75 metres or 69 inches if you prefer. Each model is available with diesel or DC battery electric power and features oscillating axles and an indoor/outdoor rating. The DC models use AC wheel motor drive and non-marking Rough Terrain tyres. ■



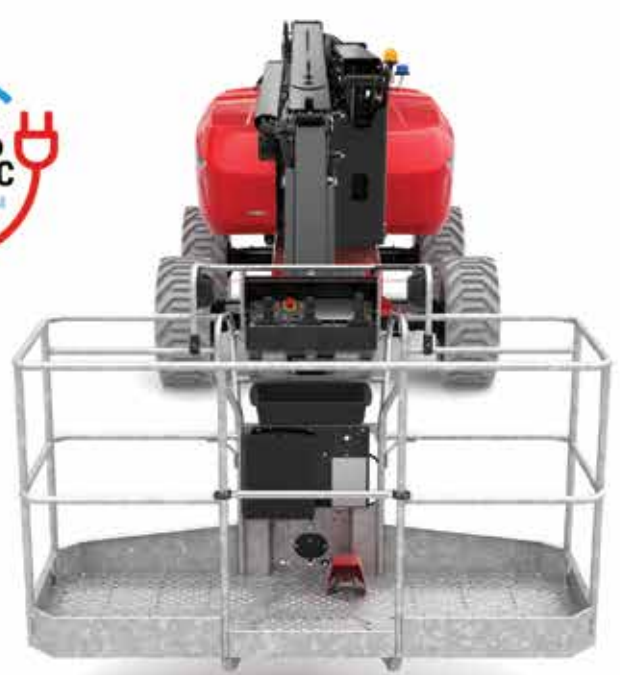
Julie Houston Smyth of Sinoboom hands over the first 4069RE and 5389REs to Balloo Hire's Colin Magee



The GS-3369RT is now built in Europe



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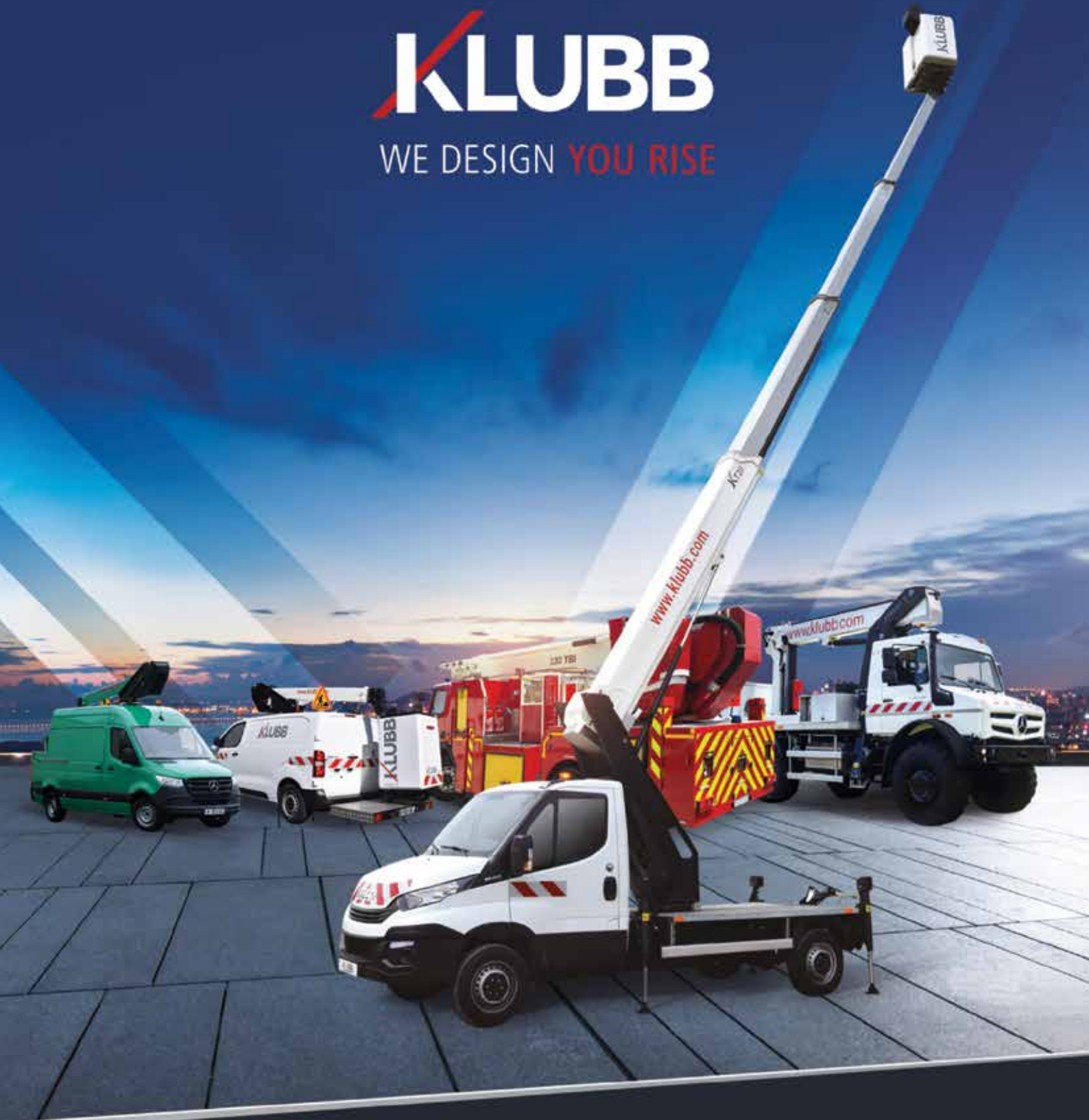
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*Total Cost of Ownership may vary depending on the application and work cycle of the machine

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Andy Dowden

THE PERFECT LIFT

The arborist and forestry industries are among the most dangerous in terms of the number of incidents involving serious injury or fatalities, however there are hundreds of arborists currently working with cranes and work platforms that have not been suitably trained or qualified. C&A editor Mark Darwin talks to Andy Dowden of Afan Treescapes and Arborcraft Training in Port Talbot, South Wales about a possible solution to be launched at the 'ARB Show' the APF2022 exhibition in September.

Using a mobile crane to assist in dismantling a tree where there not sufficient space to fell it whole is arguably the safest, most controlled and efficient method of working. Industry guidance also recommends considering the use of a crane before rigging. It also states, as does UK law, that those undertaking such activities as well as those planning them - the appointed person (AP) - must be able to prove competence.

"Proving competency is where the challenge lies and is one of the main issues within the arb sector at the moment," says Dowden. "I have a holistic approach to competency which includes achieving, maintaining and evidencing it because these are the three areas where the industry is struggling. The industry has been calling out for years for help with training and assessment, finding an effective and palliative way of monitoring and evidencing competency, areas which we as an industry have identified for years and years."

Dowden is a fully qualified and experienced arborist having studied Countryside Management in the late 1990s before working as a trainee

arborist and then a freelance climber in the UK, Sweden, Australia and Grenada between 2000 and 2011. He set up his own contracting company Arborcraft 2002 and added a training centre - Arborcraft Solutions - after qualifying as an instructor in 2010.

The 'two ropes' climbing fiasco (see box story p40) which came to a head in 2019 coupled with Covid restrictions put an end to the training side of the company, so he decided to sell the whole business to local company Afan group about six months ago.

Dowden is now construction manager at the newly formed arborist division Afan Treescapes and development manager at Arborcraft training. He has worked for more than 15 years with cranes, gaining knowledge and experience from other arborists who were willing to help and explain, to the point that he felt and was seen to be competent. However, proving that competence is difficult.

"There has never been a Lantra course or an NPTC (National Proficiency Test Council) assessment for crane assisted arb work," he says, "and it was seemingly impossible (given the logistical costs and challenges) to organise a formal training course or assessment in an industry accepted format."

Sparrow Crane Hire working with arborists at Longleat, Wiltshire



Arborists working with cranes in the UK will be very familiar with the terms 'Contract Lift' and 'Hire only'. With the more expensive 'Contract Lift' the crane rental company accepts liability however leaving the planning of the entire operation to an Appointed Person with little or no arb knowledge can be problematic.

"Often the lift plan drawn up for a contract lift passes the responsibility for estimating the weight of the cut sections and determining the sling positions back to the arborist - two of the most safety-critical elements of the lift," says Dowden.

The best way forward was often a collaboration between the arborist and the crane AP but what if something went wrong - who would be responsible and how would they prove competence?"

Dowden made a point of developing a better understanding of health & safety legislation but at this point there were no qualifications, industry guidance or best practice to follow. "We weren't making it up as we went along but proving otherwise would be difficult," he adds.

In 2017 Lantra - one of the leading awarding bodies in the UK and Ireland, developing training courses and nationally recognised qualifications delivered through a national network of training Provider Partners - revised the National Occupational Standards (NOS) for tree work, adding LANTw32 - Carry out the aerial cutting of trees using a crane which lists the skills and knowledge required by a tree worker to carry out a job or task of work. The standards are useful to assess skill levels and identify training needs as well as identifying learning objectives when preparing training.

The following year the Arb Association (AA) began work on Technical Guide 4: The Use of Mobile Cranes in Tree Work, a project Dowden was invited to work on at peer review level and which he used to benchmark his work methods at the time. The Guide was one of five Technical Guides covering tree climbing and aerial rescue to the use of tools in the tree and using work platforms for tree work.

ARB ASSOCIATION - TECHNICAL GUIDES

Industry Code of Practice (ICoP) for Arboriculture - Tree work at height

TG1 Tree climbing and aerial rescue.

TG2 Use of tools in the tree.

TG3 Rigging and dismantling.

TG4 Use of mobile cranes in tree work.

TG5 Use of Mobile Elevating Work Platforms in tree work.

"The project highlighted to me the inability to prove competency when specific training and qualifications were not available for crane assisted operations. There was construction-based training from slinger/signaller to appointed person and City & Guilds chainsaw units up to aerial tree rigging, but nothing specific about cutting and lifting tree sections with cranes."

Dowden booked himself onto an AP course to "get a better understanding of the AP's roles and responsibilities" and to gain the confidence and qualification to produce his own lift plans.



Removing tree sections correctly

DEVELOPING TRAINING

"Crane assisted tree work requires skilled, competent operatives and thorough planning to avoid potentially catastrophic accidents," he says. "Most of us do it safely and effectively every time. However, every arborist that I've met has learnt on the job with no formal training or assessment. Do we really need training? Legally yes, but this is not possible as the logistical and financial obstacles to hosting a conventional course are far too great."

"First you need to find a few trees big enough to warrant using a crane. Perhaps just use one tree but then that reduces the training from four people to two which doubles the cost of the course. Next you need access to the tree and a massive area to put the crane, and then an area to lower the sections. Hiring a full team - the crane and operator plus the instructor and equipment etc for a five day training course - which may take a day and a half in normal commercial circumstances - you are probably looking at up to £4 to £5,000 each for two people. It is just not going to happen."

"City and Guilds - the awarding body - will not invest the money into creating a course because while tree work using cranes is becoming more frequent it is not popular enough - possibly around 100 candidates a year? To give an idea of frequency, here at Afan Landscapes and at TR33, another local tree company, we may both only do one crane job a month."

"It is now a commonly accepted fact - even by the HSE - that short courses offer little more than basic training and the 'certificate of competence' only proves someone has attended a course and does not prove competence."

With the support of the Welsh not for profit company Focus on Forestry First, Dowden was able to obtain grants to fund both the time and resources to develop and pilot classroom based training. "If in house training is correctly prepared, delivered and robustly recorded it is an effective and low cost means of proving competency, especially in the absence of any accredited training programmes," he said.

The Forestry Industry Safety Accord (FISA) 805: Training and Certification provides guidance on selecting suitable instructors from within the workforce or externally to prepare, deliver and record the training. Instructional techniques training for an experienced employee with the right demeanour could be a good investment. If that is not a viable option, an external instructor or contractor can be brought in to deliver training or work alongside the team to impart knowledge and supervision on the job.

"Over years of training and assessing, the most satisfaction and enjoyment I've gained has been from delivering in-house and advanced units to working arborists," says Dowden. "When assisting clients with in-house training, I employ a simple process to ensure a robust package:

1. Discussion with the client regarding training needs to agree aims and objectives.
2. Prepare draft training plan and submit to client for approval or amendments.
3. Deliver the agreed training plan.
4. Assess the learner's knowledge and provide feedback. Method of assessment and the objectives achieved recorded.
5. Record and evaluate the training including any changes or additions to the plan and an overall assessment of the group and the delivery.
6. Compile all documentation and deliver to the client for their records.

Dowden will be launching a suite of in-house training programmes at the ARB Show at the APF in September including the training for crane work.

"We will be using a 40 tonne All Terrain crane to demonstrate crane work at the show, trying to achieve the perfect lift i.e. no movement of the branch after being cut indicating that the weight and centre of gravity of the section had been calculated perfectly."

Dowden also said he would be delivering some crane related presentations in the association's marquee. "I'd love to hear anyone's thoughts and opinions on anything arb related, but especially cranes." ■



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* Restricted weight has an impact on working envelope reach dimensions



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JLG

TWO ROPE FIASCO

Over the past 20 years or so the industry has been through two major fiascos - climbing using 'two ropes' in the arb sector and requiring welfare units for forestry work.

"A few years ago the HSE made a big push mandating the immediate use of Welfare Units on every forestry site. Given the range, scope and amount of accidents within the sector, many thought the HSE should have focussed on some of the more pressing issues," said Dowden.

"The same could be said about the two ropes issue. Around 2004, the HSE pushed for climbers to use two ropes when climbing. Reading the newly introduced Working at Height regs at the time, there was an argument for using two ropes however it was not practicable in the commercial world and the widely used 'moving rope' or 'double rope' technique was easier, quicker and just as safe. The 'moving rope' or 'double rope' technique uses a single rope thrown over a branch so has two ends."

The industry continued with the 'moving/double rope' system for about 15 years with little interference from the HSE. However, it came to a head in 2019 when the Arb Association decided to produce a series of Technical Guides including TG1 - Tree climbing and aerial rescue.

"The drafted guide was sent to industry for consultation and then to the HSE which also approved the copy. However when the HSE saw the method used in the pictures - a single rope with two ends and not two - the proverbial hit the fan."

"The HSE won't budge and the solution is everyone has to comply with the legislation. The Arb Association has had to rewrite its working at height guidance and technical guide. However there is provision to go to one rope when two ropes when safer to do so..." ■



Pictures - The Arb Association



WHERE IS ALL THE ARB EQUIPMENT?

The world is full of trees and a sizeable proportion need supervision and management usually carried out by arborists or tree surgeons. However, work at height equipment specifically designed to help access these trees is severely lacking with arborists generally having to compromise with 'off the shelf' products.

Recent legislation regarding working at height has changed the way the arb industry thinks about how to work on a tree. Can it be done from the ground? If not, is it safer to climb it or use an aerial work platform?

Aerial work platforms have become more popular in recent years, but concerns about the seemingly high number of accidents that occur when using them compared to climbing remain. Is this because of the particular equipment used or lack of training and competency or both?

Most of the platforms used by arborists - including spider or trailer lifts, vehicle mounts and booms - are generally the very same as those used on any construction site or industrial application. Adequate yes but lacking a few features that would go a long way to making an arborist's life a lot easier.

One company that has always put arborists front and centre is the small Spanish company Mecaplus. One of the main problems with any tree work is site access and the ability to set the machine in the optimum position - on ground that

is rarely level. Mecaplus has a range wheeled and tracked platforms that dynamically self-level without the use of outriggers, allowing tree workers to prune rows of trees on slopes and verges with maximum productivity. Other Mecaplus 'tree' features include a small basket to make accessing the interior of the tree easier, built in compressed air equipment with connections in the basket and the ability to drive at height with your feet, allowing the operator to use hand tools more effectively.

Mecaplus recently unveiled an all-electric - no hydraulics at all - 17.2 metre working height boom lift, the E-SL 17.2. The unit dynamically levels while travelling at heights of up to 12 metres with a 230kg unrestricted platform capacity and 7.5 metre maximum outreach. While Mecaplus was a pioneer of the self-levelling boom several other manufacturers have also entered the sector.

JLG's '670SJ Self-Leveling' boom with automatic levelling at height on slopes of up to 10 degrees in any direction is now in production. Working height is 22.3 metres with a maximum outreach



Mecaplus designs platforms with arborists in mind

of 17.5 metres. Early unofficial feedback suggests it may be a little complex and expensive for many rental companies and contractors? However, specialist users such as arborists may be ideal customers for this unusual boom? In the same vein are AlmaCrawler self-levelling tracked booms and scissors.



JLG's '670SJ Self-Leveling' boom has a working height is 22.3 metres with a maximum outreach of 17.5 metres

Almac has two ranges of lifts - the tracked Bibbi scissor and the tracked Jiffi boom - which can self-level up to 15 degrees in all directions. In an effort to keep the weight of the machine to a minimum, Almac teamed up with Multitel Pagliero last year to develop a lightweight AlmaCrawler telescopic boom lift - the U-1570 Evo - which uses Multitel's aluminium boom coupled with AlmaCrawler's bi-levelling tracked undercarriage complete with dynamic 'Pro-Active' levelling allowing it to be driven at height on ground of up to 25 percent with up to 15 degrees side to side and longitudinally. The machine weighs around 2,880kg and features a 15 metre working height with up to 8.4 metres outreach with 80kg in the 1.4 metre wide platform.



The U-1570 Evo uses Multitel's aluminium boom coupled with AlmaCrawler's bi-levelling tracked undercarriage

Maximum capacity is 250kg with 5.8 metres or outreach. The largest tracked scissor Bibbi lift is the 10 metre Bibbi 1090-BL. Maximum capacity is 300kg with all round levelling from 14 to 20 degrees. Overall weight ranges from 2,820kg to more than 3,000kg depending on the power.



The Bibbi 870-BL Evo has an 7.9 metre working height and 250kg capacity

VAN MOUNTS OFFER STORAGE CAPACITY

Another growing trend is the use of van mounts for tree work especially in parks and green spaces within urban areas. Initially favoured by the telecom, utilities and building maintenance sectors, the vast range of van mounted lifts - together with their working heights and storage capacities - allow tree workers to keep all equipment on hand in the van - a major advantage over a spider lift or even a truck mounted platform.

4x4 PICK UPS AND CHIPPERS

The 4x4 Pick-up mounted platform has always been popular with arborists with several manufacturers now offering products. CPL's 4x4 Isuzu D-Max and Toyota Hilux based vehicles offers 360 degree slew and can be equipped with in-house options including storage lockers and cages to protect beacons.

CPL/Klubb also produces the All Terrain Arb Truck (ATAT) Chipper Tippers on Isuzu and Toyota 3.5 tonne chassis specifically developed for tree surgeons and forestry. Both are fully type approved and come with the chassis manufacturer's warranty and breakdown cover. Options include secure tool boxes with 190kg storage capacity. Recent improvements from customer feedback mean the units are now offered as a drop side and waste disposal unit with mesh sides.



CPL's 4x4 Isuzu D-Max pick-up mounted platform

TREE HANDLERS

A manufacturer not usually associated with tree care is Sennebogen which recently added a seven tonne 728 E to its tree handler range. It features a single 9.2 metre boom plus a six metre telescopic 'jib' for a maximum height of 21 metres. It can handle its maximum capacity at 4.5 metres and 1.7 tonnes at a radius of 18 metres, while offering up to 7.5 metres below ground reach. Features include a 2.7 metre elevating cab and a wide range of attachments.



Sennebogen 718 E tree handler

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cranes & access SOURCE GUIDE

2022

Cranes
Aerial work
platforms
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The C&A Source Guide attempts to list every crane, access, telehandler and ancillary equipment manufacturer in our industry, detailing the specific models they offer within each category of products. It has been a big undertaking to collate such a large amount of data and it is possible that the odd error and omission has occurred. If you spot anything that needs changing, please do not hesitate to email us at: editor@vertikal.net.

MOBILE CRANES



Manufacturer	Origin	Website	All Terrain	Compact/ City	Truck	Self-erecting tower	Rough terrain	Trailer/ Aluminum	Pick & Carry
Ace Cranes	India	www.ace-cranes.com							
Altec	USA	www.altec.com							
Bailey Cranes	USA	www.baileycranes.com							
Bencini	Italy	www.camsind.com/en/autogru-bencini							
BG Lift (Brennero Gru)	Italy	www.bglift.com							
Böcker	Germany	www.boecker.de							
Broderson	USA	www.bmccranes.com							
KD Mobilní Jeábý	Czech Republic	www.ckd-jeaby.cz							
Emminghaus	Germany	www.emminghaus.de							
Escorts	India	www.escortsgroup.com							
Franna	Australia	www.terex.com/franna							
Galizia	Italy	www.galiziagru.com							
Grove	Grove	www.manitowoc.com/grove							
GT Cranes	Italy	www.gt-cranes.com							
Hidrokon	Turkey	www.hidrokon.com							
Hoeflon	Netherlands	www.hoeflon.com							
Horyong	Korea	www.horyong.co.kr							
Humma Cranes	Australia	www.hummacranes.com.au							
JMG	Italy	www.jmgcranes.it							
Kato	Japan	www.kato-works.co.jp							
Kegiom	Italy	www.kegiom.com							
Klaas	Germany	www.klaas.com/en							
Liebherr	Germany	www.liebherr.com							
Lift Systems	USA	www.lift-systems.com							
Link-Belt	USA	www.linkbelt.com							
Liyue	China	www.liyuemachinery.com							
Load King	USA	www.loadkingmfg.com							
Locatelli	Italy	www.locatell Crane.com							
Luigong	China	www.luigong.com							
Manitex	USA	www.manitex.com							
Marchetti	Italy	www.marchetti.it							
MKG	Germany	www.mkg-export.com							
MPG	Turkey	www.mpg.com.tr							
National Crane	USA	www.manitowoc.com/national-crane							
Ormig	Italy	www.ormig.com							
Paus	Germany	www.paus.de							
Reedyk	Netherlands	www.reedyk.eu							
Rigo	Italy	www.rigo-cranes.com							
Sany	China	www.sanyglobal.com							
Sennebogen	Germany	www.sennebogen.com							
Shuttlelift Cranes	USA	www.manitowoc.com/shuttlelift							
Socage Cranes	Italy	www.socage.it							
Spierings	Netherlands	www.spieringscranes.com							
Sunward	China	www.sunward.com.cn							
Tadano	Japan/Germany/USA	www.tadano.com							
TCM	Italy	www.tcmsrl.net							
Terex	Italy	www.terex.com/cranes							
TGT-Teupen	Germany	www.tgt-teupen.com							
Til	India	www.tilindia.in							
TRT	Australia / NZ	www.trt.co.nz							
Valla - Manitex	Italy	www.vallacrane.com							
World Power Erkin	Turkey	www.worldpower.com.tr							
XCMG	China	www.xcmgeu.com							
Zee Crane	USA	www.zeecrane.com							
Zoomlion	China	www.en.zoomlion.com							



CRAWLER CRANES



Manufacturer	Origin	Website	Telescopic boom	Lattice boom	Duty cycle	Mini crawler (<12t)	Spider cranes
Ace Cranes	India	www.ace-cranes.com					
Bauer	Germany	www.bauer.de					
Benelli Gru	Italy	www.benelli-group.it					
BG Lift	Italy	www.bglift.com					
Casagrade	Italy	www.casagrandegroup.com					
Favelle Favco	Malaysia	www.favellefavco.com					
Fuwa	China	www.fuwaglobal.com					
Grove	USA	www.manitowoc.com/grove					
Hoeflon	Netherlands	www.hoeflon.com					
HSC Cranes	Japan	www.hsc-cranes.com					
Jekko	Italy	www.jekko-cranes.com					
Kato	Japan	www.kato-works.co.jp					
Kegiom	Italy	www.kegiom.com					
Kobelco	Japan	www.kobelco-cranes.com					
Liebherr	Germany	www.liebherr.com					
Link-Belt	USA	www.linkbelt.com/cranes					
Maeda	Japan	www.maeda-minicranes.com					
Mait	Italy	www.mait.it					
Manitowoc	USA	www.manitowoc.com/manitowoc					
Mantis	USA	www.mantiscranes.com					
Marchetti	Italy	www.marchetti.it					
Palfinger	Austria	www.palfinger.com					
PVE	Netherlands	www.pvecrane.com					
Reedyk	Netherlands	www.reedyk.eu					
Sany	China	www.sanyglobal.com					
Sennebogen	Germany	www.sennebogen.com					
Soilmec	Italy	www.soilmec.com					
Spydercrane	USA	www.spydercrane.com					
Sunward	China	www.sunward.com.cn					
Tadano	Germany/USA	www.tadano.com					
TCM	Italy	www.tcmsrl.net					
TGT-Teupen	Germany	www.tgt-teupen.com					
Unic	Japan	www.uniccrane-global.com					
Valla	Italy	www.vallacrane.com					
XCMG	China	www.xcmgeu.com					
Zoomlion	China	www.en.zoomlion.com					







TOWER CRANES



Manufacturer	Origin	Website	Luffing jib	Saddle jib	Articulated	Flat top	Self erectors
Ace Cranes	India	www.ace-cranes.com					
Arcomet	Belgium	www.arcomet.com					
Artic Cranes	Sweden	www.articcrane.com					
BBL Cranes	Germany	www.bbl-baumaschinen.de					
Benazzato	Italy	www.benazzatogru.it					
Cattaneo	Italy	www.cattaneogru.it					
Comansa	Spain	www.comansa.com					
Dalbe	Italy	www.grudalbe.com					
Favelle Favco	Malaysia	www.favellefavco.com					
FB Gru	Italy	www.fbgru.it					
FM Gru	Italy	www.fmgru.com					
Gelco Clever Crane	Italy	www.gelcogru.com					
Jakob Fahrzeugbau	Switzerland	www.jakobfahrzeugbau.ch					
Jaso	Spain	www.jaso.com					
Jost	Germany	www.jostcranes.de					
Kroll Cranes	Denmark	www.krollcranes.dk					
Liebherr	Germany	www.liebherr.com					
Montarent	Netherlands	www.montarent.nl					
Moritsch	Italy	www.moritsch.it					
Potain	France	www.manitowoc.com/potain					
Raimondi	Italy	www.raimondi.co					
Saez (Grúas Saez)	Spain	www.gruassaez.com					
San Marco	Italy	www.sanmarco-cranes.info					
Sany	China	www.sanyglobal.com					
Spierings	Netherlands	www.spieringscranes.com					
Terex	Italy	www.terex.com/cranes					
Vicario	Italy	www.vicariogru.com					
Wilbert	Germany	www.wilbert.de					
Wolffkran	Germany	www.wolffkran.com					
XCMG	China	www.xcmgeu.com					
Yongmao	China	www.yongmao.com.cn					
Zoomlion	China	www.en.zoomlion.com					



LOADER CRANES

Manufacturer	Origin	Website	   			
			Telescopic	Knuckle boom	Mini (<1t)	Marine
Ace Cranes	India	www.ace-cranes.com				
Amco Veba	Italy	www.amcoveba.com				
Atlas	Germany	www.atlasgmbh.com				
Benelli Gru	Italy	www.benelli-group.it				
BG Lift	Italy	www.bglift.com				
Cobra	USA	www.cobra-cranes.com				
Copma	Italy	www.cps-group.com				
Cormach	Italy	www.cormach.com				
Effer	Italy	www.effer.com				
Fassi	Italy	www.fassi.com				
Ferrari	Italy	www.fliferrari.it				
Heila	Italy	www.heila.com				
Hiab	Italy	www.hiab.com				
Hidrokon	Turkey	www.hidrokon.com				
HMF	Denmark	www.hmfcranes.com				
Horyong	Korea	www.horyong.co.kr				
Hyva	Italy	www.hyva.com				
Load King	USA	www.loadkingmfg.com				
Manitex	USA	www.manitex.com				
Marchesi	Italy	www.marchesigru.com				
Maxilift	Italy	www.maxiliftcrane.com				
MKG	Germany	www.mkg-export.com				
MPG	Turkey	www.mpg.com.tr				
Next Hydraulics	Italy	www.nexthydraulics.com				
Palfinger	Austria	www.palfinger.com				
Penny Hydraulics	UK	www.pennyhydraulics.com				
Pesci	Italy	www.cps-group.com				
PM	Italy	www.pm-group.eu				
Sany Palfinger	Austria/China	www.en.sanypalfinger.com				
Tadano	Japan	www.tadano.com				
TCM	Italy	www.tcmsrl.net				
Tirre	Germany	www.tirre.de				
Toimil	Spain	www.toimilgruas.com				
Unic	Japan	www.uniccrane-global.com				
World Power Erkin	Turkey	www.worldpower.com.tr				
XCMG	China	www.xcmgeu.com				



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SCISSOR LIFTS



Manufacturer	Origin	Website	Slab electric	Rough terrain
AB Lift	Germany	www.ab-lift.com		
Aichi	Japan	www.aichi-corp.co.jp		
Airman	Japan	www.airman.co.jp		
Airo	Italy	www.airo.com		
ATN	France	www.atnplatforms.com		
Boonai Lift	China	www.boonailift.com		
Boss	Taiwan	www.bosscacess Towers.com		
Dingli	China	www.cndingli.com		
Eastman Heavy Machinery	China	www.eastmanhm.com		
ELS Lift	Turkey	www.elslift.com		
Genie	USA	www.genielift.com		
GMG	China	www.globalmachineryinc.com		
Goman	China	www.gomanlift.com		
HAB	Germany	www.hab-sales.com		
Haulotte	France	www.haulotte.com		
Holland Lift	Netherlands	www.hollandlift.com		
Hy-Brid Lifts	USA	www.hybridlifts.com		
Imer	Italy	www.imergroup.com		
JCB	India	www.jcb.com		
JCHI	China	www.jchic.en.ecplaza.net		
JLG	USA/Belgium	www.jlg.com		
Kreitzler	Germany	www.kreitzler.de		
LGMG	China	www.en.lgmg.com.cn		
Lift-A-Loft	USA	www.liftaloft.com		
Magni	Italy	www.magnith.com		
Manitou	France	www.manitou.com		
Mantall	China	www.mantall.com		
MEC	USA	www.mecavp.com		
Mieve	Spain	www.mieve.es		
Noblelift	China	www.noblelift.com		
PB Liftechnik	Germany	www.pb-arbeitsbuehnen.de		
Runshare	China	www.runshare.net		
Sinoboom	China	www.sinoboom.com		
Skyjack	Canada	www.skyjack.com		
Snorkel	UK/USA	www.snorkellifts.com		
Sunward	China	www.sunward.com.cn		
Tadano	Japan	www.tadano.com		
Weiss	Germany	www.arbeitsbuehnen-weiss.de		
XCMG	China	www.xcmgeu.com		
Yamei	China	www.scissorliftfactory.com		
Zoomlion	China	www.en.zoomlion.com		



BOOM LIFTS



Manufacturer	Origin	Website	Mast boom	Telescopic boom	Articulated boom	Semi self-propelled
Aichi	Japan	www.aichi-corp.co.jp				
Airo	Italy	www.airo.com				
ATN	France	www.atnplatforms.com				
Bil-Jax	USA	www.haulotte-usa.com				
Dingli	China	www.cndingli.com				
Dinolift	Finland	www.dinolift.com				
Eastman Heavy Mach.	China	www.eastmanhm.com				
ELS Lift	Turkey	www.elslift.com				
Genie	USA	www.genielift.com				
GMG	China	www.globalmachineryinc.com				
Goman	China	www.gomanlift.com				
Haulotte	France	www.haulotte.com				
Hematec	Germany	www.hematec-arbeitsbuehnen.de				
Imer	Italy	www.imergroup.com				
JCB	India	www.jcb.com				
JCHI	China	www.jchic.en.ecplaza.net				
JLG	USA/Belgium	www.jlg.com				
Kreitzler	Germany	www.kreitzler.de				
Leguan	Finland	www.leguanlifts.com				
LGMG	China	www.en.lgmg.com.cn				
Lift-A-Loft	USA	www.liftaloft.com				
Magni	Italy	www.magnith.com				
Manitou	France	www.manitou.com				
Mantall	China	www.mantall.com				
Matilsa	Spain	www.matilsa.it				
MEC	USA	www.mecavp.com				
Mecaplus	Spain	www.mecaplus.es				
Niftylift	UK	www.niftylift.com				
PB Liftechnik	Germany	www.pb-arbeitsbuehnen.de				
Runshare	China	www.runshare.net				
Sinoboom	China	www.sinoboom.com				
Skyjack	Canada	www.skyjack.com				
Snorkel	UK/USA	www.snorkellifts.com				
Tadano	Japan	www.tadano.com				
Toucan	France	www.jlg.com				
XCMG	China	www.xcmgeu.com				
Yamei	China	www.scissorliftfactory.com				
Zoomlion	China	en.zoomlion.com				

TRACKED LIFTS



Manufacturer	Origin	Website	Spider lift	Boom lift	Scissor lift	Mast lift
AB Lift	Germany	www.ab-lift.com				
Aichi	Japan	www.aichi-corp.co.jp				
Airman	Japan	www.airman.co.jp				
Airo	Italy	www.airo.com				
Almac	Italy	www.almac-italia.com				
ATN	France	www.atnplatforms.com				
Benelli gru	Italy	www.benelli-group.it				
Bluelift	Germany	www.ruthmann.de				
Böcker	Germany	www.boecker.de				
Cela	Italy	www.cela.it				
CMC	Italy	www.cmclift.com				
Co.M.eT	Italy	www.officinemet.it				
Cormidi	Italy	www.cormidi.us				
CTE	Italy	www.ctelift.com				
Custers	Netherlands	www.custers.nl				
Denka Lift	Germany	www.denkalift.com				
Dingli	China	www.cndingli.com/English				
Dinolift	Finland	www.dinolift.com				
Eastman Heavy Machinery	China	www.eastmanhm.com				
Easy Lift	Italy	www.easy-lift.com				
Europelift	Hungary	www.europelift.com				
Falcon Lifts	Denmark	www.falconlifts.com				
Genie	USA	www.genielift.com				
Goman	China	www.gomanlift.com				
HAB	Germany	www.hab-sales.com				
Haulotte	France	www.haulotte.co.uk				
Hinowa	Italy	www.hinowa.com				
Holland Lift	Netherlands	www.hollandlift.com				
Hydrax	Netherlands	www.hydrax.nl				
Imer	Italy	www.imergroup.com				
JLG	USA/Belgium	www.jlg.com				
Leguan	Finland	www.leguanlifts.com				
Mantall	China	www.en.mantall.com				
Mecaplus	Spain	www.mecaplus.es				
Multitel Pagliero	Italy	www.pagliero.com				
Nagano	Japan	www.naganoaccess.com				
Niftylift	UK	www.niftylift.com				
Oil&Steel	Italy	www.oilsteel.com				
Omega	Netherlands	www.omegasolutions.biz				
Ommelift	Denmark	www.ommelift.com				
Palazzani	Italy	www.palazzaniindustrie.com				
Palfinger Platforms Italia	Italy	www.palfingerplatformsitaly.it				
Platform Basket	Italy	www.platformbasket.com				
Rhinox	Netherlands	www.rhinox-lift.com				
Runshare	China	www.runshare.net				
Ruthmann	Germany	www.ruthmann.de				
Sinoboom	China	www.sinoboom.com				
Socage	Italy	www.socage.it				
Snorkel	USA/UK	www.snorkelifts.com				
Teupen	Germany	www.teupen.com				
Thomas Boom Lifts	Belgium	www.thomas-hoogwerkers.be				
Weiss	Germany	www.arbeitsbuehnen-weiss.de				



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Sneak Peek of Terex Demag TC 2800-1 restoration:

Here is a sneak peek of one of our largest restoration projects to date! The video of the process will be available on our social media channels and website shortly.



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Visiting address
Ondernemersweg 14
8304 BH Emmeloord

VEHICLE MOUNTED LIFTS



Manufacturer	Origin	Website	Truck (<3.5t)	Truck (>3.5t)	Trailer lift	Van lift	Underbridge inspection
Aichi	Japan	www.aichi-corp.co.jp					
Aldercote	UK	www.aldercote.com					
Altec	USA	www.altec.com					
Anderson Hydra Platforms	USA	www.andersonunderbridge.com					
Ascendant	UK	www.ascendantaccess.com					
Aspen Aerials	USA	www.aspenaerials.com					
Barin	Italy	www.barin.it					
Benelli gru	Italy	www.benelli-group.it					
Bil-Jax	USA	www.haulotte-usa.com					
Böcker	Germany	www.boecker.de					
Bronto Skylift	Finland	www.brontoskylift.com					
Cela	Italy	www.cela.it					
Co.M.eT	Italy	www.officinemet.it					
CTE	Italy	www.ctelift.com					
Custers	Netherlands	www.custers.nl					
Danilift	Denmark	www.danilift.dk					
Denka Lift	Germany	www.denkalift.com					
Dinolift	Finland	www.dinolift.com					
Elliott Equipment	USA	www.elliotequip.com					
Europelift	Hungary	www.europelift.com					
France Elevateur	France	www.france-eleveur.fr					
Goman	China	www.gomanlift.com					
GSR	Italy	www.gsrspa.it					
Hidro-Grubert	Argentina	www.hidrogrubert.com					
Hidrokon	Turkey	www.hidrokon.com					
Horyong	South Korea	www.horyong.co.kr					
Isoli	Italy	www.isoli.com					
JLG	USA/Belgium	www.jlg.com					
Klaas	Germany	www.klaas.com					
Klubb	France	www.klubb.com					
Kuli	Germany	www.kuli.com					
Lift-A-Loft	USA	www.liftaloft.com					
Matilsa	Spain	www.matilsa.it					
Mieve	Spain	www.mieve.es					
Moog	Germany	www.moog-online.com					
Movex	Spain	www.movexlift.com					
Multitel Pagliero	Italy	www.pagliero.com					
Niftylift	UK	www.niftylift.com					
Oil&Steel	Italy	www.oilsteel.com					
Ommelift	Denmark	www.ommelift.com					
Oxley	Italy	www.oxley-piattaforme.it					
Palfinger Platforms	Germany	www.palfinger.com					
Palfinger Platforms Italia	Italy	www.palfingerplatformsitaly.it					
Paus	Germany	www.paus.de					
Ruthmann	Germany	www.ruthmann.de					
Safi	Italy	www.safi.it					
Sinoboom	China	www.sinoboom.com					
Sky Aces	Italy	www.skyaces.eu					
Snorkel	UK/USA	www.snorkellifts.com					
Socage	Italy	www.socage.it					
Tadano	Japan	www.asia.tadano.com					
Talleres Velilla	Spain	www.talleresvelilla.com					
Terex Utilities	USA	www.terex.com/utilities					
Thomas Boom Lifts	Belgium	www.thomas-hoogwerkers.be					
Time	USA	www.timemfg.com					
Versalift	Denmark	www.versaliftinternational.com					
XCMG	Germany	www.xcmg.com					



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 September issue of **Cranes & Access**...



THIS ISSUE WILL INCLUDE FEATURES ON:

SPIDER AND ATRIUM LIFTS

We will be reviewing the latest developments in this compact and lightweight platform equipment sector. Have you got any news to tell or information and tips to share?



LOADER CRANES

In this annual feature, we will look at new product developments, launches and techniques, along with an overview market and an up-to-date on some of the latest issues. If you have news or information to add, we'd love to hear from you.

TOP 30 RENTAL COMPANIES

See how the leading UK and Ireland crane, aerial lift and telehandler rental companies have fared in this year's survey, particularly in light of extended lead times and staff shortages. We list companies by overall fleet size and look at who runs the largest cranes, platforms and telehandlers plus the amount invested over the past year.



MAIN BAUMA PREVIEW

The world's leading trade fair for construction machinery, building material machines, mining machines, construction vehicles and construction equipment will take place in Munich on October 24 -30, 2022. We have a full round-up of what to expect.

Every issue of **C&A** is also packed with our **regular columns, news** plus **reader's letters, books, models, training**, along with the latest news from the **CPA, ALLMI, IPAF** and **PASMA**.

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LOW LEVEL LIFTS



Manufacturer	Origin	Website	Push around lifts	SP mast lifts	Personnel lifts
AHI	Malaysia	www.ahilifts.com.my			
Aichi	Japan	www.aichi-corp.co.jp			
Airman	Japan	www.airman.co.jp			
Airo	Italy	www.axolift.com			
Axo Lift	Italy	www.airo.com			
Big Astor	Italy	www.bigastor.it			
Böcker	Germany	www.boecker.de			
Boonai Lift	China	www.boonailift.com			
Boss	UK	www.bossacesstowers.com			
Bravi	Italy	www.bravi-platforms.com			
Crown	USA	www.crown.com			
Dingli	China	www.cndingli.com			
Eastman Heavy Machinery	China	www.eastmanhm.com			
ELS Lift	Turkey	www.elslift.com			
Faraone	Italy	www.elevah.com			
Genie	USA	www.genielift.com			
GMG	China	www.globalmachineryinc.com			
Gromet	Italy	www.axolift.com			
Haulotte	France	www.haulotte.com			
Hy-Brid Lifts	USA	www.hybridlifts.com			
Imer	Italy	www.imergroup.com			
Instant UpRight	Ireland	www.instantupright.com			
Ixolift	Finland	www.ixolift.com			
JCHI	China	www.jchic.en.ecplaza.net			
JLG	USA/Belgium	www.jlg.com			
Kreitzler	Germany	www.kreitzler.de			
Kuli	Germany	www.kulilift.com			
Lift-A-Loft	USA	www.liftaloft.com			
Magni	Italy	www.magnith.com			
Mantall	China	www.mantall.com			
Metal and Modular	UK	www.metalandmodular.co.uk			
Mieve	Spain	www.mieve.es			
Noblelift	China	www.noblelift.com			
PB Lifttechnik	Germany	www.pb-arbeitsbuehnen.de			
Pop-Up Products	UK	www.popupproducts.co.uk			
Power Towers	UK	www.powertowers.com			
ReechCraft	USA	www.reechcraft.com			
Safelift	Sweden	www.safelift.se			
Sinoboom	China	www.sinoboom.com			
Skyjack	Canada	www.skyjack.com			
Snorkel	UK/USA	www.snorkellifts.com			
Yamei	China	www.scissorlift.com			
Zarges	Germany	www.zarges.com			



TELEHANDLERS



Manufacturer	Origin	Website	Compact	Fixed frame	360 degree	Heavy duty
Amkodor	Belarus	www.amkodor.by				
Ausa	Spain	www.ausa.com				
Bobcat	France	www.bobcat.com				
Case IH	USA	www.caseih.com				
Caterpillar	Belgium	www.cat.com				
Claas	Germany	www.claas.co.uk				
Deutz-Fahr	Germany	www.deutz-fahr.com				
Dieci	Italy	www.dieci.com				
ELS Lift	Turkey	www.elslift.com				
Faresin	Italy	www.faresindustries.com				
Gehl	USA	www.gehl.com				
Genie	Italy/USA	www.genielift.com				
Giant	Holland	www.tobroco-giant.uk				
Haulotte	France	www.haulotte.com				
Heli	China	www.helichina.com				
Jakob Fahrzeugbau	Switzerland	www.jakobfahrzeugbau.ch				
JCB	UK	www.jcb.com				
JLG	USA	www.jlg.com				
Kramer (Wacker Neuson)	Germany	www.kramer-online.com				
Kubota	Japan	www.ke.kubota-eu.com				
Landoll	USA	www.landoll.com				
Liebherr	Germany	www.liebherr.com				
Magni	Italy	www.magnith.com				
Manitou	France	www.manitou.com				
Merlo	Italy	www.merlo.com				
MST	Turkey	www.mst-tr.com				
New Holland	Italy	www.agriculture.newholland.com				
Pettibone	USA	www.gopettibone.com				
Saez	Spain	www.saezkulevincleri.com				
Sany	China/Germany	www.sanyamerica.com				
Sennebogen	Germany	www.sennebogen.com				
Skyjack	Canada	www.skyjack.com				
Skytrak	USA	www.jlg.com				
Snorkel	UK/USA	www.snorkellifts.com				
Sunward	China	www.sunward.com.cn				
Wacker Neuson	Germany	www.wackerneuson.com				
Weidemann	Germany	www.weidemann.de				
XCMG	China	www.xcmgeu.com				
Xtreme	USA	www.xmfg.com				



LIFTING GEAR



Manufacturer	Origin	Website
Airo Industries	USA	www.airoind.com
Al-Vac	Denmark	www.alvac-construction.dk
Assoc. Wire Rope & Rigging	USA	www.associatedwirerope.com
Bakker Hydraulic	Holland	www.bakker-hydraulic.com
Baltrotors	Latvia	www.baltrotors.com
Conquip	UK	cqegroup.com
Crosby	USA	www.thecrosbygroup.com
Enerpac	USA	www.enerpac.com
Feltes	Germany	www.feltes-gmbh.de
GKS Lifting and Moving	USA	www.gksweb.com
Gunnebo	Sweden	www.gunneboindustries.com
Jung	Germany	www.jung-hebetechnik.de
Kinshofer	Germany	www.kinshofer.com
LGH	UK	www.lgh.eu
Lift Systems	USA	www.lift-systems.com
Lifting Gear UK	UK	www.lifting-equipment.co.uk
Lissmac	Germany	www.lissmac.com
Magna Lifting Products	USA	www.magnalifting.com
Mazzella Lifting	USA	www.mazzellacompanies.com
Microcranes	USA	www.smartrigcranes.com
Miller	USA	www.millerproducts.net
Modulift	UK	www.modulift.com
Movex Innovation	Canada	www.liftaloft.com
Multi-Sec	UK	www.durhamlifting.co.uk
Pfeifer	Germany	www.pfeifer.info
Probst	UK	www.probst-handling.com
Rigging Warehouse	USA	www.riggingwarehouse.com
Rud-Chain	Germany	www.rud.com
Scanlift	UK	www.scanlift.co.uk
Secatol	France	www.secatol.com
Shuttlelift	USA	www.shuttlelift.com
Smartlift	Denmark	www.smartlift.com
Sumner	USA	www.sumner.com
Unitex	USA	www.unitex.org
Van Beest	Netherlands	www.vanbeest.com
Wienold Lift	Germany	www.wienold-lifte.de
Winlet	Denmark	www.winlet.co.uk

MASTCLIMBERS & HOISTS



Manufacturer	Origin	Website
Aher	Spain	www.alher.es
Alba	Spain	www.alba.es
Alimak	Sweden	www.alimak.com
AlumaSafway	Canada	www.alumasafway.com
AS Climber	Spain	www.asclimber.com
BFT Mastclimbing	UK	www.bftmastclimbing.com
Böcker	Germany	www.boecker.de
BrandSafway	USA	www.brandsafway.com
CABR	China	www.cabrm.com
Camac	Spain	www.camacs.com
Climber International	Italy	www.climberinternational.com
De Jong Hoists	Netherlands	www.dejonghoists.com.au
Dingli	China	www.cndingli.com
Dunlop Mastclimbers	USA	www.dunlopmastclimbers.com
Elavadores Alher	Spain	www.alher.es
Electroelsa	Italy	www.electroelsa.com
Elevek	Spain	www.elevek.es
Encomat	Spain	www.encomat.com
Euroscaf	Italy	www.euroscaf.it
Fixator	France	www.fixator.com
Fraco	Canada	www.fraco.com
Geda	Germany	www.geda.de
Goian	Spain	www.jasoelevationsystems.com
GT Lifting	UK	www.gtlifting.co.uk
Haki	Sweden	www.haki.com
Harrington Hoists	USA	www.harringtonhoists.com
Hydro Mobile	Canada	www.hydro-mobile.com
Jaso	Spain	www.jasoelevationsystems.com
Klimer	Canada	www.klimer.com
Maber	Italy	www.maber.eu
Mastclimber Solutions	UAE	www.mastclimbersolutions.com
Pega Hoist	Czech Republic	www.pegahoist.com
Piat	Italy	www.piatvideasrl.com
Premier Scaffold Solutions (ProSeries)	USA	www.premierscaffoldsolutions.com
RAXTAR	Holland	www.raxtar.com
Rovers	Italy	www.rovers.it
Saeclimber	Spain	www.saeclimber.com
Safi	Italy	www.safi.it
Saltec	Spain	www.torgar.com
Scanclimber	Finland	scanclimber.com
SMEA.N.	Italy	www.smean.it
Star Lift	Turkey	www.starlift.com.tr
Stros	Slovakia	www.stros.cz
Torgar	Spain	www.torgar.com
Turbolber	Spain	www.turboiber.com
Winsafe	Canada	www.winsafe.com
Wuxi Cosmo Susp. Ptfm. Co	China	www.xiongyud.com
XL Industries	France	www.en.xl-industries.fr



A BAUMA WITH A DIFFERENCE

Bauma is by far and away the largest equipment show on earth, dwarfing the other big international exhibitions by any measure you choose - from the 600,000 visitors, more than 3,500 exhibitor stands and the 614,000 square metres or 152 acres surface area of booked exhibition space.

In fact, there are more exhibitor staff manning the stands at Bauma, than the total attendance at most shows, so it is something of a circus to behold. But Bauma also scores for the sheer variety and international nature of the exhibits.

However, due to the long build up time required by major exhibitors such as Liebherr, the event, originally scheduled to open on April 4th, was pushed back to late October. While the usual early spring slot was often unpredictable in terms of weather, many people we have spoken to think that late October is likely to be colder with shorter days. This is not entirely borne out by the statistics, October has about the same amount of rainfall, and similar temperatures. However, by the end of the month the hours of sunlight are shrinking rapidly, so expect darker mornings and evenings although not enough to make a significant impact.

More importantly is the changing attitude of many manufacturers towards the show, especially when it comes to aerial work platforms and telehandlers. If cranes are your main interest, then Bauma 2022 will not disappoint. Every crane manufacturer of note will attend but there might be fewer surprise new products as many have already announced or unveiled them at regional events such as Vertical Days. Manufacturers typically schedule new product development to ensure that new models are ready for the big show in the spring.

Having said that, this will still be the first chance to see many new cranes. Only Bauma justifies transporting and erecting a 2,500 tonne crawler

or mega luffing jib tower crane with a six metre square tower. So, crane buyers and users can expect the show to 'wow' them as usual.

CRANES

Bauma 2022 will very much be 'business as normal' when it comes to cranes, all of the leading manufacturers - Liebherr, Manitowoc including Grove and Potain, Tadano now incorporating Demag, Link-Belt and the big Chinese manufacturers - Zoomlion, Sany, XCMG etc - will be exhibiting. Smaller products such as spider cranes also have a full compliment of exhibitors including Jekko, Maeda and Unic.

AERIAL WORK PLATFORMS

The same is not the case for aerial work platforms, while there will still be plenty of manufacturers at the show with a slew of new product launches, the big western companies - JLG, Snorkel, Genie, Skyjack, Niftylift, Haulotte and JCB - will not be present although Manitou will be out in force.

While the big western self-propelled manufacturers are giving the show a miss this year, many other companies will be present including the major Chinese producers such as Dingli, Sinoboom, Zoomlion, XCMG, and many smaller European manufacturers including Holland Lift, Dinolift and Leguan. If truck mounted lifts are more of an interest for you, then things look even brighter with major players such as Ruthmann, Bronto Skylift, Palfinger, Multitel Pagliero, GSR, CTE and Klubb will all be present. Spider lifts will also be well represented with new models from CMC, Hinowa, Platform Basket, CTE, Easy Lift and others.



Few shows justify the cost of showing the biggest cranes



Some of the majors might be missing, but there will still be plenty of new products to see



The show will also still be a good one for mastclimbers and hoists, although Alimak has pulled out this year.

TELEHANDLERS

In terms of product sectors represented telehandlers is the perhaps the most disappointing as two of the three global market leaders - JCB and JLG - are staying away. However, their absence will be more than compensated for by Manitou with a surfeit of new models along with Magni, Merlo and Bobcat, while smaller more specialist players such as Wacker Neuson/Kramer, Ausa and Sennebogen will all have new models on show.



PLENTY OF OTHER STUFF TO SEE

While most visitors in our sector are immediately drawn to the big stands in the outside area, Bauma is also a fantastic opportunity to pick up new ideas and products, especially in the halls where only a few crane or access visitors bother to visit and explore. This year, while there are still some stands available outside rather than the usual waiting list, the halls where most component manufacturers are based is oversubscribed. So, if you have not had a wander around the inside halls in the past this may well be the year to do so. But be warned, you need to reserve a whole day if you are to do it properly, and even then, unless you have a laser like focus on the sort of things you want to look at you will run out of time not matter how quick you are.



THE VERTIKAL GUIDE

That brings us nicely to the Vertikal Guide to Bauma - or Vertikal Bauma as it has become known. Now in its 21st year the guide aims to list every crane and access related exhibitor attending the show - no easy task given that many manufacturers are represented by local companies and do not appear in the main guide, plus there are more than 3,000 exhibitors.

It also includes guided tours of the main product sectors, such as Tower cranes, Spider cranes, Scissor lifts, Boom lifts and Telehandlers etc... helping you plan your visit as efficiently as possible. It will go online a week prior to the opening, allowing you to download a copy and plan your visit. Printed copies will be available on the Vertikal stand at the entrance to the outside areas where the vast majority of crane and aerial lift exhibitors are located.



SO WHY HAVE SOME COMPANIES DECIDED TO PULL OUT?

In a single word, money! When you add up the cost of even a modest stand - the space, the booth, the furniture rental, flags/posters etc, together with the cost of delivering the equipment and it is already eye watering. Then factor in the travel costs and the fact that Munich hoteliers are the global masters, or meisters, at price gouging and you are talking about an investment equivalent to a decent factory upgrade, which might help to cope with current production challenges.



The price we pay for the tiny Vertikal Press booth for example has increased 265 percent since 2001, while German inflation in that time has been 38 percent! Add to that the fact that what is included in the price has been whittled away over the years - such as free passes to local public transport and free exhibitor badges/entrance tickets etc... So, it is hardly surprising that some companies have simply said "Enough!" especially when sitting on record order books they cannot deliver.

Are they right? Hard to say, only time will tell.



ESSENTIAL INFORMATION

Dates: October 24th - 30th

Opening times: 9:30-18:30, opening an hour earlier on Saturday and closing at 16:30 on Sunday.

Address: Am Messese 2, 281829 Munich, Germany

Getting there: Take the U-Bahn - the Metro/ Underground - but be warned it will be crammed between 8:00 and 10:00. If you are going to the outside area stay onboard until the second Bauma station - Messestadt Ost - it will save you a long walk.

Tickets: You might try and 'cadge' some free passes from your friendly



manufacturer, if not a one day pass costs €29, while a three day pass is €59 and its €75 for the whole week. For the gullible you can spend just €5 more - and buy the Go Green ticket to offset your carbon footprint for the visit. What do you get for your extra €5? Well, the money goes to Bauma's partner Myclimate which will invest it in sustainable projects, helping offset your guilt at having to fly or drive, along with a bit of virtue signalling - your badge will be a special Go Green one, so everyone can see how good you are. You also get a little Go Green logo for your LinkedIn page to achieve the same aim and... that is about it.



NEW PRODUCTS YOU CAN EXPECT TO SEE

Over the next two issues we will report on some of the new product launches you can expect to see at the big show. This month we have included just a few of them and will cover many more in the next issue. A fair few companies are holding back information until the show opens, or just before. While many companies will unveil new models, the many companies want to talk about Corporate sustainability, Social responsibility and Digitisation. So, expect a lot of this in October. The other theme coming out strongly in our discussions with manufacturers is to make machines easier to operate - more idiot proof perhaps? In order to compensate for the slew of new operators required and the loss of older experienced operators from the workforce. More on this in the next issue.



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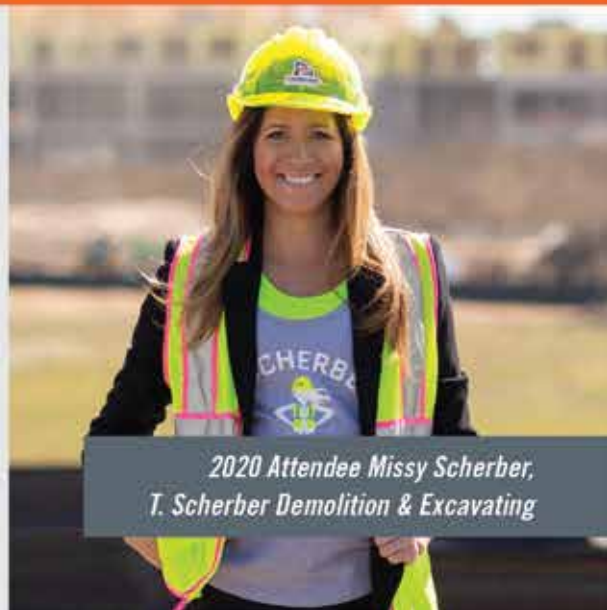
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2020 Attendee Missy Scherber,
T. Scherber Demolition & Excavating

JEKKO

Jekko will have a busy stand with new model launches or updates in all three of its product ranges - the SPX telescopic, JF articulated spider cranes and the MPK Mini Picker line of small pick & carry cranes.

The new SPX328 joins the existing class 3 line of single door machines which already includes the 1.2 tonne SPX312. It features an all-new electrically actuated jib with its own remote controller, saving weight and hydraulic oil while making it easier to install. Designed to be transported on a two axle trailer, the new crane features a new 20 inch tablet type lower controller, with self-setup guide, live load charts, video tutorials and a radio remote controller. A range of glass handling attachments will be available at launch, while all accessories stow on board.

The new JF235 adds to the lower end of the range. The 6.1 tonne bi-energy model has a maximum lift height of 15 metres and is just 4.74 long with an overall width of 1.6 metres and an overall height of 2.6 metres. It also incorporates all the new technology and controls from the SPX328.



The Jekko JF235

The company will also launch a new two tonne mini picker, the MPK 20R and the 990kg MPK 10 which features the same basic design as its smaller sibling - the 600kg MPK06 - with a 3.5 metre three section boom with a maximum tip height of almost 4.5 metres at which point it can lift 430kg at a maximum radius of 1.75 metres. The crane has nine degrees of slew either side of centre - 18 degrees in total.



The MPK 20R

PAUS

German trailer crane and aerial lift manufacturer Paus will unveil the prototype of a new inclined hoist as well as a new crane which it is keeping tight lipped about. The PTK XX - a bigger brother to its two existing trailer cranes - will most likely be a 2.5 tonne telescopic with compact dimensions, and a 34 metre boom, yet still falling within the permitted towing weight for a regular car licence. A fully integrated platform will also be available.



Paus TK31-19



Tadano stand

TADANO - THE JOURNEY SO FAR

Tadano highlights what it calls the 'Tadano Journey' the first three years of its acquisition of Demag, discussing the recent integration and longer term plans. As to more tangible exhibits on its largest stand ever, the star of the show will be the new GTC-2000 telescopic crawler crane that was recently upgraded to 200 tonnes from its original 180 tonne rating. Although the biggest exhibit will be an updated 650 tonne CC 38.650-1 lattice crawler - previously the Demag CC 3800-1. The company also says that it will likely have a surprise new product, but other than that the most recent new crane is the two axle two axle 40 tonne AC 2.040-1. The company will be one of many promoting environmental issues, although the all-new electric Rough Terrain it is currently working on will not be on the stand.

LIEBHERR LAST MIGHT BE BEST?

The biggest stand on the show will be packed full of innovations, prototypes and new concepts. The stand out new product will be the 2,500 tonne crawler crane - the first in a new breed of big cranes. It will also have further Unplugged electric crawler cranes, and an all-new hydraulic luffing jib tower crane. While it is one of the last manufacturers to enter this market, it promises to be a head turner, given that it has absorbed all the efforts that others have made over the past 20 years. Liebherr is not providing photos or sketches of the new crane until the show opens, or just before. Perhaps we will have more to report on in the next issue?



The new Liebherr 370EC Fibre

ALL ELECTRIC SINOBOOM

Chinese manufacturer Sinoboom will be focused on its programme to build CE aerial lift models in Europe. The company began assembling scissor lifts in Poland this year and plans to both extend the range of units and to move into full production. It will also have its new all-electric models on display, including two all-electric articulated boom lifts - the 59ft AB18 with a 20 metre working height and the 72ft AB 22RT with a 24 metres working height. Both feature dual - 230kg/450kg - platform capacities with 4x4 drive and 360 degrees continuous slew. The AB22RT also features a big basket and outperforms the diesel models. All units in the range have standard AGM battery packs with a new lithium ion option due for launch.



Sinoboom's new electric boom lifts

SANY EUROPEAN CRANE AND TELEHANDLER PRODUCTION

Chinese construction equipment manufacturer Sany has been dabbling in the European crane market for years, and while it has had some progress with its lattice crawlers, it has failed to make an impact on the market. It is hoping to change that and achieve a similar level of success



WOLFFKRAN NEW MODELS AND NEW TECHNOLOGY

When it comes to tower cranes on show, Wolffkran is almost certain to have the most to talk about with new models and new technology. The new models include the Wolff FX 7021, the largest model in the new three model FX 21 Clear family. But the stand out model on display will be the 800 tonne/metre Wolf 8076 Compact, a saddle jib crane with a reduced height top, which offers a maximum capacity of 40 tonnes, and an 80 metre jib with up to 8.4 tonnes jib tip capacity. Also on the stand will be the new small 235B luffer with an eight tonne capacity on single fall or 16 tonnes on two. The hoist is mounted directly on the 60 metre jib, or it can also be mounted on the A-frame. Also on show will be a six metre square modular tower section used on the company's larger crane models.

that it has achieved in the excavator market by adopting the electric power options "perfected" on its latest excavators.

On the stand will be a new electric/hybrid powered 80 tonne telescopic crawler, the SCE 800 TD/EV and a new 60 tonne electric All Terrain crane, the SAC 600E. Unlike previous Bauma stands, it will only show equipment that is ready to be sold. A surprising launch will be two new European telehandlers, with 14 and 18 metre lift heights. The company showed an American market telehandler at the ARA in Anaheim in 2019, but sales have been halted due to the tariffs implemented following a complaint from JLG and Genie. In response the company is moving production from China to Germany, where it will also build the European models. Sany says it is also hoping to start building cranes in Germany and is currently looking at sites to build a new facility capable of manufacturing up to 200 units a year.

HINOWA NEW MODELS, UPGRADES AND RESTYLING

The market leading spider lift manufacturer will focus on three new models along with upgraded and restyled versions of its Lightlift models which includes new outrigger footprint configurations, made possible by the installation of new sensors, plus a new improved basket, and new control features such as automatic 'Go Home' etc. There will also be an all-new Lightlift, the 18.80 Performance, which fits between its existing 17 and 20 metre models, with a working height of

18.5 metres and an outreach of 7.8 metres with the 230kg unrestricted platform capacity. It uses a sigma riser, two section boom and articulated jib. Four power options include Honda petrol, Kubota diesel, lithium all-electric or hybrid. The all-up weight varies between 2.77 and 2.97 tonnes depending on power.

The star of the stand will undoubtedly be the new twin boom 40 metre model, the LL40.18 with an outreach of 17.5 metres at an up & over height of 10 metres, or 17 metres at an up & over height of 23 metres. It can also reach four metres below ground level. It is similar in concept to the 33 metre model with a four section lower boom/riser and three section upper boom but with longer sections. The maximum capacity is 300kg/three people good throughout most of the working envelope, reducing to 230kg for the last metre of outreach and when the upper boom is fully raised while the lower boom remains stowed. The overall stowed length with basket removed is 6.82 metres while the overall width can be varied from 1.2 to 1.69 metres, and the all-up weight is between 8,700 and 8,900kg. The machine can jack itself to a clear height under the tracks of 1.12 metres, allowing levelling on steep slopes and self-loading onto trailers.

The recently launched 22 metre TC 22N and TC22S telescopics will also be on display which offer up to 12.5 metres of outreach, on the N - normal - version with an overall width of 880mm and a total weight of 3.0 to 3.1 tonnes depending on power - a choice of diesel, lithium or hybrid.



The new Wolffkran 8076 Compact

Perhaps of most interest to crane professionals is the new technology Wolff is developing, including the new High Speed Positioning system which aims to enable less experienced operators to perform cycle functions as well as highly experienced operators. It uses sensors on the jib trolley and the hook, which detect undesirable movements and automatically adjusts the controls to prevent excessive load sway, allowing less skilled operators to achieve the highest productivity levels in a safe manner. ■



The new Hinowa LL18.80



The Hinowa LL40.18

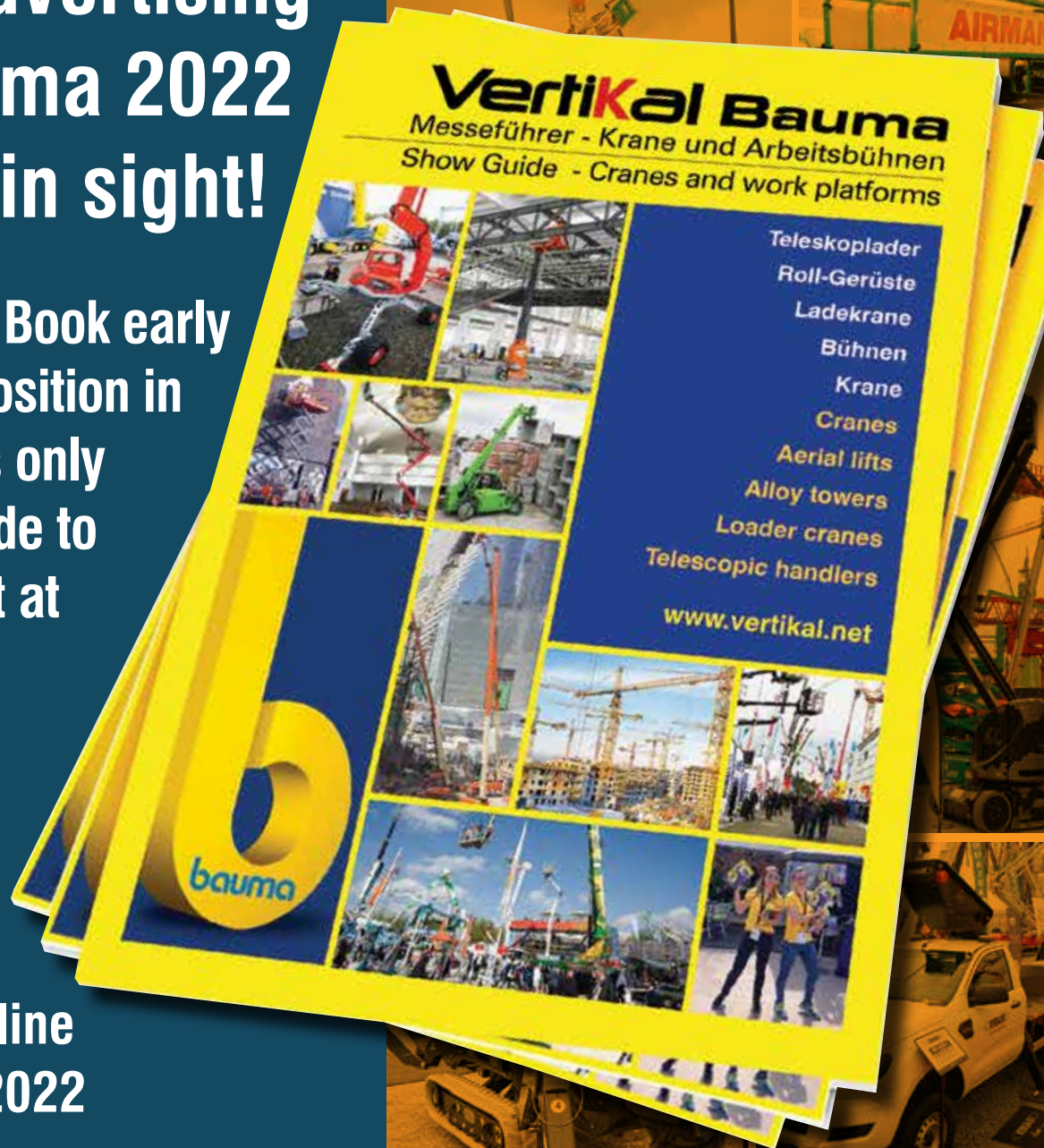
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FALL COSTS GLASS COMPANY £81,000

Glass manufacturing company NSG Pilkington (UK) has been fined £80,000 plus £767 of costs after a man fell around three metres, sustaining life changing injuries including a fractured lower back and right heel plus injuries to his shoulder and elbow forcing him into early retirement.

The fall occurred after he stepped from a load bearing to a fragile roof at Pilkington's premises in St Helens. The HSE investigation found that the company had not provided a safe system of work for working at height or to ensure its control measures were implemented.

COUNTERWEIGHT CRUSHING RISKS

A man, 32, lost his life while working alongside a mobile crane on a construction site in Singapore in June.

The slinger signaller was in the process of retrieving shackles from a tool box located on deck at the rear of the crane chassis when the crane operator slewed the crane superstructure clockwise, causing the counterweight to strike him from behind, and create a scissor effect which crushed him between the counterweight and the chassis. He died from his injuries on arrival at the hospital.

LIEBHERR GB TRAINING FACILITY GROWS

The training facility at Liebherr GB's Biggleswade location is being expanded, with a larger, dedicated area for crane training, to allow several courses to run simultaneously whilst remaining in accordance with CPCS guidelines.

The company's courses include: 'The safe management of lifting operations' which can be tailored to customers' needs with full Liebherr certification awarded on completion, while other courses range from A61 Appointed Person (lifting operations) to IPAF Harness training. Further courses are to be added including the new Liebherr Telescopic Crawler Crane training with practicals on a 60 tonne LTR 1060.



DIRECTOR SENTENCED

Kevin Bowie, sole director of Precision Decorating Services (Scotland) was sentenced to a community payback order requiring him to be under supervision for 18 months and to carry out 300 hours of unpaid work, after he was found guilty of a breach of the Working at Height Regulations 2005 following an incident in Doune, Scotland in September 2018, when employee Michael McArthur, 26, died after he was catapulted from a boom lift after its platform was struck by tour bus.

Bowie had failed to ensure that the work being carried out at height was properly planned, supervised, and carried out in a safe manner. The machine was not cordoned off from traffic, and McArthur had not been trained nor was he wearing a harness and lanyard.

Alistair Duncan, head of the Health and Safety Investigation Unit said: "This was a tragic incident that could have been avoided if Kevin Bowie had put in place appropriate protective measures to protect his employee, Michael McArthur. "Hopefully this prosecution will remind other employers that failure to fulfil their obligations can have severe and tragic consequences and that they will be held to account for their failings."

Last August McArthur's relatives were awarded £315,000 in damages against Timberbush Tours and its insurers ERS Syndicate Management.



'STEPPING UP TO LADDER SAFETY'

Access equipment specialist WernerCo has launched a new campaign to promote best practice when working at height. 'Stepping up to Ladder Safety' offers training to professionals and customers in the safe use of ladders and towers, covering Do's and Don'ts and how to inspect ladders correctly.



WHO TRAINED THEM THEN?

We have no idea where or when this occurred and think it may well be a fake - however we have seen similar cases that were most definitely real.



NEW LEEA TRAINING COURSES

Over the next six months, the Lifting Equipment Engineers Association (LEEA) will launch several new training courses including: The ILE (Introduction to Lifting Equipment), Lifting Accessories Diploma training, LAC (Global), which will replace the current 'Lifting Equipment General (LEG) Diploma' and the Foundation Certificate training course - FOU (Global) which will be available in English, Arabic, Bahasa, Brazilian, Portuguese and Simplified Chinese, with an Australian version also planned. Online examinations will be available for all versions. All courses will be available on LEEA's new e-Learning platform so that members can carry out the training when they want, how they want and for as long as they want.



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10TH STARS OF THE FUTURE AWARDS

The 10th CPA Stars of the Future Awards was the most fiercely contested to date, with winners chosen from 72 nominations, the highest number of entries so far.

THE TOP AWARDS WERE WON BY:

- **Lifting Technician of the Year** - Steve Lumb of Wolffkran
- **Hire Controller of the Year** - Yasmin Bell of Sunbelt Rentals
- **Plant Installer of the Year** - Jake Hodgson of Wolffkran
- **National Plant Mechanic of the Year (Level 2)** - Jack Howell of Marubeni-Komatsu
- **National Plant Technician of the Year (Level 3)** - Jack Chubb of Phoenix Hire
- **Plant Operative of the Year** - Eleanor MacMillan-Currie of WM Currie and Son
- **Best Personal Statement** - Tom Baxendell of Bachy Soletanche
- **Judges' Special Award** - Luke Cooper of Boels Rental

This year, Stars of the Future had a two tier judging process - the CPA selection panel and a panel of 14 external judges who decided the eventual winners of each category.

The external judging panel included Arran Willis of Liebherr, Kirsty Archbold-Laming of Southern Hoist Services, Siôn Morgan Jones of ACOP Group, Leigh Sparrow of the Vertikal Press, Katie Kelleher of Select Plant Hire, Graham Black of Earthmovers Magazine, Tim

Brownbridge of BAM Nuttall, Bob Harper of Sunbelt Rentals, plus independent judges Rob Allen and Gary Barnes.

Chief executive Kevin Minton said: "The standard of entries for Stars of the Future this year was exceptional, and the judges certainly had a difficult task on their hands choosing the winners. This year's nominees were in contention for some fabulous prizes, including tool kits, training courses, iPads, and a trip to crane manufacturing plant and the Bauma exhibition in Germany. It really is pleasing to see the future of our industry is in safe hands."

THE COMPLETE LIST WINNERS:

Plant Mechanic of the Year - North
Jonathan Jones, CRH Plant/Askham Bryan College

Highly Commended

Natalie Coulton, Allan J Hargreaves Plant Engineers/ Myerscough College

Thomas Joynt, Sunbelt Rentals/Gen2

Plant Mechanic of the Year - Midlands

Jacob Clark, Chris Clark Plant Services/NSCG Stafford College

Highly Commended

Lucas Creasey, L Lynch Plant Hire & Haulage/ Essential Site Skills

Plant Mechanic of the Year - South

Michael Wood, AK Plant Services,/Wiltshire College & University Centre

Highly Commended

Ed Totman, Liebherr GB/ NSCG Stafford College
William Curzon, Speedy Services/Askham Bryan College

Plant Mechanic of the Year - Wales

Jack Howell, Marubeni-Komatsu/NSCG Stafford College

Highly Commended

Thomas Jones, GT Access/Bridgend College

Plant Mechanic of the Year - Scotland

Louie Masson, GAP Group/NCC Scotland

Highly Commended

Andrew Manson, A & D Sutherland/NCC Scotland
Fraser McQueen, Marubeni-Komatsu/NSCG Stafford College

Plant Technician of the Year - North

Luke Cooper, Boels Rental/Reaseheath College

Highly Commended

Ben Thomas Brandon Hire Station/Myerscough College

Haydon Measor, Sunbelt Rentals/Reaseheath College

Plant Technician of the Year - Midlands

Ryan Boden, Sunbelt Rentals/Stephenson College

Highly Commended

Liam Lavery, M Group Services - Plant & Fleet Solutions/NCC East

Plant Technician of the Year - South

Billy Mitchell, AmeyBriggs, Wiltshire College & University Centre

Highly Commended

Adam O'Grady, Liebherr GB/NSCG Stafford College

Dean Johnston, Liebherr GB/NSCG Stafford College

Plant Technician of the Year - Wales

Jack Chubb, Phoenix Hire & Sales/Bridgend College

Highly Commended

Adam Rees, Machinery Movements and Crane Hire, Bridgend College

Plant Technician of the Year - Scotland

Martin Delaney, Briggs Equipment/NSCG Stafford College

Highly Commended

Connor Campbell, Briggs Equipment/NSCG Stafford College

National Plant Mechanic of the Year

Jack Howell, Marubeni-Komatsu/NSCG Stafford



Highly Commended

Louie Masson, GAP Group/NCC Scotland

National Plant Technician of the Year

Jack Chubb, Phoenix Hire & Sales/Bridgend College

Highly Commended

Billy Mitchell, AmeyBriggs/Wiltshire College & University Centre

Plant Operative of the Year

Eleanor MacMillan-Currie, WM Currie and Son

Highly Commended

Jessica Holmes, Flannery Plant Hire

Ryan Walker, L Lynch Plant Hire & Haulage

Plant Installer of the Year

Jake Hodgson, Wolffkran

Lifting Technician of the Year

Steve Lumb, Wolffkran

Highly Commended

Andrew Bowring, Ainscough Crane Hire

Hire Controller of the Year

Yasmin Bell, Sunbelt Rentals

College of the Year

NSCG Stafford College

Highly Commended

Bridgend College

Best Personal Statement Award

Tom Baxendell, Bachy Soletanche /Reaseheath College

Judges' Special Award


Luke Cooper, Boels Rental/Reaseheath College

Lifetime Achievement Award

Peter Chapman, Askham Bryan College



The National Stars of the Future winners: (L-R): Steve Lumb of Wolffkran, Jack Howell of Marubeni-Komatsu, Luke Cooper of Boels Rental, Jake Hodgson of Wolffkran, Yasmin Bell of Sunbelt Rentals, Jack Chubb of Phoenix Hire & Sales and in the foreground Tom Baxendell of Bachy Soletanche.



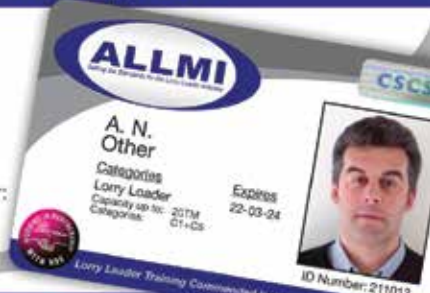
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ALLMI RESPONSE TO SKANSKA BAN

UK contractor Skanska recently announced a forthcoming ban on its sites and projects on the use of lorry loaders with swing-up stabiliser legs that rotate across fixed control positions. Due to be implemented from the start of August, the ban includes lorry loaders operated by remote control, but where the leg rotates across emergency levers or areas where standard levers have been removed.

The ban continues to be challenged by ALLMI following discussions with Skanska on this issue over several months, ALLMI chairman, Alan Johnson commented: "Whilst we fully accept the right of Skanska to apply whatever rules it sees fit on its sites, our position has always been that collaboration between ALLMI, its members and the appropriate standards bodies will achieve the most effective and sustainable solution to the concerns highlighted."

"Furthermore, we firmly hold the view that if the equipment in question is CE marked, meets all other legal requirements, and is operated in accordance with the manufacturer's instructions, then it is safe to use and should be allowed access to site."

One of ALLMI's primary concerns is that Skanska has included certain types of remotely controlled lorry loader within the ban. Johnson adds: "The inclusion of this type of equipment significantly increases the number of units affected. Given the unlikely scenario of needing to use the emergency levers (which would require failure of both the radio control and the back-up umbilical cord), and the other control measures that could be put in place, to include this equipment in the ban constitutes a disproportionate response, and one which has the potential to cause irrevocable damage to the UK lorry loader industry."

ALLMI's view is that an industry wide 'one speed' approach is much preferable to individual site bans, wholly encompassing the lorry loader sector with the comprehensive dissemination of control measure knowledge. In conjunction with such an approach, the association believes the following measures form the correct path towards mitigating the identified risks of certain types of swing-up stabilisers:

- An amendment to EN 12999, work on which is already underway.
- Development of retrospective solutions (in the UK by installers/importers) made available to duty holders/fleet owners.
- Continuing with ALLMI campaigns/training course amendments for all lifting team roles, a process which commenced in October last year.
- Access to site tightly controlled via the lift plan review/approval process, with the hazard being treated in the same way as all other well-known lifting hazards.
- Site supervision/discussion on site induction, etc. in cases where there are positively identified concerns, with reference to ALLMI guidance and additional suitable controls being enforced.

Johnson concludes: "In addition to communicating with Skanska, we have been engaging with numerous companies, organisations and industry bodies in order to make our stance known and to explain the rationale behind it. As a result, we are pleased to say that, with the exception of certain Joint Ventures involving Skanska, we are unaware of any other contractors or projects implementing a ban of this type, as things currently stand."

Should you have any comments or queries on this matter, please contact ALLMI.



EN 12999 PROPOSED AMENDMENT

Following a meeting of CEN Committee, TC 147/WG 18 in June, a proposal has been accepted for amendments to be made to the European Standard for Loader Cranes, EN 12999. Work has now commenced on the revision and numerous topics are due to be discussed, such as swing-up stabiliser requirements, control lever decals, and stability test pressure. Look out for further updates.

SWING-UP STABILISER GUIDANCE

ALLMI has updated its Safety Alert on swing-up stabilisers, as well as releasing a new Guidance Note on the subject.

Swing-up stabilisers are fitted to lorry loaders predominantly to negate the need for widescale relocation of chassis furniture during installation and have become increasingly common over the last 15 years. Operation can be manual or hydraulic, either via levers at the crane base or remote control, dependent upon specification.

ALLMI's document covers the key guidance required when using this type of equipment, including:

- Ensuring that swing-up stabilisers are pinned/locked in the vertical/upright position before the stabiliser beam is deployed or retracted.
- Fully observing the operation of the stabiliser leg during deployment and stowage.
- Operating the swing-up function separately to the movement of the stabiliser beam (i.e., both functions should not be used simultaneously).

The Guidance Note also lists possible control measures for fleet owners to consider, depending on the type of swing-up stabiliser being used.

For a copy of GN033 or ALLMI's Safety Alert, please visit www.allmi.com/guidance-documents/swing-up-stabilisers



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

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IPAF GLOBAL SAFETY REPORT ANALYSES 10 YEARS OF DATA

Falls from the platform, electrocution and platform overturns are the most common type of incidents leading to serious injuries and deaths over the past 10 years, according to the latest IPAF report.

Launched on 30th June, the IPAF Global Safety Report 2022 analyses the latest data collected via the IPAF accident reporting portal - www.ipafaccidentreporting.org - between 2012 and 2021, comparing year on year and three year trends to identify how well the industry is tackling the key causes of accidents involving powered access. This year's report covers a full 10 years worth of data, during which time there were 4,374 reports from 41 countries with 585 fatalities.

In terms of incidents leading to one or more fatalities the three most common causes are: Falls from the platform, Electrocution and Overturns. These are followed by Entrapment, Platform inoperable, Hit by vehicle or machine and in seventh place Hit by falling object.

Looking at 2021, there were 603 reports from 28 countries, involving 628 people resulting in 109 fatalities - a slight reduction on 2020 when there were 126. The UK submitted almost 61 percent of all reports, with 19 percent coming from the USA and five percent from South Korea.

The rental industry submitted 43 percent of reports followed by construction at 29 percent, and facilities management at 9.8 percent.

Brian Parker, IPAF head of safety & technical said: "It is quite a landmark that IPAF's accident reporting has been going for 10 years, we currently receive around 600 reports a year from more than 40 countries. As the first report covering a 10 year period, it identified some significant trends. In addition to a focus on the number one cause of serious injuries and deaths - Falls from the platform - it also highlights other trends including rental activities - delivery, collection, loading and unloading platforms, manoeuvres in depot, demonstrations on site as well as machine cleaning and maintenance."

Looking at 2021 data by machine category, boom lifts were the most common type of equipment involved in incidents accounting for 29 percent of reports, followed by self-propelled scissor/mast lifts at 23.7 percent, then trailer and truck mounted booms at 21.5 percent.

IPAF chief executive Peter Douglas said: "We use this detailed database to inform all the work we do at IPAF - including updating our training and forming the basis of our safety campaigns, such

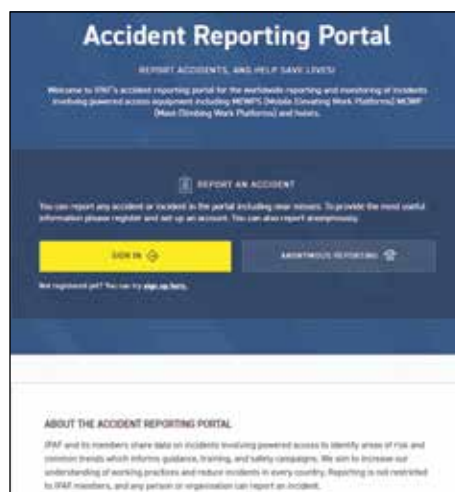


as the current Don't Fall For It! initiative aimed at reducing falls from the platform. What this report shows is that we need to challenge ourselves as an industry. We hope that powered access users around the world read the report and understand the key trends to improve their own safety programmes. By working collaboratively, the industry can find solutions to the most pressing safety issues identified in the report."

"We need to see more reporting from all sectors and as many countries as possible and hope that the ePAL app will empower operators to report all accidents, including minor and near-miss incidents, which are under reported."

Mark Keily chairman of IPAF's International Safety Committee which helps verify the incident reports added: "While rising numbers can be a result of better reporting, it is still a concern to note that the main causes of serious injury and death haven't really changed much in the past 10 years. The report is never going to have all the answers that our industry requires, but it does clearly set out key areas of concern that should allow those in the industry to review their working practices and ensure they have adequate control measures in place."

A free copy of the report can be downloaded at www.ipaf.org/accident.



EUROPLATFORM 2022

Booking has opened for IPAF's Europlatform conference to be held on the 15th September in Rome, Italy.

Speakers confirmed include:

- Karin Nars, IPAF president
- Douglas McLuckie of Sunbelt Rentals.
- Paolo Pianigiani of Imer
- Pier Angelo Cantù of Rental Consulting.
- Søren Brogaard Jensen of Trackunit.
- Peter Douglas of IPAF
- Philippe Witte of Rival.

A networking event will take place the evening before at the Casa dei Cavalieri di Rodi.

For more details and to book your ticket see www.europlatform.info

EAGLE PLATFORMS BECOMES SUSTAINING MEMBER

UK-based rental company Eagle Platforms has become IPAF's latest Sustaining Member, joining Alimak, AON, APEX, Haulotte and Rival. Based in Anston, Sheffield, South Yorkshire it is accredited to the IPAF Rental+ standards and hosts an IPAF training centre. Managing director Dan Stewart said: "As a business we are whole hearted supporters of the work that IPAF does for our industry - not just in the UK but around the world - and are proud to sign up as a Sustaining Member of the federation."





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HOW TO INSPECT MOBILE ACCESS TOWERS

A tower is only safe to use if it's been assembled correctly. The only way to be sure it's assembled correctly is to take a step back and inspect it. The following are answers to the most common inspection related questions.

WHEN SHOULD WE INSPECT TOWERS?

A pre-use inspection is an important part of the assembly process. But just because a tower was stable and structurally sound when it was first used, doesn't mean it will stay that way. That's why you should re-inspect your towers as often as is necessary to ensure safety. How often you inspect will depend on your risk assessment but as a rule, inspections should always happen:

- After assembly and before use
- After alteration and before re-use
- After any event that could affect safety
- At least every seven days

WHO CAN INSPECT TOWERS?

Anyone can inspect a tower, if they have the training, skills, knowledge and experience needed for the task. They can learn to build and inspect standard single bay towers on a PASMA Towers for Users training course.

If they're working with other configurations, such as cantilever towers, towers on stairways, linked towers or towers with bridges, there are separate, dedicated PASMA courses for these.

Managers and supervisors can learn to inspect any standard configuration tower on a PASMA Towers for Managers course. This course is aimed at those who are responsible for the safety of tower users but aren't assembling towers themselves.

HOW DO WE RECORD AN INSPECTION?

Record the details of your inspection and give the report to the person for whom it was completed, for example by attaching a copy to the tower. There are eight pieces of information to include, which are listed in the Work at Height Regulations.

Store your report on site until the work is complete and then keep it safe for a further three months. This is a legal requirement.

WHAT EXACTLY DO WE NEED TO INSPECT?

You can't inspect a tower properly without the instruction manual. Before you do anything else, make sure you have a copy. Then, inspect your completed tower from the ground, working through this checklist:

1. Are the ground conditions suitable, all castor brakes locked and wheels in contact with the ground?
2. Is the tower level and upright and are the adjustable legs set correctly but not used to gain extra height?
3. Is the tower stabilised as per the instruction manual, using the correct stabilisers or outriggers, or the correct type and position of ballast, or is the tower tied in using the right type of ties in the right position?



4. Are the horizontal and diagonal braces positioned and secure as per the instruction manual?
5. Are all frames of the correct size and type, in the correct position with locking devices secured?
6. Are all platforms positioned correctly with trapdoor openings over the built in access and all wind locks engaged?
7. Do all platforms have double guardrails on all sides, fitted as per the instruction manual?
8. Are toeboards correctly fitted as per the instruction manual?
9. Is the tower the correct height for the task?

If you spot a problem, stop. If you can't fix it straight away, report the issue to a manager, display a warning sign at the access point and physically restrict access e.g., using barriers.

Only when you've ticked every point on the checklist can you be sure your tower is structurally sound and contains all the essential components that keep operatives safe. It's time to start work!

WHAT'S THE BEST WAY TO MANAGE TOWER INSPECTIONS?

PASMA recently released a beta version of its new tower inspection tool, TowerSure, billed as the smarter way to manage tower inspections. TowerSure guides you through each tower inspection, helping you ensure all safety checks are completed and all legal responsibilities are met along the way. It replaces hard copy inspection records and makes the whole process more reliable and insightful for operatives, managers and clients.

To try TowerSure, visit pasma.co.uk/towersure



TICKETS NOW AVAILABLE FOR PASMA CONFERENCE

PASMA Conference returns this September. The event takes place on Thursday 29 September at the Delta by Marriott Nottingham Belfry. Delegates are promised a varied programme of presentations, workshops and networking, with speakers including Lesley Nidd and Helen Barnes from Network Rail, and PASMA's technical director Don Aers.

Free tickets are now available from pasma.co.uk



PASMA AT RAIL LIVE

PASMA attended Rail Live at the Long Marston Rail Innovation Centre, Warwickshire in late June to support Network Rail's Wales and Western team. Visitors stopped by the community safety vehicle in the Network Rail Village for information on using access towers safely and how PASMA is collaborating with Network Rail and contractor Taziker to keep rail workers safe on towers. Visitors also had a preview of the tower safety videos being produced for railway workers as part of the collaboration.

The PASMA and Network Rail team outside the Wales and Western safety community vehicle.



www.pasma.co.uk

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



On the road



Military colour scheme



Armoured carrier cab



Short 36m boom and no extensions

LIEBHERR G-LTM-1090-4.2

The Liebherr G-LTM 1090-4.2 is a 37 tonne capacity crane designed for military use. It is based on the standard 90 tonne LTM 1090 but with a shorter 36 metre boom and armoured cabs to provide protection in a military setting. This model is in 1:50 scale and made by WSI Models.

It has a highly detailed chassis, the wheels are very good and the tyres have Michelin branding on the sidewalls. Each axle steers independently with moderate steering movement. The details on the carrier include a loop at the front for hitching the hook for travel. The cab is a new casting and is fully armoured. Among the great details are the rivet heads and the small windows.

Behind the chassis cab there are mesh grilles and fold down ladders. The outriggers have smooth rods with the screw mechanism being internal. They can support the model but are not perfectly straight due to some looseness between the cylinder and the beams. Small plastic spreader plates are also provided.

The superstructure cab is fully armoured and looks

impressive. The counterweight has been made in pieces so that it can be attached just like on the real crane, and the VarioBallast system is modelled well.

Detailing on the boom includes a box and ladder and the four section boom has a realistic thin wall profile. Raising the boom is easy and is locked in position using a grub screw in the cylinder barrel. The telescopic boom sections also have three locking positions.

At the boom nose the main sheaves are modelled as a solid block as they are in the hook and this is a disappointment. There is a chain to replicate the anti-two block/hoist cut-off, and the free end of the hoist rope slides into a tie off shackle.

A key is provided to operate the winch which has a nice and smooth working brake function. However, the hoist rope does not flow freely around the solid sheave blocks.

Overall, this is an interesting and unusual crane model, and it is great that it has new castings and is not limited to just a military colour scheme. It costs €199 at the Liebherr web shop.



Ready for duty

CRANES ETC MODEL RATING

Packaging (max 10)	7
Detail (max 30)	27
Features (max 20)	15
Quality (max 25)	21
Price (max 15)	12
Overall (max 100)	82%

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

READERS LETTERS

GREAT COVER

Dear Sir,

Just received my latest copy of Cranes & Access what a wonderful cover photograph! Something completely different and reminds me of a great evening, well done and thank you to Team Vertical Days.

Now you need to think about how to up the ante next year.

Bob Simms



EXPERIENCE MATTERS

Good afternoon Mr Darwin,

My name is Paul Keld, I'm a freelance guesstimator, primarily groundworks/civils/RC/traditional supers.

As I'm 65 my IT experience is limited to dim paper, scale rules, sharp pencils and Excel, which is more than adequate for chucking out BOC's with rates created from first principles.

However, as I really can't be arsed with spending money on continually updating estimating software packages etc... my capabilities are frowned upon by companies desperate for estimators. Mainly due to the young whippersnappers in charge, who have little on site experience, don't know what a 4 inch slipper is (100mm dia three quarter section branch channel bend, to be precise) or the difference between a Figure 7 kerb and an HB2 - there isn't, just it's modern name.

Most are just number crunchers who refuse to admit that us old-timers might not have flashy degrees in modern methods of quantity surveying BUT we know how to get things done in half the time and at a quarter of the cost.

However, as their HR departments insist on using the latest box ticking IT Gizmo packages costing £10k or more and we don't know what box to tick just to get us past 'page one' we have no chance whatsoever. My thoughts on the matter are backed up by my elder daughter's partner, who designs software packages and knows from first hand experience, grizzly old boys with decades of programming experience - going back to Windows 3.1 and before! - having their (handwritten) application letters binned.

Regards, Paul Keld, Romsey, UK

HYDROCON - A POTTED HISTORY

Hydrocon cranes were built by Lambert Engineering of Glasgow, Scotland, a general engineering company owned by Jack Lambert who sold it to George Jesner who designed the first Hydrocon crane, starting up as a one-man operation in 1949. The name came from Hydraulic Construction with an O added to link the two abbreviations - the name was intended to highlight the fact that the company claimed to be the first to use hydraulic winches in place of the usual mechanical winches with clutches and brakes.

The first crane was bought by the engineering contractor Brown & Tawse, which became sales agents for Hydrocon in the north of England and also offered maintenance services from its workshops.

The first production facility was located at Maryhill docks in Glasgow, later relocating to Burnfield works in Giffnock. In the late 1950s the company was relocated to a new location on the site of an old ironworks in Coatbridge, Glasgow - by then it had around 500 employees.

In 1963 George Jesner sold the business to publicly quoted General Electrical Mechanical Systems and joined its board becoming deputy chairman. The company closed around 1987.

The first cranes were built on ex-War Department vehicles which George Jesner would buy at MOD sales and refurbish before installing the crane superstructures and fibreglass cabs. When steel production returned to normal as rationing finished in the 1950's, the cranes began using Thornycroft chassis and then Albion and Foden built units. It later began building custom crane carriers using components manufacturers such as Ford with its 'Trader' 4x4 chassis.



A TIME FOR CHANGE

The following comments have been received regarding the anonymous letter last month from a highly experienced crane operator, regarding the current pay levels in the UK industry. Sadly no crane hire company managers or owners have dared or risked commenting on the letter even confidentially.

I have been seeing this issue come up more and more on social media lately so it's definitely a topical issue.

The op raises some very valid points but I think this would benefit greatly with some input from those at the helm of the crane rental companies themselves. No doubts at all that there is currently a lot of discontent from operators these days so balanced discussion can only be a good thing.

Cicsy

I am in total agreement with the points put over here. This person seems as frustrated as I am with the current situation. It seems as though this is the only service to the construction, wind power, oil and gas, rail and home building industries that the prices are customer driven and therefore companies are offering rock bottom quotes to obtain jobs. This needs to change and clients need to pay what's right for the service they receive. Well said this person.

Billy G

MICHAEL C. LIPTAK 1931-2022

Michael Liptak the co-founder and driving force behind ALL Erection & Crane Rental in Cleveland, Ohio has died.

He passed away on Saturday June 18th, at the age of 91.

Liptak started out as a dump truck driver working in a quarry, before starting his own crane rental company in 1964, when he and his wife Marvine along with brothers Larry and Jake - who died last year - founded ALL Erection in Independence (Cleveland), Ohio with the purchase of a 46 tonne/52.5 ton American #20.

The four built the business up over the years through sheer hard work, determination and commitment. In 1978 they acquired Dawes Rigging & Crane Rental of Wisconsin which was followed by the opening of an aerial work platform division in 1980. That same year it moved into West Virginia, buying an existing branch from a regional company ACE. The company continued opening new branches and spreading its coverage, moving into Georgia in 1989 and acquiring Jeffers Crane Service in North Western Ohio in 1995. The move into Tennessee came in 1999 when it also acquired a branch in Elkhart, Indiana from Central-Rent-A-Cranes. Further branches were opened in the Carolinas, Alabama and Louisiana, making it the largest privately held crane rental company in North America, with a total of 33 branches across the country with a fleet of more than 3,500 cranes, and 1,500 employees.

In the words of the family obituary:

“Michael Liptak was a blue collar guy from a blue collar city, and he built his business through sweat, time and a handshake that was his bond. In the world Mike and his brothers grew up in, nothing came easy, but he wanted to make life a little easier for the working people who relied on heavy lift equipment to do their jobs because he was one of them. Up until his final days, Mike was still involved in the daily life at ALL, visiting branches and offering his advice and expertise. He was well known to weigh in on critical, or even seemingly mundane-business issue, because even if he had handed over the mantle of responsibility, he never stopped carrying the weight of his life’s work.”

He is survived by wife, Marvine, his four children son Michael and daughters Michele, Connie and Vicki, as well as his brother Larry and sister Carol. Along with seven grandchildren and 11 great grandchildren.

**‘BIG MIKE’ - MY DAD**

Speaking of his father, son Michael L. Liptak, the current chief executive said: “He pushed those around him to be the best they could be. And he could be that type of leader because there wasn’t a thing he hadn’t done himself. He drove trucks, operated cranes, fixed cranes when they broke, and saved enough to buy new ones when they were needed. From that foundation, he built everything we know here at ALL.”

“Known to many as Big Mike, he never stopped being excited about the basics of the business, perhaps best characterised by the kid-like way he felt compelled to go out and operate any new crane the company acquired. You can’t keep an operator out of the seat, and Mike was an operator at heart. From his blue collar beginning to creating a business enterprise, from his charming smile to his ability to raise pulses, Mike was about balance. If you met him in a restaurant, casino, or auction, you felt his warmth and fun and kindness pour over to you. If you met the man who built the business, you know he was tough and strong and took creating an industry from nothing seriously. He was serious, and he challenged others to take this enterprise as seriously, simply because he knew it mattered.”

“Everything Dad did was for the thousands upon thousands for whom he provided jobs over the years,” added Michael. “That was never lost on me or the rest of the second and now third generation family working at ALL. We were all lucky to have the shade of his mighty shadow. Everyone here is treated like family - and many actual families make ALL their life’s work. The family feeling extends to our customers and suppliers as well. That all started with Dad. He created a place where everyone was welcome, and the sky was the limit as far as advancement. He’s my inspiration, both as a leader and a person. To say he will be missed is a monumental understatement.”



2022

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
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Crane Safety 2022

September 13 2022 Crane safety conference organised by the Institution of Mechanical Engineers & supported by the Vertikal Press London, UK
Tel: +44 (0)207 973 1251
www.events.imeche.org

Europlatform 2022

September 14-15, 2022
IPAF meeting and mini conference Rome, Italy
Tel: +44 (0)15395 66700
http://www.europlatform.info/

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

IPAF Anchio

September 26, 2022
A conference for IPAF Italy together with the Italian PDS - Professional Development Seminar
Bologna, Italy
Tel: +44 (0)15395 66700
http://em.ipaf.org/web/anchio
E-Mail: info@ipaf.org

CICA Conference 2022

October, 2022- date to be confirmed
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Liftex conference

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www.liftex.org

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www.scranet.org

Bauma China 2022

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Bauma Conexpo India

December 06-09, 2022
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2023

Baumag
January 26-29, 2023 Swiss construction equipment show Lucerne, Switzerland
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www.baumaschinen-messe.ch/htm/home.htm

The ARA Show 2023

February 12-15, 2023
the American Rental Association's annual conference and exhibition
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Tel: +1 800 334 2177
www.arashow.org

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Samoter

March, 2023
International earthmoving and building equipment show Verona, Italy
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www.samoter.it/it

The IPAF Summit and awards

April 20, 2023
Annual Summit and IAPAs awards ceremony of the International Powered Access Federation Berlin
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www.ipaf.org

Smopyc 2023

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

Vertikal Days 2023

May 10-11 UK/Ireland Crane, access and telehandler event.
East of England showground, Peterborough
Tel: +44 (0) 8448 155900
www.vertikaldays.net

Innovationstage der Höhenzugangstechnik

May, 2023
Aerial lift Innovation Days, an informal event for access equipment, cranes & telehandlers
Hohenroda, Hessen Hotel Park, Germany
www.bornliftd.de/innovationstag/

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

Swissbau

16-19th January 2024
Swiss construction exhibition
Basel, Switzerland
Tel: +41 58 200 20 20
www.swissbau.ch

The ARA Show 2024

February 18-21, 2024
The American Rental Association's annual trade show and convention
New Orleans, Louisiana, USA
Tel: +1 800 334 2177
http://www.arashow.org/

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
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www.paris.intermatconstruction.com

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- Get involved with training and familiarise yourself with maintenance procedures, rigging, and crane documentation.
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- Take action to uphold health and safety and avoid dangerous situations
- Set and check the functioning of the rated capacity limiter and rated capacity indicator

The role is open to full time and part time (3/4 days) we can also offer other flexible benefits.

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We have mentioned the training and CPCS crane tickets needed; you might also have other tickets like a slinger/signaller ticket and a crane supervisor one; please let us know.

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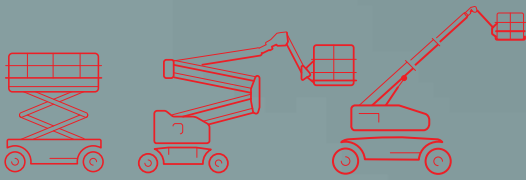
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