

cranes & access

June 2024 Vol.26 issue 3

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CRANES

LOW LEVEL
PLATFORMS

TELEHANDLERS

RECRUITMENT



Comprehensive Upgrade Fourteen Benefits



PERFORMANCE +

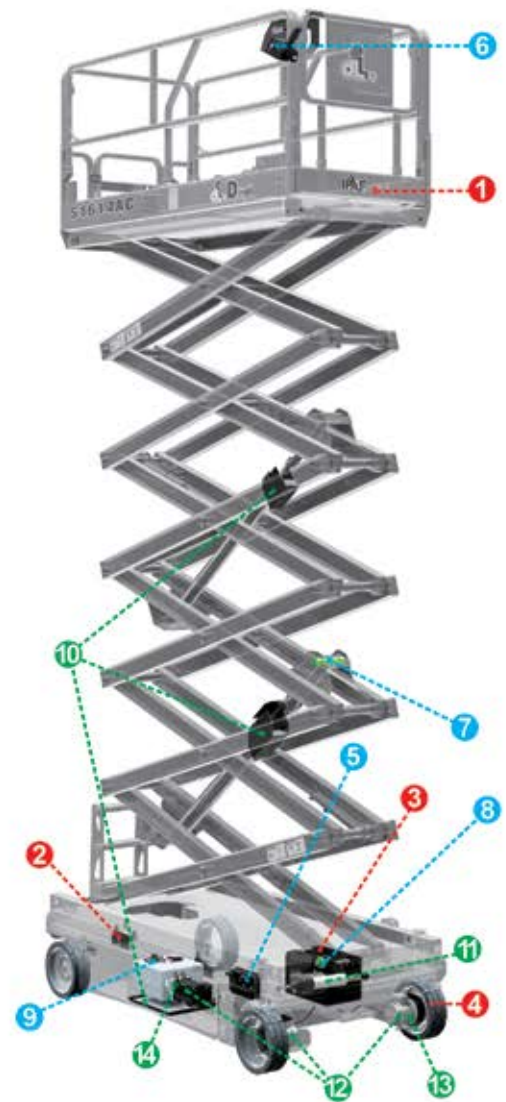
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AC+

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AC+ Series Scissor Aerial Work Platform

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The market for low level aerial work platforms - with working heights of five metres or less - is reaching record levels. We take a look at the market and the latest product launches and speak with Richard Puglia of Power Towers.

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In terms of new developments and innovation, the All Terrain crane market has been quiet over the past year but has undergone some interesting changes. We review the latest developments and report from Liebherr's recent Customer Days event.

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The recent influx of hopeful new participants into the telehandler market has the potential to cause some disruption and upset established players. Perhaps a more worrying factor is that many of the new entrants are Chinese companies, with large modern state of the art manufacturing facilities. C&A reports...

A PASSAGE TO INDIA 45

In late May, Cranes & Access' Imogen Campion visited Mtantdt in Greater Noida, India and spoke with chairman Rakesh Modi about the country's rapidly developing powered access industry.

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Talk to almost anyone in the lifting equipment business across Europe and they all highlight how hard it is to find and retain good people. Although career opportunities in the crane and aerial work platform market are excellent the sector has never been seen as sexy or is even on young people's radar when looking to choose a career. We look at how several companies are going about changing this.

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Mammoet has started building its massive 6,000 tonne SK6000 crane at the company's Westdorpe facility on the Belgian border in southwest Netherlands.

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Miscommunication and insufficient training on a work site can have dire consequences, particularly when working with large equipment. We talk to Joni Vepsäläinen about a life changing incident that could have so easily been avoided.

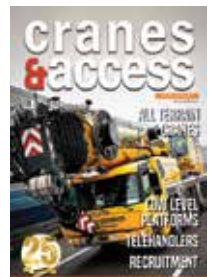
IN THE NEXT ISSUE Scheduled for publication in July, the next issue of Cranes & Access will include features on Tower cranes, Scissor lifts, Glass handling and a preview of the UK's biggest lifting show Vertical Days 2024. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.

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ON THE COVER

A 250t Grove GMK5250XL-1 from Gräser-Eschbach on its way for the final lifts on the €130 million reconstruction of the MHP Arena soccer stadium in Stuttgart, Germany.





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COMMENT

THE RETURN OF THE TARIFF

In today's 'global economy' you have to question the use of protective import tariffs, particularly when the near unanimous consensus among economists is that they tend to have a negative effect on economic growth and welfare.

The latest development in our market is that tariffs of up to 56.1 percent might be imposed by the European Union on Chinese built aerial work platforms with working heights of more than six metres.

Indications are that the Registration Notice announcing this is not the result of having found widespread 'dumping' - selling equipment below the prices in the market of origin - but due to imports of such equipment increasing suspiciously quickly - up 16.1 percent on the same quarter last year - following the announcement of the original investigation.

The Commission has therefore assumed that some manufacturers are 'stockpiling' equipment to delay the impact of any tariffs that might be imposed. It has consequently ordered customs authorities to start registering imports by manufacturer so that should tariffs be implemented they can be applied retrospectively.

It is ironic that some who normally advocate the free market and survival of the fittest etc... are often the same individuals that demand governments block imports when the competition gets tough. This is nothing new. In the early days of the European self-propelled aerial lift market, local manufacturers struggled to compete with those from North America which benefited from a massive, more developed home market providing huge economies of scale. Some did also 'price to market' to suppress local competition.

There are many good examples of where protection - usually on a temporary basis - is not only required but is also a fair solution. However, protectionism is hardly a sign of an open free market economy and can lead to unintended consequences.

There could be many reasons why sales of Chinese built lifts have dramatically increased in Europe,

such as machines being in stock for immediate delivery, an innovative new product, being easy to deal with, or some customers thinking the units they were buying were built elsewhere? A competitive price is, of course, an important factor but buying decisions for capital equipment are rarely made on price alone.

However there is another issue to consider. If you are in the market for a boom lift with a working height of 50 metres or more... you cannot buy one made in Europe. Your choice is limited to American or Chinese built models. And over 58 metres you have no option but to buy one made in China. The same applies to electric powered mega booms or big RT scissor lifts. And yet buyers may face a tariff of between 30 to 56% on top of the price for these machines.

Tariffs will not apply to machines under six metres. Why not? The majority of them, regardless of brand origin, are built in China.

At Intermat a Chinese manufacturer told me that by redesigning and using the latest manufacturing methods they could reduce the production cost of a €4 million crane by almost 50%!

Might the cause of the price disparity be at least in part, to certain manufacturers not investing enough in totally new products or the very latest manufacturing equipment and methods? This occurred in 1970s with car makers in the US and UK crying foul, the bogeymen back then were Japanese and German manufacturers with their new factories and radical new products. Today buyers pay a premium for products from these companies and everyone has benefited.

Looking to the future, the Chinese market for aerial lifts is likely to become the world's largest and foreign companies will want a slice of the pie. I wonder what happens then?

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

DINGLI SCISSOR GOES HIGHER

Chinese aerial lift manufacturer Dingli is to launch the world's largest scissor lift - the 115ft 3730HRT - later this year. The machine, currently in the prototype testing stage, has been developed in partnership with UK rental company Hire Safe Solutions which has ordered the first machines, with 20 units due to arrive in Europe before the end of the year.

The new lift offers a 37 metre working height, with 750kg maximum platform capacity, driveable at full height. The unit boasts a 7.46 metre long by 2.8 metre wide platform, which can be extended to 9.71 metres with a 2.25 metre powered deck extension. Four wheel drive, four wheel steer and levelling jacks are all standard.

Overall stowed dimensions are eight metres by three metres with an overall height of 4.2 metres and total weight of 39.5 tonnes. Power choices include diesel, all-electric or hybrid.



The 115ft Dingli scissor lift



POTAIN'S BIGGEST EURO CRANE

Potain has announced a new 40 tonne 'low top' tower crane, the MDLT 1109, its largest European crane so far. Manufactured at the Potain/Manitowoc plant in Moulins, France, the MDLT 1109 is aimed at the rising demand in Europe for larger capacity cranes and adopts a more compact design for easier transport and installation.

The crane can be mounted on Potain's standard 2.45 metre square K850 tower, rather than the four metre tower base of its predecessor, the MD 1100. Maximum free standing height under the hook is 60.7 metres on the counterweighted base or 87.6 metres on an appropriate foundation. It can handle its 40 tonnes maximum capacity between 22 and 25 metres while the 80 metre jib tip capacity is 11.1 tonnes.



The 40 tonne MDLT 1109

EUROPEAN WHOLESALE RENTAL VENTURE

Gerard Jennings of UK based Hire Safe Solutions and Edwin van der Laar - previously with XCMG Europe - have joined to set up a new international wholesale rental business - EMEA Access.

The new business will offer a wide range of aerial work platforms and specialist telehandlers to other rental companies on long-term rental contracts. The main focus will be on the more specialist machines such as the biggest boom lifts - including XCMG's 223ft XGS70K telescopic boom - and the largest heavy-duty scissor lifts including the very first units of the new 115ft Dingli 3730HRT due to arrive later in the year as well as the top end of the Magni telehandler range.



EU SETS DUMPING RELATED TARIFFS

The European Union has issued its initial findings into the complaint last November that Chinese aerial work platform manufacturers have been dumping - selling below cost or prices in their home market - with the potential to damage the European industry, reducing their revenues, profitability and employment levels.

Having apparently found some possible examples of pricing issues it measured and compared the level of Chinese AWP imports between December and March 2024 compared to the same period in 2023, and found that imports of Chinese built products had increased by 16.1 percent. As a result, it has published proposed tariff levels for each manufacturer - see below - and ordered the customs authorities to start registering all imports of aerial lifts from China, with the possibility that the tariffs may be imposed retrospectively depending on its ongoing investigation. It has now asked affected companies and interested parties to comment on these findings.

The provisional tariffs for those sampled include:

Sinoboom - 56.1%	Genie - 25.6%
JLG - 23.6%	Dingli - 31.3%

Companies that co-operated but were not sampled: 32%

They include:

- Lingong
- Haulotte
- Mantall
- Liugong
- Zoomlion
- XCMG
- Sunward
- Fonteq
- Reeslift
- Hangcha

Other manufacturers: 56.1%

Following the publishing of the findings, some companies affected by the tariffs have launched appeals.

To read the full story, visit [Vertikal.net](https://www.vertikal.net)

TARIFFS ON STS CRANES

The US government is to place a 25 percent tariff on imports of Chinese-built Ship to Shore (STS) port cranes this year which includes those produced by western manufacturers such as Konecranes currently building units for the Georgia Ports Authority.

As far as we are aware, there are no STS cranes manufactured in the USA, so the move is likely to benefit companies such as Liebherr that builds cranes in countries other than China. The announcement also highlighted increased tariffs for a range of other products including steel, aluminium, semiconductors, electric vehicles, batteries, minerals, solar cells and medical products. The higher tariffs on lithium batteries could impact aerial lift manufacturers based in the USA.

NEW 400T LIEBHERR

Earlier this month Liebherr launched the new six axle 400 tonne LTM 1400-6.1 All Terrain crane at its Customer Days in Germany. Billed as the world's most powerful six axle crane, it will replace the popular 350 tonne LTM 1350-6.1.

Main features include a six section 70 metre main boom and improved Y-Guy Superlift system. At the same event the company also unveiled its updated 'Crane Finder' database and app. For more details see the Customer Days feature on page 30.



UPDATED JLG SKYTRAK 8042

JLG has introduced a redesigned and upgraded version of its 42ft (12.9m/3,600kg) SkyTrak 8042 telehandler, part of its upgrade programme that kicked off last year with the 6032 and 6042. The new generation 8042 maintains the same nine metre forward reach and lift capacities, but includes a lighter, 'optimised' boom and chassis frame design, reducing the machine's overall weight from 12,242kg to 9,600kg enabling two units to be carried on the same flatbed trailer.

Power comes from a Deutz engine that does not require Diesel Exhaust Fluid (DEF) driving a hydrostatic transmission, an advanced control system and electric over hydraulic joystick, with a new load stability indicator with colour coded visuals as an option, along with seatbelt engagement and operator presence technology.



EMBARGO LETTER

With UK crane rental companies struggling with the implementation of often draconian implementation of movement embargos for heavy equipment, the Contractors Plant Association - CPA - has written a letter of appeal to the Secretary of State for Transport in the hope that a sensible solution can be found.

An extract reads: "Some police forces are being particularly stringent with enforcement, one member was notified that they had infringed the Embargo time by 49 seconds! Consequently, companies are avoiding problematic forces such as West Midlands, Merseyside, Metropolitan Police and Greater Manchester. If businesses are avoiding certain constabularies, this will create problems elsewhere on the UK's road system, adding unnecessary carbon dioxide emissions."

The full letter is published on Vertikal.net.



LONG BOOM TEREX RT

Terex Rough Terrain Cranes has launched a new longer boomed, 80 tonne Rough Terrain crane, the TRT 80L. The new crane retains much of the running gear from the current TRT 80 which made its debut in 2021, but critically features a new five section, 47 metre main boom - five metres longer than the current unit. It has three extension modes while a self-remove and install counterweight system has also been added. The boom can be topped with a nine to 17 metre bi-fold swingaway extension taking the tip height up to 66 metres.

The crane has an overall width of three metres, compared to the usual 3.3 metres, making for easier transportation. When fully equipped with the bi-fold swingaway extension, hook blocks and rigging, the crane has an overall weight of around 52.5 tonnes. If the counterweight and extension are removed that drops to 42.5 tonnes.

Power comes from a Cummins Stage V diesel, or Stage III - Tier 3 for markets with less stringent emissions driving a powershift two mode transmission, with manual mode - three speeds forward, three in reverse or automatic - six speeds forward, three in reverse.

The crane is fitted with the company's 'Space' cab which tilts by 20 degrees, while the controls use the Terex Operating System - TEOS - with a 10" full-colour touch screen display and intuitive interface. The Terex T-Link telematics system is standard, along with an anemometer and LED lighting.

The chart below shows some key criteria against other western built models.

Make Model	Terex TRT 80L	Grove GRT880	Tadano GR-800XLL-4	Liebherr LRT 1090-2.1
Max capacity@ radius	80t @ 3m	80t @ 2.5m	72.6t @ 2.4m	80.1t @ 3m*
Main boom	47m	41.1m	51m	47m
Swingaway extension	9-17mBF	10.1-17.1m	10.1-17.1m	10.5-19m
Max tip height	66m	67m	70.3m	70m
O/A width	3.0m	3.34m	3.32m	3.3m
O/A length	14.1m	15.11m	15.2m	14.45m
O/A height	3.9m	3.75m	3.8m	3.49m
GVW fully equipped	52.5t	52.3t	56.1t	53.7t
Capacity on full beam	8.9t@12m	10.4t@8m	9.2t@9m	11.3t@9m
Capacity @ 10m	19.1t	20.95t	21.5t	22.1t
O/R spread	8.0m	7.32m	7.3	7.3

* Theoretical 90t @ 2.7m



JASO'S MONORAIL LIFTING ATTACHMENT

Spanish tower crane manufacturer Jaso has launched a new material lifting attachment for its GP40 mastclimber, the 'Monorail system'. Essentially it creates an overhead lifting beam with a travelling hoist, supported by an external frame - not unlike a tower crane's climbing frame - which rides on top of the platform drive frames. The hoist has a 500kg capacity, in both one and two mast configurations, while the maximum combined platform and hoist capacity is 2,300kg and 4,550kg respectively.

Once attached, the platform is raised - complete with the monorail - to the required height. The frames supporting the beam are then pinned into place on the mast, with the platform then able to move freely below. A classic application is cladding installation with the hoist lifting the panels into position controlled by those on the platform. The maximum beam length for a single mast platform is 10.2 metres while 29.36 metres is possible with a twin mast installation.

Single mast installation up to 10.2 metres



The twin mast Monorail in action

DIECI'S PEGASUS ELITE

Italian telehandler manufacturer Dieci has launched a deluxe version of its larger 360 degree telehandlers, starting with the 6,000kg/35 metre Pegasus 60.35, which becomes the Pegasus 60.35 Elite. The plan is to offer three levels of machine build - Pegasus Essential, Pegasus Classic and the new Pegasus Elite. The major change for the Elite is all new in-house built control system and cab.

The software is similar to that found on the latest road vehicles and is said to provide greater precision for all functions, with the possibility to set maximum threshold parameters including 'Automatic boom movement', with six selectable working modes - normal, soft, heavy, eco, wall and floor.

A new load sensing pump automatically adjusts to working conditions and the equipment in use. The cab interior has been completely redesigned with intuitive controls digitally managed on two separate display screens.

Pegasus cab



The new Pegasus 60.35 Elite

NEW SKYJACK PLANT IN CHINA

Skyjack has opened its new 35,000 square metre production plant in Tianjin, China, southeast of Beijing. The facility - in the Tianjin Pilot Free Trade Zone - also serves as the headquarters for Skyjack Asia Pacific. It will initially focus on DC scissor lift production switching to electric drive models at a later date.

Skyjack's move into China began in 2022 when it signed an investment agreement with the Government of Binhai New Area, Tianjin to manufacture Skyjack products for the Asia Pacific region.

It initially used part of an existing Linamar plant, building units for the Chinese market. This new facility is part of the company's strategy to build products closer to the markets where they will be sold and used.



The new facility

200TH KRAN & BÜHNE

Kran & Bühne - the leading crane and access magazine in the German speaking countries and part of the Vertikal Press - has published its 200th edition.

The milestone issue includes a look back over the previous 199 issues, with anecdotes and a glimpse behind the scenes.



CARGOTEC BECOMES HIAB

The Cargotec name will soon be no more, as Hiab becomes a standalone company. The demerger of Kalmar and the sale of MacGregor is now well underway, after MacGregor settled an outstanding €25 million dispute, allowing a sale to proceed, leaving Hiab as a publicly quoted independent company.

Once the Kalmar and MacGregor transactions are complete Cargotec chief executive Casimir Lindholm will step down, for Hiab president - Scott Phillips - to take over as chief executive of an independent Hiab, while Cargotec chief financial officer Mikko Puolakka will remain in this role for Hiab.



EUROPEAN ES4046

JLG has launched the European version of its 40ft ES4046 electric drive slab scissor lift with a 13.9 metre indoor working height and 350kg platform capacity or 10.75 metres and 250kg when working outdoors. The overall width is 1.17 metres, overall length 2.71 metres, and a stowed height of 1.99 metres with guardrails folded. Overall weight is 2,826kg.



The 912mm roll out deck is standard

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RELIABILITY IN ACTION

1,600T TADANO FOR MONADELPHOUS

Australian engineering contractor Monadelphous has taken delivery of a new 1,600 tonne Tadano CC 88.1600-1 lattice crawler crane and named it Rubino, in honour of the company's former chairman John Rubino.

The CC 88.1600-1 - essentially a Demag CC 8800 - now the largest crane in the fleet can be rigged for a maximum tip height of 240 metres and can handle its maximum capacity at a radius of 10 metres. The unit can also be rigged with Tadano's Boom Booster kit.

The new crane was shipped to Western Australia for its first job at the Car Dumper 3 project in Port Hedland. Monadelphous has been commissioned by BHP to remove, refurbish and reinstall two car dumper cells at the Nelson Point facility. The new crane was the star of a launch and naming ceremony attended by Tadano chief executive Toshiaki Ujiie along with Monadelphous staff and customers.

Monadelphous was set up in Kalgoorlie, Western Australia in 1972 as Contract Engineering Associates (CEA) to provide mechanical contracting services to Australia's mining industry.



COFFINS IN THE SQUARE

A demonstration in mid-May was held in Milan's Piazza La Scala, Italy with demonstrators placing 172 cardboard coffins highlighting the number of deaths that occurred at work in Lombardy and Milan last year.

The demonstration/campaign - organised by the UIL union (Union Italiana del Lavoro) and dubbed 'Zero Deaths at Work' - aims to draw attention to workplace safety issues while calling on the Government to implement more effective measures against what the union's general secretary, Pierpaolo Bombardieri, says is like a civil war. A similar event was held in Rome in March highlighting the 1,041 national fatalities, with others in Florence and Naples.

A sign in the square highlighted the number of workplace fatalities recorded in the country as a whole rising to 1,709 in 2020 but having declined to 1,041 last year. Eurostat ranks Italy as eighth among European countries with an incidence rate of 2.66 per 100,000 employed individuals, while the EU average is 1.76.



TELEHANDLER ELECTRIC CONVERSION

French manufacturer Manitou has handed over the first telehandler to be converted from diesel to all-electric power to French rental company Kiloutou, which has worked with the manufacturer to develop the concept.

The partnership between the two companies was announced in February 2023 with the idea to take used diesel telehandlers from the Kiloutou fleet and convert them to all-electric powered models with a retrofit kit. After studying the concept, developing a practical kit and testing it, the two companies now say that all the safety criteria have been met, and that the performance is equivalent to the original diesel model. The life expectancy for a three to five year old retrofitted machine is at least five years.



ACCESS AND TELEHANDLER SALE

The latest sale by Euro Auctions held in the UK in late April, attracted bidders from 24 countries with 7,600 items raising a grand total of £53.42 million. The sale included 600 telehandlers as well as a good number of boom and scissor lifts.



Scott McCall of Euro Auctions said: "Telehandler sales now total more than £7 million at each Leeds auction, with a healthy mix of models and age profiles. This is beginning to attract more end users to the auctions, in many cases driving up prices."

"Sellers, work with us to determine which assets will work best in each sale. For example, lower than average hour, 17 and 14 metre telehandlers in the three to five year age bracket are currently popular with Middle East end users. The sales often include larger models, in the April sale a 180ft Genie SX-180 sold for £105,000, while in the March sale a 185ft JLG 1850SJ fetched £103,000."

A few examples of the prices from the April sale.

Telehandlers			
Year	Make/model	Spec	Price
2019	JCB 540-170	Turbo Powershift, Joystick Controls	41,500
2019	Manitou MT1440	Turbo, Joystick Controls, Sway, WLI, Forks	34,500
2018	Manitou MT1335	Turbo, Joystick Controls, QH, WLI, Forks	32,000
2019	JCB 535-125 Hi Viz	Turbo Powershift, WLI, Sideshift, Forks	25,500
2016	Manitou MT1135ST	Turbo, Joystick Controls, Sway, Forks	25,000
2019	JCB 535-95	Turbo Powershift, WLI, Forks	33,000
2019	Manitou MT932	Turbo, Joystick Controls, WLI, QH, Forks	24,000
2018	JCB 531-70	Turbo, Joystick Controls, WLI, A/C, Forks	31,500
2014	JCB 531-70	Turbo Powershift, WLI, Forks	21,500
2019	Kramer KT559	Turbo, Joystick Controls, Sway, PUH, A/C, Forks	36,000
Boom lifts			
Year	Make/model	Spec	Price
2014	Genie 4x4 SX-180	Diesel Telescopic, 56m Working Height	105,000
2014	JLG 860SJ 4x4	Diesel Telescopic, 28m Working Height	24,000
2019	2019 Genie 4x4 Z45XC	Diesel Articulated, 15.9m Working Height	24,000
2016	2016 Haulotte HA16RTJ PRO	Diesel Articulated, 16m Working Height	20,000
2016	2016 Genie Z45/251 4x4	Diesel Articulated, 15.9m Working Height	18,000
2013	2013 Haulotte HA12CJ+ E	Electric Articulated, 11.7m Working Height	7,000
2014	014 Haulotte Star 10-1 E	Electric Mast Boom, 10m Working Height	6,000
Scissor lifts			
Year	Make/model	Spec	Price
2014	Genie GS3390 4x4	Diesel, 12.05m Working Height	12,000
2019	Genie GS4047	Electric, 13.7m Working Height	10,000
2019	2019 Genie GS3246	Electric, 11.8m Working Height	6,500
2019	2019 Genie GS1932	Electric, 7.7m Working Height	4,300
2015	Haulotte Compact 14	Electric, 13.8m Working Height	4,200
2023	Skyjack SJ3014	Electric, 6.4m Working Height	4,100
2020	JLG R1932	Electric, 7.8m Working Height	4,000

BÖCKER LAUNCHES LIFTPLANNER

Aluminium crane manufacturer Böcker has launched new 'LiftPlanner' software for enabling crane operation plans to be fully laid out in advance. It is integrated as an additional module within the BöckerConnect portal and is available for the latest Böcker truck and trailer mounted crane models. It uses the same data, load charts and range diagrams as each crane's live control system.

The layout options include the various outrigger positions, boom configurations and slew position along with the weight of the load. Buildings or obstacles can easily be added and displayed as can the dimensions of the load and lifting gear dimensions. Based on these parameters. The crane's permissible working range is displayed with a colour coding to warn of impossible configurations. It also calculates the expected ground pressure for each outrigger based on the specific project.

Simulation results can be saved in LiftPlanner for each project and exported as a PDF. This document includes all planned parameters and can be used for project authorisation.



SOIMA BECOMES STAFFORD

Portuguese tower crane company Soima has been rebranded as Stafford Tower Cranes. The crane model nomenclature will also change, and Derek Stafford will lead the company as managing director.

Soima was established in 1977 as a manufacturer of construction and lifting equipment. However, since 1980 it has been exclusively producing tower cranes, carving a respectable market share in southern Europe. The current range extends from two to 42 tonnes which will be augmented by the introduction of new products and models over the next 12 months. The first 20 tonne luffing jib crane and new cab should be on display at Vertikal Days in September.



The new company logo

JCB BREAKS GROUND IN TEXAS

JCB has broken ground on its new plant in San Antonio, Texas. The 67,000 square metre facility is scheduled to be operational in 2026 and will cost around \$500 million, the largest single investment in the company's history. The plant will be dedicated to the production of telehandlers and aerial work platforms with employment expected to reach 1,500 within five years.

Chairman Anthony Bamford said: "Construction equipment manufacturers sell more than 300,000 machines a year in North America, while our market share has grown over the years now is the time to invest in more manufacturing capacity here."

JCB sold its first machine in North America in 1964 and opened its first factory in 2001 in Savannah, Georgia, which now employs 1,000. The company, which celebrates its 80th anniversary next year employs 19,000 staff across 22 facilities, 11 in the UK, seven in India and others in Brazil and China.



The ground-breaking ceremony



Artists impression of the new facility

DISCOVER BATTERY'S TCO CALCULATOR

Canadian battery manufacturer Discover Battery has launched a Total Cost of Ownership (TCO) calculator, allowing users to understand and determine the operational costs of a particular battery over its lifetime.

The calculator allows users to input data such as battery specifications, costs, labour expenses and service frequency to calculate the total operational cost. Discover says it could help users save up to 40 percent if they use the information when purchasing a new battery. The company hopes to show that there are substantial cost savings by using its Dry Cell AGM batteries rather than lower priced traditional flooded lead acid batteries.

Vice president of business development Alexander Marotz said: "While the initial cost of Dry Cell AGM batteries is higher, their lifetime savings typically range between 20 to 40 percent compared to lead acid batteries. Every customer who has made the switch to AGM batteries will agree that the initial decision to change is difficult, however once they have used AGM batteries, the benefits compared to flooded batteries become clear."

The free calculator can be found at: discoverbattery.com/applications/motive-power/scissor-lift-batteries/mewp-tco-calculator



Fleet Summary	Discover® DRY CELL AGM Traction Industrial	Flooded Lead Acid
Initial Capital Cost	208,000 €	160,000 €
Total Service Cost	24,000 €	187,200 €
Total Cost of Ownership	232,000 €	347,200 €
Lifespan savings with DRY CELL AGM	115,200 € 33.2% on Savings	
Maintenance (Per Lift)	Discover® DRY CELL AGM Traction Industrial	Flooded Lead Acid
Technician Hourly Rate	75 €	
	PER BATTERY BASIS	TIME IN MINUTES
Battery Terminal, Cable and Voltage Check	1 min	1 min
Battery Cleaning (neutralise acid and prevent corrosion)	1 min	1 min
Battery Water Replacement	Not Applicable	3 mins
Deminerzalized Water	Not Applicable	1 €
Service Frequency	Quarterly	Monthly

FINANCIALS ROUND-UP

Cargotec - owner of Hiab and Kalmar saw first quarter revenues slip 2% to €1.06 billion, while pre-tax profit jumped 20% to €115.3 million.



Hiab revenues for the three months to the end of March fell 4% to €415 million, although order intake improved one percent to €386 million. Operating profit jumped 12 percent to €68.7 million.



Kalmar revenues fell 10% to €439 million, with order intake 15% lower at €402 million, operating profit plummeted 19% to €51 million.

UK rental group **Vp** - owner of UK Forks, MEP and Brandon Hire Station - achieved revenues for the 12 months to the end of March of £368.7 million, roughly the same as last year. Pre-tax profit however, plummeted 91% to £2.8 million however this includes a £27.7 million noncash write down of Brandon Hire assets. Group capital expenditure was 5% higher at £63 million.



Palfinger saw first quarter revenues decline 2.2% to €578.5 million, while its order book plummeted almost 22% to €1.16 billion. Pre-tax profits were almost 4% percent higher at €44.8 million. Net debt was slightly higher at €698.8 million. The company is maintaining its target to achieve revenues of €3 billion by 2027.



Herc Rentals has acquired Colorado Springs based **All Rental Center** from owner Jeff Thorp. Established over 50 years ago, the company runs a diverse fleet, including aerial work platforms and telehandlers from two locations in greater Colorado Springs.



Ashtead - owner of **Sunbelt Rentals** in the USA, Canada and the UK - achieved revenues for the 12 months to the end of April of \$10.86 billion, an increase of 12% on last year. Pre-tax profits dipped 2% to \$2.1 billion. Capital expenditure was \$4.4 billion, reducing the average age of the fleet by five months to 45 months.



US revenues totalled \$9.36 billion up 13.9% with operating profits up 7% to \$2.63 billion.

Canadian revenues were 8.5% higher at c\$896.8 million, while operating profit fell 18% to c\$117.9 million. **UK** revenues improved 3.1% to £706 million, but operating profit slumped 11% to £57.9 million.

UK's **Ainscough Crane Hire** achieved its first profitable year since 2018, with revenues for the year to the end of September up 21% to £116.8 million with a pre-tax profit of £7.6 million, compared to a pre-tax loss in 2022 of £3.1 million.



Mastclimber and hoist rental specialist group **Alimak** has reported revenues for the three months to the end of March of SK1.73 billion (\$166 million) down half a percent, but order intake fell 7.5%. Pre-tax profit however, was 7.5% higher at SK178 million (\$17.1 million).



Germany's **Wacker Neuson** saw first quarter revenues fall 11.1% to €593.1 million with declines in all regions - Europe €459.3 million down 9%, Americas €120.4 million, down 16%, and Asia Pacific €13.4 million, down 35%. Compact equipment - which includes telehandlers - performed better than most with sales 11% lower at €370.9 million. Pre-tax profits fell 62% to €32 million.



US based **United Rentals** has acquired **Orange Hire** in Australia from Arcadia Capital which has owned it since 2020. Orange operates from seven locations in New South Wales, Victoria and Queensland.



Tadano achieved first quarter revenues of ¥62.5 billion (\$397.6 million) down 3.7% on the same period last year, but pre-tax profits jumped 57% to ¥4.2 billion (\$27.1 million) due to substantial reductions in the cost of sales.



Revenues by product:

Mobile cranes ¥43.6 billion (\$277.4 million) down 1.8%

Loader cranes ¥4.4 billion (\$27.8 million) up 2%

Aerial work platforms ¥2.8 billion (\$17.8 million) down 36.4%

Other revenues ¥11.7 billion (\$74.5 million) down 1.1%

The company is forecasting full year revenues of ¥315.5 billion (\$2 billion), with a pre-tax profit in the region of ¥17 billion (\$108 million).

UK mastclimber and hoist rental specialist **Brogan Group** has acquired UK common tower manufacturer **Construction Access Systems - CAS** - in an all-share purchase deal. CAS was established in 2010 to design and manufacturer common towers that are used by several hoists at the same time. Managing director Tony Faulkner joins Brogan in an international sales role to promote common tower systems.



US based **Barnhart Crane and Rigging** has acquired Canada's **NCSG Crane & Heavy Haul**, which operates from eight locations across western Canada. It is Barnhart's first international acquisition and the largest to date. Barnhart now operates from a network of nearly 60 locations.



Belgium group **Dufour** has acquired Belgian crane company **Jean Boutique**, bringing together two 100 year old competitors. J. Boutique runs a fleet of All Terrain and crawler cranes to 700 tonnes from locations in Mons and Liege. Revenues last year were €20 million. Dufour runs cranes up to 800 tonnes and truck mounted lifts to 90 metres from locations in Tournai, Belgium, plus Paris, Dunkirk and Le Mans in France, with revenues last year of €160 million.



MAGNI PANEL HANDLING ATTACHMENT

Italian telehandler manufacturer Magni has unveiled a new attachment for lifting and installing large individual flat panels of glass, metal or ceramic/marble material weighing up to 500kg for the standard four cup vacuum head, while an eight cup option boosts this to 700kg. The device is aimed at placing such panels in challenging positions, especially at heights beyond the reach of glazing robots and spider cranes.



Designed for use with Magni's 360 degree models, the Vacuum 'ER-Litocran 700' comprises a power pack, a short two section telescopic jib with 180 degrees of articulation (90 degrees above and 90 degrees below horizontal) mounted on a slew ring under the power pack, with a slewing range of 180 degrees - 90 degrees either side of centre. The jib is topped by the vacuum suction head which has 360 degrees of rotation and can be manually tilted by up to 90 degrees for placing panels on a wall or ceiling, all of which can be operated via a remote controller.



The new attachment in operation

BRAZILIAN SUBSIDIARY FOR SINOBOOM

Chinese aerial manufacturer Sinoboom has opened a new subsidiary and distribution facility in Jundiaí, on the north side of São Paulo in southern Brazil. The new operation will be responsible for machine sales, aftersales service, spare parts supply and training. The new subsidiary will be managed by Marcelo Yamane who joined the company last year as business development director for Brazil.



The opening event was attended by around 100 people, including representatives from dozens of Brazilian rental companies. Speaking at the event Yamane said: "The South American market has huge potential. Sinoboom has already found favour with many rental companies across the region and already enjoys high brand recognition. The new subsidiary will provide a local business approach tailored to Brazilian customers' expectations, allowing us to be extremely responsive."



Attendees at the opening ceremony

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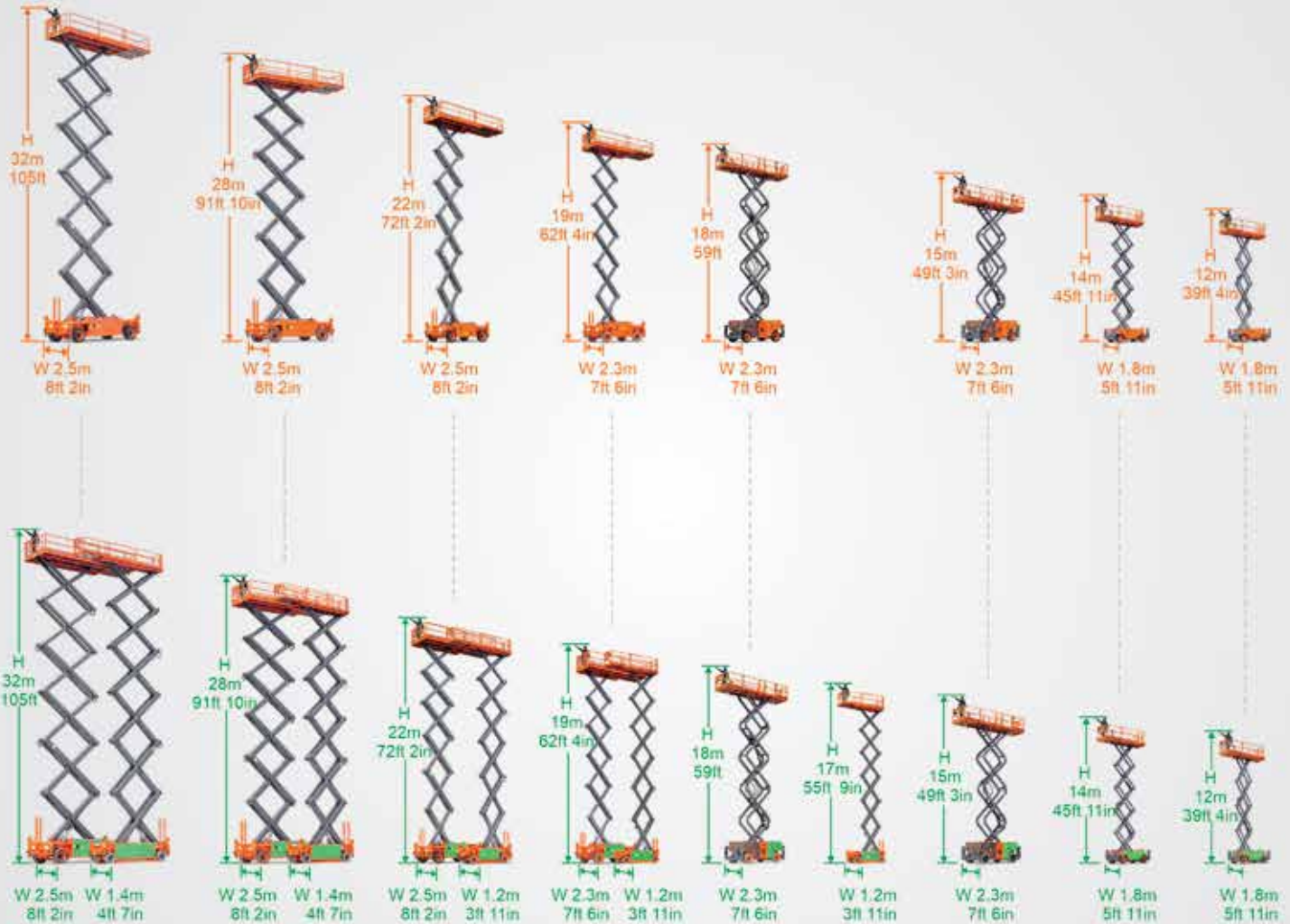
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NEWS HIGHLIGHTS

- **Spierings** has appointed **Herald Wattenberg** as commercial director
- Germany's **Perthel Stahlbau** has taken a 70t **Tadano AC 4.070L-1**
- **Bobcat** has broken ground on a new plant in Monterrey, Mexico
- **Manitou** has shipped the first scissor lifts from its plant in Greater Noida, India
- Italian low level aerial lift manufacturer **Axolift** appointed **Lolex** as distributor for UK & Ireland
- Tower crane rental group **Radius** has teamed up with **AMPD Energy** to promote its Advanced Energy Storage System
- **Versalift UK MD Andy Bray** is leaving the business
- **Wacker Neuson** has opened a new spare parts centre in Mülheim-Kärlich
- **Genie** has appointed **Ben Bradshaw** as executive VP North American sales, while **Will Westley** and **Sharbel Kordahi** assume new roles
- **Terex** Self-Erecting tower cranes has appointed **EWPA** as distributor for Poland
- UK's **Star Platforms** has appointed **John Aubin** as technical director
- Germany's **Stütze-Späth** has taken five new **Ruthmann** truck mounts, a 90m T 900 HF and four 33m T 330 XS
- **inspHire** has integrated 'pay-by-link' into its rental software
- **Hiab** has launched MyHiab, a mobile app
- US based **Diversified Fall Protection** has appointed **Kynan Wynne** as 'chief people officer'
- **Kuiphuis Kraanverhuur** has ordered a third **Spierings SK2400-R** eLift tracked tower crane
- Dutch company **Scheepsma Logistiek** has taken a **Klaas K1003** truck mounted crane
- **Palfinger** has opened a new aerial lift repair and service facility in Vienna, Austria
- **Sinoboom** has appointed **Alistair Palacioglu** as business development director Middle East
- UK's **Xenith Heights** has appointed **IPS Ireland** to distribute its **Aresta** safety products
- **Manitowoc** has upgraded its training centre in São Paulo, Brazil
- Ireland's **Dromad Hire** has achieved **IPAF Rental+** certification
- An **IPAF Past Presidents** meeting was held in France
- **Sennebogen** has broken ground on an expansion to its facility in N. Carolina
- **Pizzolato Trasporti** has taken the first **Spierings SK597-AT4** eLift in Italy
- UK's **Nationwide Platforms** has taken its first 13.5m **Versalift VTL 135** All Electric van mounted lifts
- Malaysia's **Coastal International Marine** has ordered a 100t Huisman knuckle boom crane



Herald Wattenberg



Andy Bray



John Aubin



Kynan Wynne



Alistair Palacioglu

- **Haulotte** has appointed **ICOGEF Equipments** as its distributor for Ivory Coast
- Scotland's **Johnston Rigging Fife** has taken a 40t **Liebherr LTM 1040-2.1**
- Germany's **Berres Kranverleih** has taken a 180t **Liebherr LTM 1160-5.2**
- **Danfoss** has launched a mobile hose assembly/repair workshop programme
- Germany's **Sommer Kranverleih** has taken a 700t **Liebherr LTM 1650-8.1**
- Dutch company **1.2.3 Machineverhuur** has taken 20 new **Genie** booms and scissors
- **Caldwell Lifting Solutions** has delivered the 100th **Vita Load Navigator**
- **Skyjack** has appointed **Arthur 'Trey' Miller** as sales manager Florida & Caribbean
- The new **Lima Metro** has taken a **Platform Basket RR14** Evo road-rail boom lift
- Germany's **Beyer Mietservices** has taken 16 **Oil&Steel** spider lifts
- The **Moortown Group** has taken the first **Wolff 6523.12** Clear tower crane in the UK
- **Palazzani** has appointed **Access Worx** as its distributor for Victoria, S. Australia, Queensland and NSW
- Portuguese tower crane maker **Soima**, is now 'Stafford Tower Cranes'
- UK based **The Mewp Training Centre** has opened a location in North London
- UK prime minister **Rishi Sunak** visited **Niftylift** as part of his election campaign



Trey Miller

- **Manitowoc** is supporting **Brooke's House** rehabilitation centre
- Scotland's **Stoddart Crane Hire** has taken a 150t **Liebherr LTM 1150.53**
- Spider lift maker **Palazzani** has opened a sales operation in the USA - Palazzani North America.
- US Tyre manufacturer **OTR Engineered Solutions** has launched an online portal
- Germany's **Scholpp** has taken two more 80t **Tadano AC 4.080-1**
- UK's **Mac's Truck Sales** has appointed **Peter Knowles** as sales executive S.England
- Poland's **Petrolift** has ordered 21 **Grove** four to six axle All Terrains
- **Multitel** hosted a series of open days for young people
- **Versalift UK** is to offer lifts on **Renault's** Trucks Master Red Edition chassis
- **Manitowoc** has launched a series of service kits
- **Modulift** has opened a training academy in the UK
- UK rental company **Speedy** received **RoSPA's** President's award
- **Atlas** loader cranes has appointed **Drive Products USA** as a distributor
- **Hiab** has introduced new spare parts options 'Red Parts' and 'Exchange parts'
- **Herc Rentals** has acquired **All Rental Center** of Colorado Springs from **Jeff Thorp**
- US based **Maxim Crane** has appointed **Greg Bellcoff** as vice president fleet



Greg Bellcoff

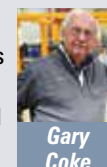
- UK's **Commhoist** has taken a 12t **Böcker AK 52** truck crane
- UK load monitoring company **DLM** is to incorporate SaaS into its products
- **CTE North America** has appointed **Vermeer Southeast** as a Tracess spider lift distributor
- **MEC** has appointed **Rick Penkert** as national account manager
- Italy's **Mantovani Global Services** has taken a 150t **Liebherr LTM 1150-5.3**
- Germany's **Gräber** has taken 15 46ft **Aichi SP14DJ** telescopic boom lifts
- **Manitowoc** has donated a crane simulator to the **IUOE International Training and Education Center** in Texas
- UK based **JMS** has taken seven **AlmaCrawler** tracked booms and scissors
- UK's **DSM Contract Lifting** has taken a fourth 12t **Böcker AK 52** truck crane
- **John Davis of Custom Equipment/Hy-brid Lifts** has died
- **Jekko** has appointed **SkyJacks** as dealer for its cranes in South Africa
- **Palfinger** has upgraded its aerial lift facility in Löbau, Germany
- **Hy-Brid Lifts/Custom Equipment** has appointed **Gary Coke** as sales director S. Central USA
- **Mammoet Australia** has adopted a 'hands-free lifting' policy
- In Belgium **Dufour** has acquired crane company **Jean Boutique**
- Ireland's **CP Hire** has taken more **Sinoboom** scissor lifts
- **Sunbelt Rentals** has acquired Washington/Baltimore based **ABC Equipment Rental**
- **Stafford Crane Group** has appointed **Mike Posener** as marketing & business development director
- **Liebherr** is teaming up with **Krank** to launch an online Used Equipment Marketplace
- Spider lift manufacturer **Platform Basket** has opened **PB Canada** in Toronto
- **Sinoboom** has opened a new facility in Brazil
- Switzerland's **Emil Egger** has taken a 30m **CMC S30** spider lift
- India's **Mtandt** has hosted a PPE fashion show
- Germany's **Franz Bracht** has taken a 35t **Liebherr LTM 1030-2.1**
- California's **Rental Guys** has acquired Sacramento's **Aba Daba Rentals**
- **Tobroco-Giant** has launched the G2700E HD all-electric telescopic loader
- Finland's **Leguan Lifts** has appointed 'Equipment Provider' as distributor for Latvia and Lithuania
- Ireland's **Kevin Keogh Crane Services** has taken a 110t **Liebherr LTM 1110-5.2**
- UK's **Marsh Plant Hire** has taken a 110t LTM 1110-5.2 and four 60t LTM 1060-3.1's



Rick Penkert



John Davis



Gary Coke



Mike Posener

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



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LOW LEVEL ACCESS MARKET AT A HIGH

The market for low level aerial work platforms - with working heights of five metres or less - is reaching record levels, reflecting a growing awareness that such machines are safer as well as being more efficient and productive. We take a look at the market and the latest product launches.

Falls from heights of up to five metres are by far and away the biggest cause of life changing workplace injuries and fatalities. They are also the largest single cause of minor strains and muscle pulls, as tradesmen climb ladders and steps and then work without holding on.

It is estimated that in countries such as the UK or Italy well over a million people use one form of low level access equipment every day. This includes step ladders, mobile tower bases and podium steps etc. The market has been changing however, following the introduction of what is now referred to as 'low level aerial lifts/work platforms' - including battery powered push around and self-propelled manually powered models. The big change came in the UK in late 2005 as a result of the European Work at Height directive which the UK typically 'gold plated' and over rigidly interpreted and enforced.

The big change was that some form of fall protection was required regardless of height. Up until then the general rule was this was only required above two to three metres. Some major contractors were said to have banned the use of any type of ladder on their job sites. Panic began to set in, helped along by the rapidly spreading myth that ladders were

banned by the UK's Health and Safety Executive.

The fear was exacerbated by 'get rich quick' opportunists offering 'free' work at height audits and advice as a Trojan horse to simply sell equipment. All this stoked the fire and the demand for alternatives to ladders. The Health & Safety Executive was obliged to issue a statement saying that ladders had not been banned and could continue to be used as long as proper risk assessments had been carried out and safe work practices followed. However, the practice of working from a ladder using two hands to carry out the work, especially for extended periods, was highlighted as unacceptable.

At the start of 2006 UK manufacturer NSG unveiled its Chinese-built Pop-Up push around lift at the Hirex show with a 3.63 metre working height. The company took an enormous number of orders for the new machine. Pop-Up sales continued to soar, causing other manufacturers to pile in. The market continues to grow with some UK rental companies now running fleets of more than 6,000 units. However, they still represent a small percentage of the total market potential if manufacturers' estimates are to be believed. This is certainly the case in Italy where campaigns are underway to reduce the use of ladders.



Custom Equipment shipped its first product - the 10ft self-propelled Hy-Brid HB-1030 scissor lift in 2004

IN THE BEGINNING...

The original Pop-Up weighed 279kg and was priced at around £2,500 to £3,000, but generated rental rates of around £100 per week making it a decent investment.

In the USA, Custom Equipment shipped its first product - the 10ft self-propelled Hy-Brid HB-1030 scissor lift in 2004 with a five metre working height and an overall weight of less than 500kg. Its introduction was driven not by regulation but by the increasing use of suspended floors, with capacities that ruled out the increasingly heavy 15ft scissor lifts.



Pop-Up's principal product the Pop-Up Push in 2011



Bravi launched the original Leonardo in 1995

UpRight had introduced its 12ft TM12 with a 5.8 metre working height in 1994, but by 2001 its overall weight had grown to 630kg. Models such as this have since been introduced by JLG, Skyjack and more recently several Chinese manufacturers and ELS from Turkey. Another important manufacturer over the years in this market has been Italian manufacturer Bravi, which introduced its original Leonardo in 1995. The end result of all this and other developments is that anyone looking for a platform - push around or powered - with a height of up to about five metres has plenty of choice.

NEW PUSH AROUNDS

Over the past few years new low level product development appears to have focused on self-propelled models with few new push around products announced. That has however recently changed with both push around powered and non-powered models coming on stream.



The P300 is Axolift's first push around scissor lift

AXOLIFT'S FIRST SCISSOR

Italian low level aerial lift manufacturer Axolift launched a new 4.95 metre working height push around scissor lift, the P300, and says a self-propelled version is on the way.

The new entry level machine - the company's first scissor lift - has a platform capacity of 240kg and is manufactured at its plant in Pove del Grappa - between Verona and Venice. It has an overall width of 765mm, an overall length of 1.27 metres, a stowed height of just under 1.78 metres and weighs 390kg. A simple 24 Volt system and AGM battery pack provides power for the lift function, while features include automatic two wheel braking when the platform is elevated and heavy duty castor wheels.

Chief executive Massimo Grossele said: "Our growth strategy to become a leading manufacturer of low level products is a continuous expansion of our product line. Compact scissor lifts are a natural progression, and thanks to its modular design the same chassis can be used for a self-propelled version of the P300. We are convinced that a classic product like this scissor lift will help us enter a wider variety of new markets, while increasing sales in existing ones."

A HIGHER NANO

Last September, JLG's Power Towers division unveiled a new 12ft push around - the Nano35 - with a working height of 5.5 metres. The new model uses a three section steel box section mast providing one metre more working height than the regular Nano and 400mm more than the original sigma type Power Tower, making it the highest reaching lift in its push around range. The extra height comes from longer mast sections which results in a greater step-in height requiring a step on the chassis, but both are below 400mm. The new model retains its dual, full height saloon style entry gate.

The platform is slightly smaller than the Nano at 840mm by 580mm and features JLG's new vertical guardrail supports, eliminating the mid rail that users tend to stand on to gain a little extra height. Maximum platform capacity is

200kg and is for indoor use only. The machine has an overall weight of 432kg and runs on two fixed wheels and two castors that can be locked in place. The overall working footprint is just over 1.2 metres by 760mm, while standard equipment includes a maintenance-free AGM battery.

SELF-PROPELLED OR PUSH-AROUND?

Snorkel has been producing push around and self-propelled low level lifts for many years and claims that in 2022 it had around 30 percent of the UK's self-propelled low level market. Its best sellers are the S3010P push around and S3010E self-propelled scissors, both with five metre working heights.

Asked where each model sells best, Snorkel's Andrew Fishburn said: "Those working on jobs such as shop fitting and M&E applications require high work output, so operators prefer to be able to drive whilst elevated. The S3010E also has a simple 'point and go' joystick, allowing the operator to instinctively master the controls. The rear wheel drive front castor steer allows it



JLG Nano35 has a working height of 5.5 metres

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➤ Working Height: 4.9 mt // 16 ft
➤ Load capacity: 180 kg // 397 lbs
➤ Unit Weight (CE): 560 kg // 1234 lbs
➤ Turning Radius: 0°

BRAVI
PLATFORMS

LEVEL UP

LOW LEVEL PLATFORMS

to turn on the spot which is ideal for jobs such as hospital fit outs where several trades need to squeeze into five bed wards. If the work is more maintenance based or the contractor is working against tighter budgets, then the powered push around model is often preferred."

"In 2022 we added an outdoor version of the S3010P - the S3210P," he said. "Although it is only 60mm wider and 70kg heavier, it is ideal for work on outdoor shell and core applications and even railway platforms."

MICRO SCISSORS

The latest 13 to 14ft self-propelled micro scissor lifts offer an alternative to the driveable versions of push around scissors. One of the earlier models was Dingli's 13ft JCPT0607DC which was launched in 2013 and upgraded in 2015 to the JCPT0607DCI. Maximum working height is 5.9 metres, with a 240kg platform capacity and weighing 860kg. The 1.3 metre by 700mm platform extends to 1.89 metres with the 600mm deck extension. Since 2021 this sector has exploded with products from manufacturers such as Genie, Skyjack, Mantall, JLG, GMG, Sinoboom, LGMG, Snorkel, MEC, JCB, Imer, ELS, Hy-Brid and Bravi - to name a few! This year has seen Skyjack, Snorkel and Zoomlion launch new micro scissor lift models.



The Dingli JCPT0707DCM micro scissor was launched in 2022

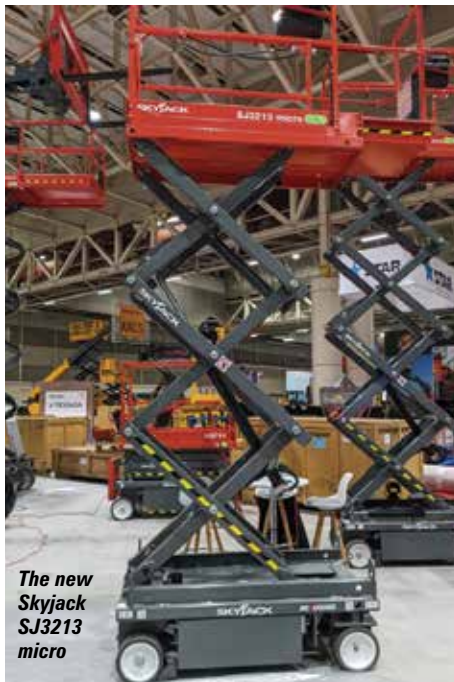
SKYJACK'S OWN MICROS

Skyjack entered the market by badging models from Mantall but has now unveiled two new Canadian designed and built micro scissors - the 13ft SJ3213 micro and 19ft SJ3219 micro - although weighing in at 1,214kg the SJ3219 is more of a mini scissor than a micro, but its overall length is only 1.5 metres. The 13ft SJ3213 micro has a working height of 5.9 metres, an overall width of 810mm and overall length of 1.5 metres and weighs 869kg. Platform capacity is 227kg while a 500mm roll-out deck extension is standard.

The SJ3213 micro replaces the Mantal-built SJ3013 in North America while the 14ft SJ3014 will remain available in Europe for the immediate future. Unlike the badged machines which had electric rear wheel drive, the new models feature AC electric front wheel drive motors and a variable speed brushless hydraulic pump drive



The existing Skyjack Micros



The new Skyjack SJ3213 micro

motor. Overall stowed height is 1.9 metres with guardrails raised. Options include ECOTray leak containment, full telematics and bio-degradable hydraulic oil - which can also be added at the first oil change. The new models are said to be 90 percent recyclable.

A NEW BREED

In April this year, Snorkel launched its first of a new breed of micro scissors in Europe. The 13ft S3013mini - two person indoor/one person outside - weighs 794kg and has a platform capacity of 272kg. Features include Snorkel's fixed control box with wander lead, proven to save money for operators with the elimination of lost control boxes.

"We see this machine used on open Shell & Core environments, where floor loading restrictions prevent the usual heavier machines being used," said Fishburn. "A standard 19ft scissor lift can be twice the weight of a micro 13, yet

up to 80 percent of its life is spent working at heights of five metres or less. With further environmental pressure cutting the use of concrete in buildings and the focus on Scope 3 emissions on transport to and from the job site, the S3013mini could feasibly be the first on site and the last off, as it is more than able to carry out fine finish or fit out work as the job progresses."



The Snorkel S3013mini

MICRO LION

Last year Zoomlion unveiled its first micro, the 14ft ZS0407E. With direct electric wheel motor drive and electric linear actuators to operate the steering and platform lift, it eliminated the need for hydraulic oil. Working height is 5.6 metres, platform capacity 240kg with indoor and outdoor ratings. Overall width is 760mm, while the overall length is just 1.44 metres, putting it firmly in the micro scissor class as does the 895kg overall weight. Sadly, the stowed height with guardrails up is 2.05 metres, requiring guardrails to be folded to 1.7 metres to allow passage through a standard doorway. The ZS0407E has a 600mm roll out platform extension and features include lithium ion battery, IP67 rated drive motors, a brushless maintenance free DC lift motor, a real time lift height display - said to be accurate to within three percent - and a load indicator with a live display of the actual load on the platform with an accuracy of within five percent. ■



The new ZS0407E

What **strength** do you prefer?



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The Snorkel **S3010E** is already a hot little number and loved by anyone who needs to safely work indoors at heights of up to 5m! This super compact, lightweight and highly productive machine has an even hotter new partner in town...the new Snorkel **S3013M Mini!**

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Snorkel

sales.emea@snorkellifts.com

**S3013
MINI**



THE BENEFITS OF PUSH AROUNDS

With demand for low level ‘powered’ access continuing to grow, JLG has been expanding its product line to meet the changing market demands. Its director of sales and business development for Power Towers, Richard Puglia, talks about the market sector and its products.

“The popularity of push around lifts has been increasing over the past few years, driven by a growth of applications where ladders and scaffolding might previously have been used, as more companies look for safer ways to work at height,” says Puglia. “Low level lifts are also designed to reduce strain on the body and lessen the risk of musculoskeletal injuries caused by repetitive movements, such as climbing up and down a ladder. When an individual is working safely, they are more comfortable, more focused and more efficient.”

FIT-OUT DAMAGE

“Usage is also increasing in construction fit out where slab electric scissors are used in very low, tight finished spaces. Contractors are realising that driving these machines into such spaces can result in damage leading to increased costs and penalties. Push around alternatives can significantly reduce the risk of such damage, while for rental companies, small electric scissors can be freed up for applications that require their full height, instead of renting them out at lower rates for lower working heights.”

GROWTH DRIVER

“With space at a premium in urban areas, internal areas within buildings have shrunk, creating a greater need for lighter weight products with smaller footprints to cope with sensitive flooring and the need to use elevators to travel between floors. Push around platforms can also be used on catwalks, landings and other hard to reach areas. They are ideal for applications such as mechanical and electrical work, HVAC and ductwork, drywall, painting, retail refit and display, and cleaning, providing productivity improvements over ladders by enabling craftsmen to work freely with both hands.”

“The growing number of manually powered lifts also offer an eco-friendly solution with no batteries, hydraulics or oil, making them leak and fume free and completely quiet, ideal for working in environmentally sensitive areas such as clean rooms, data centres and hospitals. At the same time there is no need to worry about charging batteries or worrying about run times.”

“In summary, low level platforms are safe and simple to use, improve productivity and reduce fatigue and strain injuries,” says Puglia.

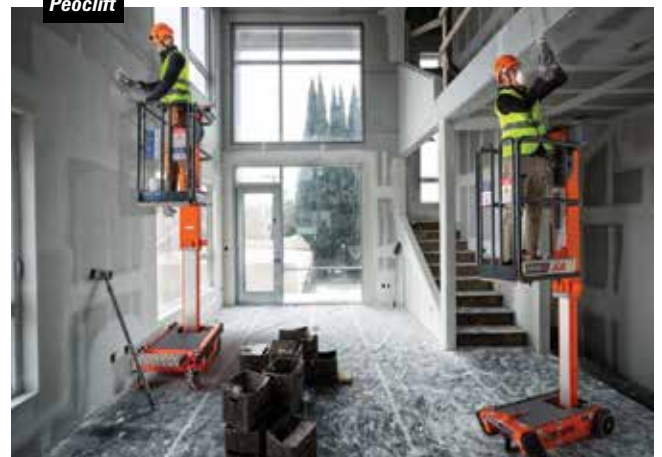
JLG’s low level range includes Pecolift and Ecolift, the electric push-around Nano 25, Nano 35, Power Tower and Power Tower Duo, and self-propelled Nano SP and Nano SP Plus lifts.



Nano 35



JLG Pecolift



A FEW CASE STUDIES

JLG has conducted several customer case studies, which have highlighted the benefits of low level access equipment compared to ladders, podium platforms or scaffold towers.

Long term test

In Germany specialist fit-out contractor ISG substituted ladders for low level platforms over a two year period. Until then ladders made up 90 percent of its access needs, however at the end of the two years ladders were only used for 10 percent of the work. The company reported the following factors when using the low level platforms:

- Subcontractors delivered better quality work, with greater efficiency reducing the time needed to complete tasks.
- Improvements were noted in the overall health of those carrying out the work.
- Paperwork was reduced as daily ladder permits were unnecessary.

The lead health and safety professional on site, Artur Stala, said: “There was a clear improvement in quality, efficiency, ergonomics

and worker health when using the Pecolift in our region compared to the access equipment we had used.”

42% improvement at Battersea

The Pecolift was also credited with improving productivity on a project at Battersea Power Station in London, where Imtech replaced podium platforms with Pecolifts for the installation of 600 metres of electric cable containment. The company claimed a 42 percent productivity improvement. Users liked being able to elevate the platform to the exact working height and found repositioning the platform to a new location was easier, thanks to eliminating the need to climb steps each time.

Six minutes vs 25 minutes

UK contractor Laing O’Rourke used a Power Tower platform in place of scaffold towers on a project and claimed significant time savings. In fact, a task that took 25 minutes to complete with scaffolding took less than six minutes with the Power Tower.



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- Strong load charts with 13.5 t of counterweight and hydraulic bi-fold swingaway on board while maintaining the 16.5 t/axle limit
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GMK3060L-1

- Capacity: 60 t
- Main boom: 48 m
- Max. jib: 15 m
- Max. tip height: 65 m
- Engine: Cummins QSL9, 254 kW EUROMOT 5/Tier 4 final

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ALL QUIET ON THE ALL TERRAIN FRONT

In terms of new developments and innovation, the All Terrain market sector has been a trifle quiet over the past year having undergone some interesting changes. Most manufacturers now plan their major new model launches to coincide with Bauma - although the next show is still 10 months away - often unveiling products that are still a year or two away from being ready to deliver. We take a look at latest developments and report from Liebherr's recent Customer Days event.

Liebherr used its Customer Days event to unveil the new six axle, 400 tonne LTM 1400-6.1. To some extent it is simply a re-engineered version of its popular 350 tonne LTM 1350-6.1, with the same 70 metre main boom configuration, but equipped with all the latest tech including the VarioBallast counterweight system that boosts the load chart, while providing a reduced tailswing when needed. It also extends the single engine concept to 400 tonnes and is said to be easier and quicker to set-up. More details on the crane can be found on page 30.

MARKET SIZE AND CAPACITY

In recent years, Liebherr has tightened its stranglehold on the AT market, and manufactured more than 2,000 units for the first time in its history last year. Its dominance has been helped by Tadano's ongoing challenges of absorbing Demag following the acquisition of its mobile crane business in 2019.

Earlier this year Tadano announced that it will close its plant in Wällerscheid, one of two

former Demag facilities in the Zweibrücken area. In all around 400 jobs are expected to go between now and mid-2025, with some of the Wällerscheid activity being transferred to the Tadano plant in Lauf, Bavaria, where it plans to invest in new production lines and recruit more staff. The company says that the move has been driven by the fact that the production capacity of the three plants is 750 to 800 All Terrains a year, and yet annual sales are running at around 450 units, with no sign of a dramatic change on the horizon.

Manitowoc is the other major manufacturer of All Terrains, with a factory in Wilhelmshaven, northern Germany. It has launched a number of new models with longer booms and appears to be benefiting from Tadano's struggles with its production and brand integration challenges.

UPDATED 300 TONNER

At Intermat earlier this year Liebherr announced an update to its 300 tonne LTM 1300-6.4 the main change being the incorporation of the company's new Liccon3 control system and



Liebherr's new 400 tonne LTM 1400-6.1 with 70 metre boom and improved Y-Guy Superlift system



Liebherr announced an update to its 300 tonne LTM 1300-6.4 at Intermat

installation of the new chassis cab - boom lengths, load chart and all other performance parameters remain unchanged.

The new chassis cab incorporates better quality materials, a new 'multifunction steering wheel',

ALL TERRAINS



One of the main changes to the LTM 1300-6.4 is the full width chassis cab



Tadano's AC 5.250-2 features include a new 'Surround View' camera system

side roller blind on the driver's door, central locking system with remote key, improved instrumentation and new display. The entire lighting package for the cabs and chassis - including new headlights and work lights - has also been improved.

Liebherr has also started delivery of other models with the Liccon3 crane control system including the 110 tonne LTM 1110-5.2s, the first 10 of which were delivered to German crane and heavy

transport company Riga Mainz, equipped with an additional remote access data logger.

NEW 250T TADANO

Shown as a prototype at Bauma in October 2022, Tadano's new 250 tonne 'class' AC 5.250-2 five axle All Terrain is now in production, while the previous 250 tonne model, the AC 5.250-2, continues to be offered alongside two 220 tonne five axle cranes - confusing? The new crane features a seven section 70 metre main boom

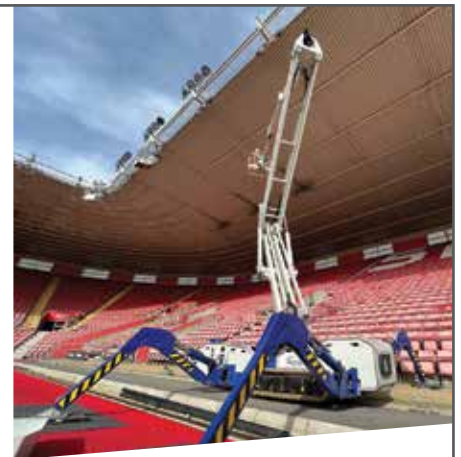


Shown as a prototype at Bauma in October 2022, Tadano's new 250 tonne 'class' AC 5.250-2 five axle All Terrain is now in production

topped by a lattice extension which can be built from 11.8 to 34.9 metres with 40 degrees of offset. A 7.1 metre insert can also be added between the boom nose and full extension to achieve the maximum tip height of 116 metres. Alternatively, a 20.9 metre three section telescopic extension can be added with a tip height of 94 metres.

The maximum capacity without 'special equipment' is 175.9 tonnes at three metres radius. More impressively the crane can handle 14.5 tonnes on the fully extended main boom at a radius of up to 24 metres. It can also manage 11 tonnes at a 42 metre radius on a 47 metre boom. When it comes to travel, it can carry a three sheave hook block or a 5.8 metre heavy duty runner on board within 12 tonne axle loadings, or up to 20 tonnes of counterweight where 16.5 tonnes per axle is permitted.

The AC 5.250-2 can install its full 80 tonnes of



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The AC 5.250-2.1 can lift 14.5 tonnes on its fully extended main boom at a radius of up to 24 metres



Early last year XCMG launched its second European All Terrain - the 120 tonne four axle XCA120E



counterweight in three lifts: 49.6 tonnes with a full 360 degrees at a radius of up to 6.2 metres followed by two lifts of 15.2 tonnes. The variable automatically monitored outrigger system allows asymmetrical set ups in predetermined extension widths of fully retracted, 25, 50 and 75 percent as well as fully extended.

The standard IC-1 Plus crane control system allows the available radius to be significantly increased at certain slew positions. The counterweight can be split into a large number of elements - none weighing more than 10 tonnes - allowing relatively small trucks to be used for transportation.

Other features include a new patented 'Surround View' camera system with six cameras to show a computer assisted diagram of the maximum possible extension lengths for each outriggers with the crane in that location, making it easier for the operator to set up on site. A 'TailGuard' active reversing assist system uses two ultrasonic sensors to monitor the area behind the crane when reversing and works regardless of

ambient light conditions. It shows the distance from stationary and moving objects on the in cab display, sounding a warning when close to an obstacle, and stopping the crane when there is a risk of collision. The backup assist automatically activates when the crane's reverse gear is engaged.

Tadano's 'Lift Adjuster' systems, which measures the boom's potential deflection and adjusts the lift cylinder to compensate to reduce the risk of load swing out on pick up, will be available on the crane next year. A hill start assist system is also standard.

All hydraulic components have been located away from the superstructure cab to reduce noise, while both cabs have been designed for easier entry and exit. Power comes from a single HVO ready Stage V diesel with Eco Mode and auto start stop.

CHINESE CRANES - ARE THEY COMING?

Chinese crane manufacturers such as XCMG,

Sany and Zoomlion have been knocking on the door of the European All Terrain market for more than a decade with little to show for it so far. However, this might be beginning to change as they invest more into European style cranes and begin to innovate. It seems they have realised that in the market cheap or 'me too' simply does not hack it.

Early last year XCMG launched its second European All Terrain - the 120 tonne four axle XCA120E - with a seven section 66 metre main boom, topped by an 11.65 to 18.5 metre bi-fold swingaway extension, which can offset by up to 40 degrees. Two 7.1 metre lattice extension sections can be added between the boom nose and the swingaway to achieve the maximum tip height of just over 96 metres, while the maximum radius is 60 metres. The 120 tonne nominal capacity is achieved at a theoretical 2.5 metres, at three metres it can handle 80 tonnes.

Power comes from an MTU diesel driving a 12 forward - two reverse speed ZF 12 TraXon transmission, with the three rear axles all driven, while all wheel steering is standard as is a retarder. The independent suspension system avoids the need for full width axles and is similar in its overall concept to that used by Grove. The new crane has an overall width of 2.75 metres, while the overall length is just over 14.3 metres.

The outriggers have up to five working widths, fully retracted, 3.83, 5.0, 5.9 or seven metres when fully extended. Maximum counterweight is 33 tonnes, made up of eight slabs allowing a variety of configurations. The crane follows the launch at Bauma last year of the 60 tonne XCA60 EV three axle hybrid All Terrain.

SANY'S 60 TONNER CAN IT BE A WINNER?

Last summer Chesterfield based Sany UK received its first 60 tonne three axle SAC600E, kicking off its plans to strengthen its presence in the European market. French rental company Foslev and the Hungarian Army took delivery of several units last year.

Andrew Snow, previously with Tadano UK was recruited to lead the Sany crane business in the

The XCA120E has a seven section 66 metre main boom, topped by an 11.65 to 18.5 metre bi-fold swingaway extension





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Recent projects

Liebherr LTM 1050-3.1



Tadano ATF 70-4



Liebherr LTM 1100-5



Liebherr LTM 1160-5



Sany SCE 1350A-EV



Sany SCA 1350A



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The Sany SAC600E features a six section 50 metre main boom



UK and Ireland. When it comes to All Terrains he is betting on the 60 tonne SAC600E to get the brand established. "I think the 60 tonner is probably the most popular sized AT in the UK at the moment," he says. "The SAC600E has a very good initial specification requiring few options and can be delivered very quickly."

Snow bases his expectations on his estimate that around a third of all ATs sold in the UK are 60 tonners or smaller, however, there are plans to bring in 120 and 250 tonne All Terrains as well. The SAC600E features a six section 50 metre main boom and can handle its 60 tonne nominal capacity at three metres over the rear. A 16 metre bi-fold swingaway extension with offsets of 20 and 40 degrees gives a maximum tip height of 69 metres. With its maximum 13 tonnes of counterweight installed it can handle 800kg at 39 metres radius. With full counterweight and hook block on board axle loads are less than 16 tonnes. While 4.2 tonnes of counterweight on the deck takes axle loads below 12 tonnes.

The Sany remote control



The new carrier cab has three seats which fold into a bed, a 10.1 inch touch screen including reversing camera and multimedia. The superstructure cab tilts up to 20 degrees and features a 10.4" LMI display screen. A wireless remote for outrigger and main boom operation is also standard.

Power is supplied by a Stage V MTU diesel driving an Allison transmission and Kessler axles. The front and rear axles are driven while all three are steered for a 6x4x6 configuration. The MachineLink+ remote telematics package is standard showing machine position, status, maintenance management and alarm status. The unit has an overall length of just under 12 metres,



The Sany chassis cab

is 2.55 metres wide with a maximum travel speed of 80kph.

UPDATED CITY CRANE

Japanese crane manufacturer Kato introduced an upgraded 13 tonne CR-130Rf City Crane - the CR-130Rv - at the start of the year, with the first units delivered in April. The main changes include a new Hino JO5E-VA Stage V engine with Selective Catalytic Reduction and Diesel Particulate filter, standard ABS braking, a new crane control system with ergonomically improved electronic joysticks which also allow the operator to set and record operating speeds and be more functional and comfortable to use.

Outrigger functions can now be operated from a hand held remote controller, which incorporates



Kato introduced an upgraded 13 tonne CR-130Rf City Crane - the CR-130Rv - at the start of the year

auto-levelling and engine control speed functions. Maximum spread is 4.75 metres with load charts for three intermediate positions, in addition to fully retracted.

The crane retains its six section 24 metre boom topped by a 3.6 to 5.5 metre hydraulic luffing jib, offsettable by 60 degrees, for a maximum tip height of almost 32 metres. A three tonne searcher hook is standard equipment. The crane's overall length is unchanged at 7.5 metres, with



The Kato outrigger functions can now be operated from a hand held remote controller

The Kato CR-130Rv with searcher hook



an overall width of 1.99 metres and overall height of 2.87 metres. Total weight is only 13.83 tonnes, split roughly evenly between the two axles.

Three of the first cranes delivered in Germany have gone to Mini & Mobile Cranes Körner and Baumo Kranservice. Though the companies are separate, they work closely together sharing the same yard in Duisburg. In 2019, Mini & Mobile Cranes Körner developed an in-house electric pack for the Kato CR-130 model range which can also be fitted on the new models. ■



Kato CR-130Rv cab controls





Liebherr wowed customers by driving an LTC 1050 onto a tandem lifted beam



LIEBHERR WOWS

This year's Liebherr Customer Days - the seventh to date - was another mobile and crawler crane spectacular, held for the first time at its repair centre in Ehingen-Berg, a short drive from the main Ehingen production facility. Although held every three years, it has been six years since the last event - with the planned 2021 gathering a casualty of the pandemic.

Around 3,000 customers from all over the world were invited to the three day event to see its latest All Terrain and crawler crane products and innovations. They included a new 400 tonne All Terrain - the LTM 1400-6.1 - a new version of its Crane Finder app, driver assistance systems and RemoteDrive for its All Terrains. And of course, a chance to marvel at the incredible crane demonstrations ending with a spectacular lift that always wows the audience. On the Saturday following the event Liebherr held an open day for employees and their families with an estimated 25,000 people attending.

NEW 400 TONNER

The only brand new crane on show was the LTM 1400-6.1. Billed as the world's most powerful six axle crane it will replace the popular 350 tonne LTM 1350-6.1. Main features include a six section 70 metre main boom including an improved Y-Guy Superlift system with a simpler single lift set up and a hydraulic quick coupling system that automatically closes when the boom is lowered between the two Y-frames. The electrical connection is established with one final movement, making it ready to operate in just a few minutes. The LTM 1400 is now the smallest crane with the Y-Guy system in the Liebherr line-up.

Liebherr says that the new all-rounder is "extremely flexible and economical thanks to a wide range of accessories, a highly functional

modular boom kit and familiar Liebherr technologies as well as driver assistance systems increasing road safety".

Although we have not yet seen the load charts, the LTM 1400 is said to have 'significantly higher' capacities than the LTM 1350. Various extensions and jibs are available, starting with the fixed lattice jib/extension that offsets by up to 40 degrees, it extends the boom by up to 45.5 metres taking the maximum tip height to around 120 metres. An 80.5 metre luffing jib takes the maximum tip height to around 140 metres.

As with its predecessor the counterweight for the LTM 1400 is 100 tonnes with an additional



Liebherr LG and LTR with 70 tonne hook block



Liebherr LR 125000-1.0



The new LTM 1400-6.1

IC-1 Remote

Advanced telematics solution

Boom length

Best in-class reach

Capacity radar

Working range in sight

Surround View

The ideal 360° view for optimal positioning and overview

Eco-Mode Start & Stop

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Take a closer look at Tadano.

Discover how our DNA can fuel your passion for lifting.

Tadano mobile cranes are filled with technology and innovations that are designed to make your lifts faster and easier. Innovations like IC-1 Remote that gives you access to crane operating data and Surround View that significantly makes it easier to find the optimal crane position. These features are more than talking points to us, they are part of our DNA.

Learn more about Tadano all terrain cranes at tadanoworld.com



VarioBallast hydraulically extends the ballast from a minimum radius of 5.6 metres for working in confined spaces to a maximum of 7.7 metres for maximum capacities



The LTM 1400 chassis cab

40 tonnes available. However, the new crane uses the VarioBallast system that hydraulically extends the ballast from a minimum radius of 5.6 metres for working in confined spaces to a maximum of 7.7 metres for maximum capacities.

However, unlike the LTM 1350, the LTM 1400 is powered by a single engine - an eight cylinder Liebherr diesel - with mechanical drive to the superstructure. It also features VarioBase outrigger set up with load charts automatically calculated for the outriggers when extended in any position up to 50 percent - a first for a crane over five axles - then 75 percent and fully extended.

For road travel the crane has an overall length of 17.8 metres and can meet 12 tonne axle loads with the full boom and a hook block on board. On site or where 16.5 tonne axle loads are permitted it can carry the boom, 10 tonnes of counterweight, a hook block and Y-guying system.

Other new features are the various driver assistance systems including a 'Blind Spot Information System' which warns the driver when someone is in the vehicle's blind spot, particularly useful when turning. A moving-off information system has a visual and acoustic warning if someone is in front of the crane, while it also monitors the more obscured areas around the crane while it is moving.

NEW CRANE FINDER APP

Liebherr has also updated its 'Crane Finder' database and added an app. All of which is designed to help customers find the right mobile or crawler crane for a specific job from a list of 76 machines which also includes some older models.

The new database enables users to input many more functions including information such as

Driving along the beam



ballast radius, support, main boom angle, accessory angle and central ballast for the project. The Crane Finder app then generates a list of suitable cranes. As before, all information can be displayed in large tiles or with a new compact list view.

A new 'Optimise Configuration' button, displays the minimum amount of counterweight needed for a specific lift, in order to reduce transportation costs and CO2 emissions. A new 'favourites' function, allows users to select and save their preferred crane models for a given job type.

LIFT SPECTACULAR

The highlight of every Customer Days event is a spectacular crane demonstration and finale - this year it included a drum, laser and drone show.

In 2012 the 'crane mobile' involved a 3,000 tonne capacity LR 13000 lifting an LR 11350, which in turn picked up an LR 1350/1 supporting an LTR 1100 lifting a scale model LG 1750 lifting a small All Terrain! Three years later two LTM 1750s were mounted upside down by their booms on a rotating crawler crane undercarriage. In 2018 Liebherr suspended

one of its new Rough Terrain cranes, caught in a spider's web of rigging between the lattice booms of two crawler cranes.

This year the highlight involved a three axle LTC 1050-3.1 - weighing 36 tonnes - being remotely driven off the 36 axle M-SPMT ballast wagon of a 2,500 tonne LR 12500-1.0 onto what looked like a 50 metre long lattice boom section which was then slewed and lifted to around 20 metres in a tandem lift by a nine axle, 750 tonne LTM 1750-9.1 and an 800 tonne LG 1800-1.0.

While in the air, the LTC 1050 drove along the beam and then slewed over the side to lift a large sign stating that since 2021 the EHINGEN plant has saved 19,500 tonnes of CO2 by using HVO fuel.

This was a highly complicated tandem lift, made even more difficult with the constantly changing centre of gravity of the load involving calculations in three dimensions! The LR 12500 - valued at around €30 million and sold to Sarens - featured a 7.5 metre wide high performance boom and 1,400 tonnes of counterweight. The crane can lift 1,700 tonnes at 100 metres and 315 tonnes at 200 metres.

The event ran late into the evening ending with a spectacular drum, music, drone and laser show. ■



The LTC was driven along a lattice boom section lifted in a tandem lift by an LTM 1750 and LG 1800



The evening show included music, drums, lasers and drones

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	Z600EH	ZT21JEH-V	ZT26JEH-V	ZT42JEH-V	ZT51JEH-V
1. Max Height	21.38m	22.95m	28.70m	44m	50.6m
2. Platform Capacity	250/360kg	300/454kg	300/454kg	300/454kg	300/454kg
3. Range extender	6kW	6kW	8kW	18.2kW	18.2kW
4. Hydraulic Tank Capacity	75L	75L	120L	245L	300L



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LET BATTLE COMMENCE

The recent influx of new players into the telehandler market has the potential, at least in theory, to cause some disruption and upset the established players. Perhaps a more worrying factor for JCB, Manitou, JLG and other participants, is that many of the new entrants are Chinese companies, most of them with large modern state of the art manufacturing facilities.

However, the telehandler market is a real challenge for any new entrant, no matter how strong they are. Over the years it has seen off a number of attempts by formidable construction equipment manufacturers, including the mighty Caterpillar and Volvo, while others such as Bobcat and Liebherr have struggled to gain any significant market share after years of trying.

The new Chinese producers currently have very low sales volumes, with little sign of that changing, due to there being a negligible domestic market and very low adoption in other markets where they tend to do well with their other products, such as South East Asia and Africa. Unlike products such as aerial work platforms there is little room for innovative concepts that might provide some product differentiation. Most telehandler buyers, at least of fixed frame models, want products that are pretty much the same in layout and design concept as those built by JCB and Manitou. Price is a factor but given the exceptionally high utilisation levels expected of telehandlers, few are prepared to risk changing to an unknown brand in order to save a few dollars on the initial purchase price.

Having said all that the Chinese manufacturers now entering the market - Sinoboom, Sany, Sunward, XCMG, LGMG and Zoomlion - are determined to 'give it a go' at least in Europe, if

not North America. The current world market for telehandlers is estimated to be in the region of 75,000 units, of which around 15,000 are sold into the agricultural market, the majority in Europe. A number of people in the industry anticipate the overall market increasing to 90,000 units a year and possibly reaching 100,000 a year over the next few years. Although telehandlers can be used with a multitude of attachments the vast majority of them are only ever used with the basic forks for palletised goods or a bucket for loose material.

TOUGH MARKET TO CRACK

As we have already said the telehandler market is very tough to compete in as the products are quite similar - almost generic - often with the same or similar components, while the big players have enormous cost advantages thanks to their high production volumes, making it an exceptionally hard market for a new entrant. However one area that might provide an opening is the growing adoption of telehandlers in some parts of Asia - including India - the Middle East and one or two countries in Africa. It is possible that a strong effort by the new entrants to sell their machines in these markets will help the concept take off leading to a dramatic expansion of the global telehandler market.



Major manufacturers such as Bobcat and Liebherr have struggled to gain significant market share



Chinese manufacturers such as LGMG are now entering the market

NOT IMPOSSIBLE

While it is a challenge to break into the telehandler market, Italian manufacturer Magni, has succeeded thanks to a clever strategy starting with 360 degree models, followed by other market niches, before tackling the mainstream fixed frame market (see Ricardo Magni interview on page 39). Founder and chief executive Ricardo Magni, believes the Chinese manufacturers may have some success in countries where telehandlers are mostly used with forks, but struggle in places where the use of attachments is the norm.



Magni's strategy to break into the telehandler market was based on building niche models such as this 51 metre RTH 6.51



By adding various attachments, Magni claims its RTH series can replace a 45 tonne Rough Terrain crane and a large access platform



Italian manufacturer Faresin has taken the electric concept up to 17 metres

REPLACING CRANES

As mentioned above, Magni made its name by introducing new and innovative 360 degree machines, and then moved into ultra heavy lift models that other manufacturers did not believe there was any demand for. The company is now aiming to replace small mobile cranes with its larger 360 degree telehandlers.

This has been a steadily growing trend on construction sites for several years but has not yet been widely adopted. It is however, one of the reasons cited by crane manufacturers for dropping 30 to 40 tonne All Terrain cranes from their product ranges. They tend to cost more to produce than a 360 degree telehandler, which also tends to be more compact, while having the option of carrying out multiple tasks using the wide array of attachments available.

Ricardo Magni said: "The eight tonne/46 metre Magni RTH 8.46 could replace a 45 tonne Rough Terrain crane. The telehandler can lift one tonne at a 31 metre radius - the same as a Terex 45 RT - and then by adding a platform attachment it can also replace a JLG 1850SJ as it is capable of a 58 metre working height with 450kg platform capacity - the JLG has half of this capacity at full height. The RTH 8.46 also has an outreach of 35 metres with a capacity of 450kg."

"The crane costs €420k, while our RTH 8.46 telehandler is €450k but can also do the job of a €320k JLG 1850SJ," he adds. "In theory this could allow the one telehandler to replace two machines on site, saving on delivery and collection costs. This is one way we see to expand our market and finally kill cranes under 35 tonnes. We are also looking at bigger models to impact more crane sales. In America we have many customers that rent or buy cranes who are replacing cranes with telehandlers giving them more versatility."

EUROPEAN GAINS IN AMERICA

North America has always had a preference for the 'high boom' telehandler design as seen on even the latest new products from market leader JLG/SkyTrak - the 6036, 6042 and 8042. However the European 'low boom' design and more luxurious cabs are becoming more popular in North America as an increasing number of operators get to try them.



The latest 8042 from SkyTrak

Magni began selling such machines there in 2015 and has just supplied an order for more than 500 machines - 19 metre/4.5 and 5.4 tonne units - to United Rentals. JCB is also confident of growing its market share in North America, although it produces both types of telehandlers. It has just broken ground on a new \$500 million factory in San Antonio, Texas to build telehandlers and aerial lifts. Telehandlers are now JCB's highest volume product line in North America.

NEW TECHNOLOGY

Telehandlers are not known for being 'tech fest' machines, so at Intermat it was interesting to see Bobcat's prototype TL25.60e Electric six metre/3,500kg compact model with more than its fair share of technology. Most obvious was a huge touch capable, OLED TV sized 'see through' screen on the right side of operator. The information displayed can be changed by running through the operator menus, but even when these are in use, the operator to still see through the screen so that visibility to the side of the machine is not blocked. Images from various cameras positioned around the machine can also be displayed on the screen eliminating any blind



The prototype also featured Bobcat's rear smart camera

spots. The machine also featured Bobcat's rear smart camera which detects people with warning colours of red, yellow and blue, depending on the distance they are away from the machine.

ELECTRIC ALTERNATIVES AND RETROFITS

By the end of next year, if not before, most manufacturers will have all electric telehandlers in their product range, especially at the compact end of the market. The change to battery power was led by Italian manufacturer Faresin, which has now taken the concept up to 17 metres. Manitou however - in addition to adding electric telehandlers to its lineup - has just handed over the first example a full electric retrofit telehandler to French rental company Kiloutou which has worked with the manufacturer to develop the concept of taking used diesel telehandlers from the rental fleet and converting them to all-electric powered models using a retrofit kit. The 'repowered' machine offers the same performance as the original diesel model in terms of power and speeds etc but is said to provide a 40 percent reduction in greenhouse gas emissions compared with the original. The life expectancy for the retrofitted machines is said to be at least five years. ■



Bobcat's prototype TL25.60e Electric featured a huge touch capable, OLED TV sized 'see through' screen

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Ricardo Magni

MULTI-FUNCTIONAL MACHINES

In a little over 10 years, Magni Telescopic Handlers has gone from nothing to one of the world's fastest growing and innovative manufacturers by concentrating initially on specialist machines particularly the larger 360 degree and Heavy Lift models. At Intermat founder and chief executive Ricardo Magni spoke about the business and future plans.

Formed in 2013 the business now has a second generation on board - Ricardo's four children Carlo, Eugenio, Carlotta and Chiara. The company is going from strength to strength launching its first compact machine in April and is currently investing €52 million in a new 200 acre/80 hectare production facility close to its existing plant in Castelfranco Emilia, Italy staffed by 540 employees. When those employed at its eight sales subsidiaries are included the head count stands at 662.

The company now has 195 dealers around the world working alongside the subsidiaries - two in the US, five in Europe and one in South Africa. In 2023 it achieved revenues of €509 million, a new record and up almost 12 percent on 2022. It also invested €20 million purchasing land near its head office for future development.

In addition to the financial results, the product range has also grown rapidly. By 2015 Magni had virtually completed its 360 degree range with 21 models, adding the world's highest reaching unit - the 46 metre/6,000kg RTH 6.46 SH the following year. It is now available with an eight tonne maximum lift capacity - the RTH 8.46. In 2020 the company upped its game still further with the 51 metre/6,000kg RTH 6.51 SH. Not content with building the highest, Magni then began to focus on high-capacity models starting with the 13 tonne RTH 13.26, currently the strongest 360 degree telehandler on the market.

By 2022 Magni felt confident enough to move into the highly competitive fixed frame telehandler market, with eight models including 15 and 19 metre models the TH 4.5.15/19 and the TH 5.5.15/19 with 4,500 and 5,500kg capacity. The following year it unveiled redesigned versions of its RTH and TH ranges, with the product line reaching 30 different models, all with improved cabs and high quality injection moulded plastics.

FINANCES AND EQUITY

In 2016 Magni sold a 20 percent stake in the business to Chinese aerial lift manufacturer Dingli for €14.4 million which not only helped fund growth, but also involved technology exchanges between the two companies. At the end of last year with growth accelerating rapidly out of the pandemic years - thanks says Magni to the decision to gear up production when others were cutting back - the Magni family decided to repurchase the shares held Dingli for €61.4 million, providing Dingli with a fourfold gain on its seven year investment.

GROWTH STRATEGY

The key to Magni's growth has been its strategy of building 'big', high specification premium market machines which according to Ricardo Magni "the competition couldn't or didn't want to make."

Revenues increased to €164 million in 2019 but then dipped as Covid hit to €148 million in 2020.



Magni completed its current facility expansion in May 2021 enabling it to double the number of machines

However, seeing the pent up demand that was building, Magni took the bold step of ordering double the amount of parts and components, as suppliers faced cancelled orders from other manufacturers. This, in conjunction with its new buildings being completed enabled it to 'fly' out of the pandemic when others faced supply chain issues, resulting in revenues doubling to €295 million in 2021.

"This was not luck because we had started our new production facility in 2019 which was ready in May 2021," said Magni. "Without it we would not have been able to produce double the number



The recent €52 million land investment means the company is now able to expand further with the aim to have as many components manufactured locally as possible

of machines. The following year we made a further significant increase effectively trebling our revenue in two and a half years. This was helped by competitors reducing stocks and cutting back because of the pandemic."

The recent €52 million land investment means the company is now able to expand further with the aim to have as many components manufactured locally as possible. "This is three times the size of the Lamborghini car factory," says Magni, "no one has this size of facility in the region. We want to concentrate the production of components locally to eliminate transportation, reduce pollution and reduce costs. We are working to produce our own booms and painting in house. However, we also aim to bring a cab and hydraulic cylinder manufacturer close to our facility."

Included in the investment is the construction of 100 new homes for those working at the new facility, as well as a pre-school and sports centre. Magni has already invested €2.1 million in building a primary school.

"This is a way to compensate the community using agricultural land for industrial purposes - but we are very happy doing this," says Magni.

NEW PRODUCTS

This year the company has announced several new models, including the TH 7.10, RTH 5.18, RTH 8.39 and the latest to be introduced the HTH 12.10. The Magni nomenclature system has the capacity in tonnes followed by the maximum lift height in metres. TH is a fixed telehandler, RTH is a 360 degree model and HTH a heavy lift machine.

"The HTH 12.10 has a maximum capacity of 12,250kg and maximum lift height of 9.5 metres. It can take nine tonnes and four tonnes out at its maximum height and four tonnes out at its five metre maximum forward reach - the load chart is the best in the market," says Magni.

With good margins on the larger machines providing some cross subsidy, Magni has now entered the compact telehandler market

The HTH 12.10 has a maximum capacity of 12,250kg and maximum lift height of 9.5 metres



with the 3,000kg/six metre TH 3.6. It has been developed in response to growing demand from its dealers, with the market for compact machines already estimated at around 15,000 units a year.

"There is a lot of competition in this sector but I think we needed something a little different so at three tonnes we have a bit more capacity over the 2.5 tonne norm, also a full visibility, spacious cab at least 100mm longer than the competition, and it also has the Magni Combi Touch System (MCTS) accessible via the seven inch touch screen as well as a true Load Moment Indicator (LMI) with extremely sophisticated and precise anti-tipping mechanism which allows constant monitoring of the vehicle's movements to avoid overloading. No one has this feature on this size of machine."

"For us, safety is very important and even a small machine must have the same level of safety as our bigger machines such as the RTH 8.46 which costs around €500,000. Also, three compact machines can be transported on a truck reducing costs."



The 8 tonne/46 metre Magni RTH 8.46

With the additional features and performance Magni has always looked for premium price, typically five to eight percent above the average competitor, and that is no different with this new model. "The increased safety and performance of the TH 3.6 has an additional cost, but we think it is competitive," he says. "This will be the smallest model we offer, we are not looking to introduce a micro machine."

Magni says that its 14 model TH fixed frame product range is now very close to being complete, ranging from three to seven tonnes capacity and six to 24 metres lift height with between three and 19 metres of forward reach. The TH 5.24 and 6.20 also have a five degree load movement to the right or left for easier load placement at height.

Other new introductions include the RTH elevating cab - totally redesigned from the previous version which now complies with ROPS/FOPS standards. The cab can be raised three metres and can tilt by up to 16 degrees, particularly useful in the waste handling sector as well as with the tree cutting attachment.

Three models are available with the elevating cab - the RTH 6.22, 6.31 and the 6.36. Magni claims that their load charts are between 30 and 50 percent



Magni has entered the compact telehandler market with the TH 3.6.

more than the main competitors. In total there are 18 RTH models with capacities of five to 13 tonnes and lift heights from 18 to 51 metres. The nine model HTH range offers capacities from 10 to 50 tonnes and lift heights from 10 to 14 metres.



The new elevating cab on the RTH 6.31EC

Magni also indicated that he was looking at the agricultural market and will unveil a new range of seven models in November this year. The company currently supplies Bobcat branded versions of its regular 360 degree models under an OEM supply agreement and hinted that further agreements may be on the cards.

ELECTRIC OR HYDROGEN?

Magni has no electric or zero emission telehandlers at the moment but when asked Ricardo Magni said: "After looking into electric power for the larger RTH machines it was not possible to have a battery life of more than three to four hours. For this type of machine, it is better to think of hydrogen power, but for two of our smaller models - the new TH 3.6 and a TH 5.8 for underground use - there will be electric versions in the future."

Ricardo Magni has 42 years of experience in the industry, having initially worked with his father Pietro who in 1972 established the company Fargh with his children Riccardo, Giorgio and Franca to design and manufacture hydraulic cranes. Ricardo took over the management of the company in 1981 when his father died, just as the company designed its first telehandler. He began a partnership with Manitou in 1982, with the French manufacturer taking a stake in the business in 1986 and renaming it MCI. 360 degree telehandlers came along in the early 1990s, with Manitou acquiring the rest of the company in the mid 2000's, leading to the departure of chief executive Ricardo Magni in 2009. The company name changed to Manitou Italia in 2011. In 2012 - just over three years after leaving Manitou - Ricardo Magni launched Magni Telescopic Handlers.

RECENTLY LAUNCHED MODELS

DIECI PEGASUS ELITE AND ELECTRIC

Italian telehandler manufacturer Dieci has launched a substantial upgrade to the top end of its 360 degree telehandler range starting with the 6,000kg/35 metre Pegasus 60.35, which becomes the Pegasus 60.35 Elite. The move is part of a programme to offer three levels of machine build - Pegasus Essential, Pegasus Classic and the new Pegasus Elite. The major changes for the Elite are the all-new controls in the form of the Easy Tech System - developed entirely in house - along with a completely redesigned cab that sits right at the front of the chassis and features 'smart' intuitive controls.

The company also unveiled its first all-electric model at an agricultural exhibition in February in the form of the six metre/2,600kg Mini Agri e-26.6



Dieci's first all-electric is the six metre/2,600kg Mini Agri e-26.6



Sinoboom has entered the telehandler market with three models - two fixed frame and one 360 degree

e-26.6. A version for the construction market was displayed at Intermat in April. Both units are similar to the regular diesel compact models, but the engine is replaced with a large electric motor and one or optionally two lithium battery packs. Actual lift height is 5.68 metres, maximum capacity 2,600kg and travel speed 24kph. The other specifications remain the same. Finally, Dieci is also working on a hybrid model with diesel and battery pack.

SINOBOOM TELEHANDLERS

Chinese aerial lift manufacturer Sinoboom has entered the telehandler market announcing a three model range which includes two fixed frame machines - the 14 metre/4,000kg TH40-14 and the 18 metre/4,500kg TH45-18 - plus the 360 degree 5,000kg/TH50-18R. All feature hydrostatic transmissions and high basic specifications.

How the Sinoboom telehandlers stack up

Model	Lift height	Lift capacity	Forward reach	Overall width	Overall length	Overall height	GVW
TH40-14	13.6m	4,000kg	9.5m	2.31m	6.2m	2.57m	11,600kg
TH40-18	17.6m	4,500kg	13.1m	2.3m	6.34m	2.6m	12,500kg
360°							
TH50-18R	17.6m	5,000kg	14.3m	2.5m	6.9m	3.33m	15,415kg

Overall length is without forks



6,000kg/35 metre Pegasus 60.35, which becomes the Pegasus 60.35 Elite

Full electric

Innovation, performance, technology

100% ELECTRIC TELEHANDLERS



2.6t | 6m
Battery life up to 11 hours



4-4.5t | 14-17m
Battery life up to 8 hours

-60%

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WACKER NEUSON'S ELECTRIC SUB COMPACT TELEHANDLER

Wacker Neuson has launched the production version of its new electric sub-compact telehandler - the TH412e. The machine is similar to the standard diesel powered TH412, offering a maximum lift height of 4.3 metres, with maximum capacity of 1,250kg. A 96V/18kWh lithium ion battery provides an uninterrupted operating time of more than three hours, while a 28kWh option offers five hours continuous operation. When it comes to recharging, a 3kW on-board battery charger is standard, with the option of a duplicate. The two combine to create 6kW for faster charging times.



A choice of lithium ion battery packs is available on the TH412e

JLG ADDS NEW SKYTRAKS

JLG has begun the introduction of a new North American SkyTrak telehandler line featuring a redesigned structure, reworked functionality, new technology and improved serviceability. The first machines launched last year were the 6,000lbs/2,700kg capacity 6034 and 6042 models with lift heights of 34ft/10.4m and 42ft/12.8m respectively. More recently the 42ft/8,000lb (12.9m/3,600kg) SkyTrak 8042 has just been announced.

The 6034 telehandler replaces the 6036 model, while the 6042 has been updated from the current machine. The units are also lighter at 14,500lbs/6,600kg and 19,100lbs/8,660kg with an 'optimised' frame structure allowing three 6034s or two 6042s to be hauled on a single flatbed trailer.



The new 8042 includes a lighter boom and chassis reducing the overall weight from 12,242kg to 9,600kg



Zoomlion unveiled its new six metre/2,500kg ZTH 2506 telehandler at Intermat

ZOOMLION ENTERS

Zoomlion unveiled its new six metre/2,500kg ZTH 2506 telehandler at Intermat. The compact machine has a maximum lift height of 6.1 metres at which it can lift 2,000kg. The maximum capacity is 2,500kg, while the maximum forward reach is 3.5 metres at which point it can handle 800kg. The compact machine has an overall width of 1.83 metres, an overall length of just over four metres and a 1.95 metre overall height.

Zoomlion has also launched two other fixed frame models - the seven metre/3,500kg ZTH3507 and 12.7 metre/3,500kg ZTH3513 - along with two 360 degree machines - the 18 metre/4,500kg ZTH4518R and the 24.8 metre/4,500kg ZTH4525R. The smaller unit can take three tonnes to its maximum lift height, while the larger model can handle two tonnes at full height. Maximum forward reach is 15.1 and 19 metres respectively with a capacity of 600kg and 300kg.

Hydrostatic 4x4 drive, 360 degree continuous slew, a 10.1 inch integrated display and floating forks are all standard, while options include an integrated work platform, buckets and lifting jib.

Skytrak 8042



The new generation 8042 includes a lighter weight boom and chassis, reducing the overall weight significantly from 12,242kg to 9,600kg. Power is provided by a Deutz diesel which does not require DEF, reducing maintenance as does a 30 percent reduction in hydraulic hoses and connections.

Other improvements include a new hydrostatic transmission, an advanced control system and electric over hydraulic joystick providing easier operation and greater inching control. A load stability indicator with colour coded visuals is optional along with seatbelt engagement and operator presence technology.

SANY ADDS EUROPEAN TELEHANDLERS

Sany unveiled its first European style telehandler - the 13.97 metre/4,000kg STH 1440 - mid last year. This was followed up by a further two machines at Intermat in April - the 17.55 metre/4,000kg STH 1840 and the 7.1 metre/4,200kg STH 742.

All three machines feature a 3.6 litre Deutz diesel, Dana hydrostatic transmission, ROPS/FOPS cabs and a three year/3,000 hour warranty. The main specifications are displayed below.

Sany's new telehandlers

Model	STH 742	STH 1440	STH 1840
Max lift height	7.07m	13.97m	17.55m
Max lift capacity	4,200kg	4,000kg	4,000kg
Capacity at max height	2,500kg	3,000kg	2,500kg
Cap @ max reach tyres	1,300kg@3.71m	200kg@9.69m	600@10.6m
Cap @ max reach O/R	N/A	1,250kg@9.69m	550kg@13.4m
O/A Width	2.35m	2.42m	2.42m
O/A Length	4.99m	6.16m	6.2m
O/A Height	2.54m	2.59m	2.59m
Max speed	30kph	27kph	27kph
Weight	8,325kg	10,980kg	12,300kg



Bobcat's new six tonne/26 metre TR60-260 roto telehandler built by Magni was launched at Intermat

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A PASSAGE TO INDIA

In late May, Cranes & Access' Imogen Campion visited India in order to gain an insight into the developments in the crane, aerial lift and telehandler markets. She began with a visit to Mtandt Group in Greater Noida, south east of New Delhi, one of the country's pioneering sales and rental companies which is benefiting from India's rapidly developing powered access industry.

BACKGROUND AND PERSPECTIVE

India has recently overtaken China as the world's most populous country, with more than 1.4 billion citizens in an area six times the size of France and nine times the size of Germany. Yet it is estimated that there are only 10,000 aerial work platforms available to rent with a further 4,000 units owned by end users. Around 3,000 of these are said to have arrived last year - 1,000 of them new and 2,000 second hand machines. If these numbers are accurate - or even close to reality - the aerial lift population will have grown more than 30 percent in 2023, however there is huge expansion potential.

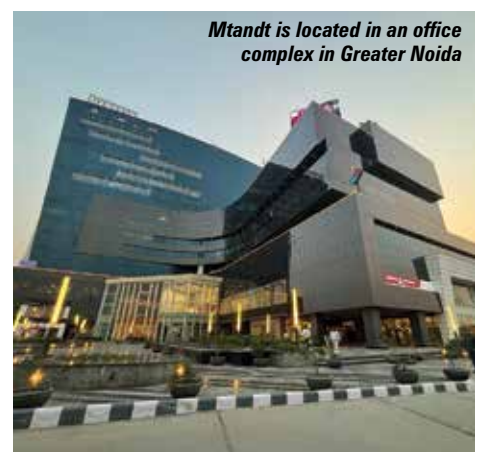
Current figures suggest there is one aerial work platform per 100,000 people or one rental machine per 140,000. Compare that to the United States and the figure is well over 200 per 100,000, Europe's figure is now more than 100, while China has grown rapidly from a similar level to India in 2020 to around six per 100,000 in 2024. Having said all this, a major factor in market development is GDP per capita and here India is way down the list at 136th with about \$2,500 per head compared to China at \$12,000 and the USA at \$70,000. But with annual GDP growth in the region of eight to nine percent things are changing.



Imogen Campion with Rakesh Modi

SPREADING THE WORD

Mtandt chairman Rakesh Modi joined the company in 1984 and is passionate about the business. Speaking about the local market challenges he says: "The biggest challenge in India is not the price, it's the awareness. Knowledge about aerial work platforms is very minimal, 80 percent of the potential customers still don't know anything about scissor or boom lifts. They don't see how fast, convenient and safe work platforms can be, and yet the chances are



Mtandt is located in an office complex in Greater Noida

that when the people that need them start using them, they won't go back to their old ways. There are 1.4 billion people in India, statistically the market is here, even government organisations don't realise their potential."

Traditional methods of construction are still widely used within the country, and often those methods are very unsafe and impractical. "The first task is raising awareness, the second is having the availability in terms of machines. We are planning to add 1,000 machines this year

which is still only a drop in the ocean compared to the size of the country," says Modi.

"India is growing in a very sustainable manner. Unlike other countries that grew very fast, India grows at a slow, healthy pace, it's so huge that even slow is big. We also want to make work at height safer and more efficient as the industry grows."

"INDIA IS PROBABLY THE CHEAPEST PLACE"

There are currently around 200 rental companies across India with Mtandt claiming a 10 percent share of aerial work platform market and a 28 percent share in Chennai in the south east where the company is based. "India is probably the cheapest place in the whole world to rent scissors and booms, we are 25 to 30 percent cheaper than in China. I would say that on average the cost of renting a 30 metre boom is around \$1,000 a month, and a 12 metre scissor approximately \$300 a month."

Mtandt is growing fast, as highlighted by a \$30 million order placed with Dingli in the first week of May, with machines being delivered over the next six months. The order includes 600 machines, of which around 500 are earmarked for the rental fleet and 100 for sales inventory. The company expects to place another order later this summer.

GOING INTERNATIONAL

In addition to its operations in India and Sri Lanka, Mtandt has dipped its toe in the UK market with the purchase of Web Systems International in Edinburgh, Scotland in 2020. The company produces under-deck access and netting solutions for installation under bridges, piers and oil rigs etc to improve safety and productivity of those working under decks or in other exposed high points. It has also opened a new subsidiary called Vertikal - no, nothing to do with the owner of Cranes & Access - as part of its expansion into tower crane sales and rental having signed a distribution deal with Spanish manufacturer Comansa. The distribution of cranes with capacities between 10 and 25 tonnes will officially begin in January however the company has already taken delivery of eight units with 12 more planned before the end of the year.



Shivani Aggarwal in digital marketing



Divisions of the Mtandt Group



A GROWING DISTRIBUTION BUSINESS

During the visit the company also confirmed its appointment as distributor for Italian truck mount manufacturer Comet which it distributes across the South Asian Association for Regional Cooperation (SAARC) region. It also represents Dingli, CMC, Falcon and Hoeflon in India.

SAFETY AND TRAINING

The company has been a major advocate for the safe operation of equipment. The National Institute of Technology Surat and IIT Delhi found that 11,614 people die each year in India's construction industry, and this maybe far

higher with some incidents going unreported. Consequently, the company founded CESL (Capital Equipment Services Limited) to provide safety training for aerial work platforms and for work at height in industrial environments.

Sanjay Verma is managing director of the training business and having been with the company for seven years, he said: "Mtandt is trying to get a mandate from the government to ensure that anyone who is using an aerial work platform will need a license. I am hopeful that by July we will begin to make real progress and have the mandate in place soon afterwards."

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"In the UK and other European countries work at height requires training, and that is what we need here. Mtandt's philosophy is a safe world, safe operator and a safe working environment. We provide safety solutions for working at height. There are plenty of institutes which offer crash courses when it comes to work platforms in India, but they are not accredited. You can count the number of certified institutes on one hand. The country turns a blind eye to the fact that anyone can operate aerial work platforms."

"We already have a training centre in Chennai and with this year's expansion plans, we will hopefully be able to add satellite training centres in all the major zones of the country, we are also looking at 'train the trainer' programmes."

50 YEARS IN BUSINESS

Mtandt can trace its roots back to 1974 when Rakesh's father Rajkumar Modi established 'Madras Tools and Tackle' as a hardware store, evolving into Mtandt as the business grew.



Rajkumar Modi

"Two members of our current staff have been part of the company since the very beginning" says Modi. "Everyone knows them as the 'owners of Mtandt', as they are the real power and the authority."

In 1985, the company introduced aluminium scaffold systems to the country and opened a manufacturing facility in Chennai. In 1995 it made further strides by purchasing its first scissor lift - a Skyjack SJ3380 - which cost \$500 and subsequently launched an aerial platform division.

The company transitioned from a proprietorship to a public limited company in 2005 and five years later launched the 'Academy of Safe Work Practices' - now known as CESL Training - to provide rope and access training for operators and engineers, and inaugurated its current headquarters in Padur, Chennai.

In 2012, it expanded its product range to include telehandlers, suspended platforms and truck mounted cranes, going online with maintenance, tools and supplies in 2014. CESL was formed in 2015, with CESL Training adding aerial work platform training in 2021.

International expansion began in 2017 when it branched out into Sri Lanka and then Qatar the following year as it expanded its aluminium scaffold manufacturing operations. WEB Systems International came in 2020, followed by the

new facility in Jewar in Uttar Pradesh in 2023. Plans are on the drawing board to expand into Bangladesh later this year.

"WE WERE JUST LUCKY"

Speaking of business principles and people management Modi says: "I believe that the most important element to running a successful company is the happiness of those working in the team. We have even introduced a 'No firing' policy. If you take care of your people, they'll take care of you. You have to create that culture and we will all grow together. This year all our 1,000 employees will become shareholders, we want to share our wealth with our people."

"If anyone asks what makes us successful, I tell them that we are just lucky. We found the best people to work for us, we found the best customers, we found the best vendors and we found the best media to cover us. We are all about our people, we want to provide happiness by inspiring enthusiasm and optimism."

LIFE IS FOR LIVING

"Life is not about making money, it is about living. For my father making more money wasn't important. He wanted quality time with family and relatives and have just enough time for the business. I never saw him unhappy, he'd always be smiling. He would say 'we live a king-sized life'." ■



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THE OTHER HIRE

It's one thing to be an expert in renting out equipment - but in a market with labour and skill shortages, it's also vital to know how to hire the right people.

Talk to almost anyone in the lifting equipment business across Europe - manufacturers distributors, rental companies and service providers - and they all highlight how hard it is to find and retain good people. Although career opportunities in the crane and aerial work platform market are excellent the sector has never been seen as sexy or even visible to the general public, and that can make it a hard sell to anyone, but especially young people looking to choose a career.

WINNING OVER A NEW GENERATION

Appealing to the next generation is never easy, especially when the crane or access sector is generally something they are not even aware of, even though the equipment surrounds them - if they could only see it. There are, however, methods that can be adopted. For example, Skyjack and its parent company Linamar are backers of the Skills Ontario competition. This annual event in Toronto sees school age students compete in a range of skills-focused events such as servicing heavy equipment and repairing cars.

"Supporting and celebrating youths interested in trades of all kinds is important for both highlighting our industry as an exciting option and for showing students the different paths they can take in their careers," says Skyjack's Malcolm Early. "We utilise information and statistics from trade associations and other sources, to help with our recruitment strategies. Furthermore, we also



Crane operation at My Future My Choice

make sure that our values are clear to potential employees on our social media and careers pages."

NEVER TOO EARLY FOR NIFTYLIFT

One company that has been actively promoting the access industry to Primary and Secondary School students in the UK is Milton Keynes based Niftylift with its Nifty 4 Schools programme.

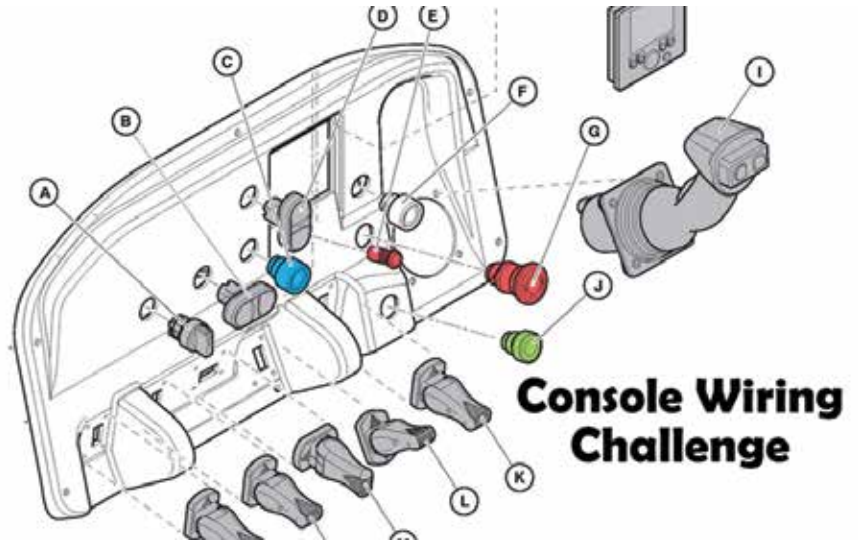
One of the many activities included is the RC Nifty Challenge Day - a team based-competition to build and code a Niftylift inspired, remote controlled



1:10 working scale model based on its HR12N boom lift for those in Year 8 and Year 9 - roughly 12 to 14 year olds.

The company also runs a 'Design a Niftylift poster' competition and offers a free to download repository of interactive educational presentations and videos covering STEAM - Science, Technology, Engineering, Art and Maths - subjects for primary and secondary schools.

These include: 'Make a Rotating Cage', 'Make an Articulating Boom' and 'Make a Telescopic boom'. For younger children - catch them early - the company has made a fault finding video called 'Who Burnt the Toast, that schools can use to help develop fault finding skills and logical thought. It also has interactive video presentations such the 5S Challenge which highlights the Toyota principles for quality manufacturing, and a downloadable 'Console Wiring Challenge' and interactive quizzes for those who like the idea of designing or building things.



Console Wiring Challenge

MY FUTURE MY CHOICE

The Vertikal Press, owner of Cranes & Access, has also played a small role in the UK and Germany. In the UK Vertikal Days has played host to the organisation My Future My Choice for the past 10 years or so. Each year, it teams up with local schools with a group of young students attending the show on one day and a group of more senior students the next. While at the event they join in with workshops where teams are taught the basics of lifting and hydraulics and then form teams to design and build a piece of lifting equipment. They also have a chance to operate a real crane and finally are given a guided tour of the show with the chance to interact with stand personnel.

So far it has covered schools in Haydock, Silverstone, Peterborough, Derby/Donington and this year Newark. Liebherr has sponsored the event over the years and provided the crane with a trainer. Hopefully that has at least created a few clusters of young people who are aware of the industry and its opportunities if nothing else.



www.matilsa.es

ASSOCIATIONS AIMING TO HELP

Recruitment and retention in the rental sector are such big issues that last year the European Rental Association - ERA - made it one of the pillars of its three year strategy. Its ensuing report made 10 recommendations to rental companies, bookended by broadening recruitment and embracing new technologies. The latter is important, along with wanting to work for companies which share its values.

In the UK the CPA's 'Stars of the Future' awards encourages excellence in those taking apprenticeships, with categories from equipment operators to lifting technicians, tower crane installers, mechanics and hire desk controllers. Vertikal's Leigh Sparrow, one of the judges said: "Over the past three years I have been hugely impressed by the number of high calibre apprentices we get to see. Choosing the eight winners from a short list of around 75 is a nightmare, with so many of them deserving. We also see some amazing mentors that help share their experience and encourage young people passing on their passion for the industry - a truly humbling experience."

DIGITAL PLATFORMS

In addition, new digital platforms are emerging to help with recruitment challenges. One example has been created by Elliot Hawkins of Hawks Crane Hire in the UK, who set up UpRate, a matchmaking service aimed at the lifting industry. It allows those seeking work to post their details, qualifications and experience, and for employers to post their details and requirements. Nothing new there, but it also allows them to leave reviews of previous employees. Many of the crane jobs are immediate short term such as 'Compact crane operator wanted tomorrow morning - Essex' or A66 spider crane operator wanted one week's work starting next week.' But also, there are well paid permanent positions for business development managers.

Hawkins says: "I saw the issues we were experiencing, particularly with recruiting blue collar workers and that really drove the development of this platform. We've been running now for nine months and it is continuing to grow."

TRAINING AND QUALIFICATION CAN BE A HOOK

Like many rental companies Hawks runs a dedicated training division with a training centre in Dartford, Kent, offering formal qualifications for crawler crane operation, crane supervisors and slinger signallers. In most of Europe and North America gaining such formal qualifications is expensive, putting off potential candidates from acquiring them, especially as some courses can take a week or two or even longer, adding loss of earnings to the cost of the course. The challenge for rental companies is that if you offer to cover the costs of obtaining the qualification for new recruits, you cannot always be sure how well they will do, although manufacturers of crane and lift simulators suggest that they can be used to weed out those with little to no natural aptitude for crane or equipment operation. Many companies offer training and support the gaining of the relevant qualifications on the understanding that the recruits will remain with the business for



Hawks Crane Hire in the UK set up UpRate - a matchmaking service aimed at the lifting industry



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CHANGING DEMOGRAPHICS

"Gen Z and even younger generations are much more mobile based," says Hawkins, "so offering them a quick solution to finding a job using their phones can only be a good thing. It also makes it easy for young people to understand the earnings potential that our sector offers, and how quickly they can be making good money."

SIMULATOR CITY

To outsiders, lifting equipment can look quite traditional, but in fact it is right at the leading edge of simulator training tools.

CM Labs was one of the first simulator manufacturers to get involved in the powered access market while also offering a range of crane simulators. CM's Alan Limoges says: "There is a lot of excitement with younger generations when a simulator is in the room. Some of our clients are bringing our portable Edge Plus simulators to career fairs or taking them on the road, they attract a lot of attention and make for a great conversation starter."

"When young people who are deciding on a career path see it, it piques their interest given that screens and joystick controls are something they have always known and are familiar with. They take very naturally to simulation and virtual training. It's amazing too, since they get the chance to feel what it's like to operate heavy equipment in a perfectly safe environment. I've seen it happen where high school students will try the simulator and say, 'Wow, I never thought I'd

enjoy this so much'. It gives them the opportunity to see the line of work in a new light and to envision themselves working as an operator."

However, several simulator manufacturers that focus on their use for screening candidates for training courses also state that while the younger generation take to the controls like a 'duck to water' older candidates start slower, clearly not initially adapting to the machines like the younger candidates. However they begin to match and even overtake the youngsters over an hour or two, particularly if they already have previous experience of operating equipment.

The National Construction Training Centre in Mount Lucas, Ireland has, like most of us, found that awareness of the industry is the biggest challenge to recruiting younger people. In an attempt to correct this it has moved to more simulator training and says it has begun to see enrolment grow as a result.

Manager John Kelly said: "There is a new pool

out there that doesn't come from a construction or agricultural background. If you ask a 17 or 18 year old to jump on a real machine and drive it, they'd be terrified. But with a simulator, they know they can't do any damage or make a show of themselves. Simulators are creating a new pathway to construction."

Of course, for many businesses recruiting requires engagement with the local community. "We have to educate students, teachers and parents about the types of careers available in the sector," said Limoges. The Missouri Public Utility Alliance, which runs CM Labs machines, has held a free 'bootcamp' for high school graduates. The curriculum included safety training, practical skills training, and the chance to network with potential employers. For the practical training portion, participants were given hands-on and simulated exercises. "It was inspiring to see the next generation getting involved in the construction industry," he said. ■

CM Labs Simulation Installation at Mount Lucas, Ireland



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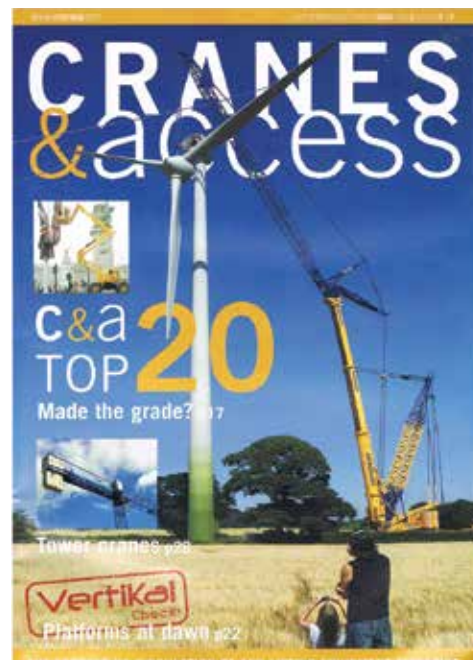
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A BIG MONTH FOR VERTIKAL MAGAZINES

June marks two significant stages in the history of the Vertikal Press. The first and the most significant, as it relates to this magazine, is that it is exactly 25 years since the publication of the very first issue of Cranes & Access. Prior to the May/June issue of 1999, the company produced Cranes UK magazine, originally as part of a regional range of magazines along with a German equivalent Kran & Bühne established in 1995 by construction equipment publisher KHL.

The first issue of Cranes UK was published in the spring of 1995, sadly we have not yet found a copy, but do have the second issue. The editor was Tim Whiteman and the assistant editor was Murray Pollock, known to many of you as editor of Access International and later International Rental News. The second issue highlighted a rare, but potentially upcoming crane type, mini crawler cranes... a sector that is still growing.

When Tim Whiteman - one of the original KHL team members - decided to leave the company, he and the other partners reached an agreement that he take these publications into a new company. So in May 1999 he established The Vertikal Press Ltd in Brighton, UK, however the first issue was in fact still published by KHL with Whiteman taking them over that summer.

Tim Whiteman had come to understand that most major rental companies - specialist and general - around the world ran both cranes and aerial work platforms, not to mention telehandlers. This was also true of all the contractors, the larger ones having a management team member dedicated

to access and lifting equipment and these were his target readership - thus Cranes & Access and Kran & Bühne.

THE FIRST CRANES & ACCESS

In the first issue of Cranes & Access Whiteman conducted a joint interview with Martin Ainscough of Ainscough Crane Hire and David Barrat of Initial Plant Services - a division of publicly quoted company Rentokil. Ainscough had until then run a fleet of around 280 mobile cranes but had recently dipped its toe in the access market with the addition of around 150 booms and scissor lifts, mostly as a service to its crane customers but also to make sure it did not miss out on a potentially lucrative and growing access market. Barrat on the other hand ran Initial Plant Services which owned Grayston White & Sparrow with around 500 cranes and included the leading powered access rental company at the time, PTP, with more than 1,400 aerial work platforms. The two companies operated from 45 to 50 locations. The PTP business was run as a separate operation to the crane company in the belief that cranes



came with operators, while platforms did not - hence a different business model. The two senior executives had totally different views on which of the two policies was better - thus the interview to kick off the new Cranes & Access title. The article is still worth reading, especially with the benefit of hindsight. We plan to place a digital copy online over the next week or so.

IN THE NEXT ISSUE OF

C&A

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THIS ISSUE WILL INCLUDE FEATURES ON:

TOWER CRANES

From flat tops to self-erectors, we bring you a roundup of the latest product news in the tower crane sector. We also look at a special application or two. If you have any news or information to add, please get in touch.



SCISSOR LIFTS

There's always plenty of developments in the scissor lift market, which ranges from small micro models to massive heavy duty models, Rough Terrain diesel or electric. We will be taking a look at the developments that have been changing what was a relatively mature market. Have you got any news to tell?

GLASS HANDLING

Glass handling is becoming an increasingly important market sector for lifting equipment from glazing robots to telehandlers, cranes, platforms and some ingenious attachments. We take a look at the latest equipment and a few interesting projects.



VERTIKAL DAYS 2024 PREVIEW: EUROPE'S LARGEST LIFTING EQUIPMENT EVENT!



Poised to be the largest gathering of lifting equipment in Europe this year, Vertical Days 2024 will take place on 11th and 12th of September at the new location of Newark Showground, Nottinghamshire. With a number of first time exhibitors attending visitors can anticipate an impressive array of new product and brand launches from crane, aerial lift, and telehandler manufacturers. More than 30 first time exhibitors will be represented promising everything from cutting-edge technological advancements to innovative software solutions and ancillary products.

We will take a look at what to expect along with advance notice on new product launches and information on getting a ticket and how to get there etc...



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200 K&BS

The second milestone is the publication of the 200th edition of Kran & Bühne, the first having been published in 1999 and the 100th following in 2011. While C&A and K&B naturally cover much of the same news and information, they have always been written, managed and printed by an entirely different team, with K&B based in Freiburg, southern Germany. The original office was opened in the town in late 1999, chosen for its proximity to Switzerland and France as well as its world class university, resulting in a multilingual talent pool. Several members of the current Freiburg team - Nicole Engesser, Rudiger Kopf and Karlheinz Kopp - joined the business during those first weeks. In fact, Nicole will tell you how she assembled all of the Ikea office furniture single handed. We were finally obliged to move from the original offices earlier this year.

While Cranes & Access is aimed at a global audience, Kran & Bühne naturally targets the German speaking regions, mostly Germany, Switzerland and Austria. The title has remained as popular as ever. In the summer of 2003, just before Leigh Sparrow took over business, he attended the Platformers Days exhibition, where the change of ownership announcement was made.

"I asked everyone - a lot of people I knew from my previous career and a good few people I didn't know - what they would like to see changed with Kran & Bühne," remembers Sparrow. "The response was both passionate and unanimous. 'Don't touch it! It is already great - perfect even'. While I did not fully agree with this notion, it was one less thing I had to have to worry about. So, we did leave it alone. I might have tried to occasionally provide a little 'soft influence' from time to time, knowing full well that I would be totally ignored if it was not a great suggestion. Leaving well alone however, turned out to be a good move as it has flourished on its own and has grown better every year."

VERTIKAL.NET

As to the online news service Vertikal.Net, it is one of the youngsters in the stable, dating back to the spring of 2001 when it made its debut at Bauma, well before most of the industry - or the world for



that matter - was digitally connected. Google was still a baby, while Facebook was a book with faces in it - the Facebook we know today did not come along until 2004. All of the Cranes & Access and Kran & Bühne magazines published since 2001 have been added to Vertikal.Net in a digital format and are still available to read or download.



THE GUIDES

The first Vertikal Guide to an exhibition was Vertikal Intermat published in French and English in the spring of 2003 and distributed at the show. Vertikal Bauma - German and English - was added the following year and its success proved transformational to the financial health of the struggling business. Vertikal Conexpo - in Spanish and English - made its debut at the 2005 show.



AND VERTIKAL DAYS?

In case you wondered, the first Vertikal Days was held in 2007 at the Haydock showground. Interestingly the 1995 Cranes UK issue, contains a brief review of the CMPE show held that year in Haydock, the popularity of which led to Vertikal Days being based there for 10 years. Don't forget the next one is planned for September 11th this year.



AND ONE THAT DID NOT LAST

Around 2006/2007 the company licensed the content and title to a Russian company to create Cranes & Access Russia. Apparently, the English version of the magazine was already popular in the country, as was Vertikal.net but it was not accessible to all. So, Cranes & Access Russia was born together with Vertikalnet.ru however a combination of the financial crises and a licensee that lost his way, put paid to both by 2009.





Assembly begins

An aerial view of the assembly



The slewing track takes shape



ASSEMBLY UNDERWAY OF 'WORLD'S BIGGEST CRANE'

Mammoet has started assembling - or should it be building - its massive 6,000 tonne SK6000 crane at the company's Westdorpe facility on the Belgian border in southwest Netherlands. It should be completed towards the end of this year. Announced in 2020 and promoted by the company as the world's largest land based crane, this incredible lifting machine is based on the ALE containerised heavy lift crane concept used on the SK190 and SK350. In addition to its 6,000 tonne maximum capacity, the all-electric SK6000 can handle 3,000 tonnes at a 220 metre radius.

The initial work has involved the assembly of the slewing track, base frame, power packs and the control room. Three cranes are supporting the build - two 250 tonne crawlers and a 140 tonne mobile harbour crane.

Project manager Koen Brouwers said: "This is a thrilling new chapter for Mammoet and modular construction in heavy industry, as we see the SK6000 taking shape. It will offer a hook height, outreach and lifting capacity far in excess of any crane on the market. We are excited to bring this ground-breaking technology to our customers, helping them achieve their project goals with greater efficiency and more sustainably."



Computer generated design of the machine

NEW IPAF HOIST COURSES

IPAF has launched two new programmes for rack & pinion hoists and platforms - the Construction Hoist and Advanced Installer training courses.

Candidates need six months of supervised hoist installer experience to enrol in the first course, with a 12 month experience gaining gap before taking the advanced course. The courses cover legal installation, maintenance, inspection and dismantling of hoists, safe systems of work, and include technical theory and supervised on-site practice at an IPAF approved training centre.

The Installer course lasts five days and the Advanced Installer three days. Graduates receive a digital certificate via the IPAF ePAL app, valid for five years.



FRACTURED BACK FROM FALL

UK roofing company Hightech Roofing N/W has been fined £20,000 plus £5,860 in costs after a 24 year old employee fell 4.8 metres through a roof light in August 2022, sustaining a broken foot, ankle and fractured vertebrae.



FATAL CRUSH COSTS £40K

Roger Gibbons, director of UK company RM Gibbons, received a 16 week custodial sentence, suspended for 12 months plus a £40,000 fine and costs of £9,420 after one of his employees, Uldis Sankans, 30, died in a crushing incident while using an aerial work platform at work.

The HSE found that RM Gibbons failed to properly train and risk assess the use of aerial lifts on site. HSE inspector, Mike Lisle said: "This incident could easily have been avoided by simply identifying the risks and putting in place appropriate control measures and ensuring employees have been suitably trained."

MANITOWOC UPGRADES TRAINING IN BRAZIL

Manitowoc has upgraded its São Paulo training centre, doubling its capacity, which it claims is now the largest in South America. The upgrade includes an additional crane simulator, a new classroom and additional instructor. Registrations for crane training in Brazil have increased by 350 percent in recent years, making São Paulo Manitowoc's fastest growing mobile and crawler crane training centre of its six international centres.

The new simulator, similar to those in the US and Germany, allows technicians to practice troubleshooting, maintenance and operational testing.

Global trainer, Josh Garrington said: "We are aiming to have more people better trained and in a shorter timeframe. Our new QuickStart programme was designed to reduce the time that it takes for a technician to become well versed on certain crane types from the current three to five years to less than 18 months."



CRANE COLLIDES WITH SCISSOR

UK companies Optilight Electrical Services and Expert Tooling and Automation were handed fines totalling £60,000 for an incident in which an overhead crane knocked over a scissor lift, causing the man in the platform, 52, to fall to the ground leaving him with eight broken ribs, a broken elbow, a punctured lung and a fractured skull. A second man narrowly escaped the falling scissor lift.

Mansfield based Optilight was fined £7,000 plus costs of £1,000 for not identifying the risk of overhead cranes to its employees when working at height. Expert Tooling of Coventry, was fined £50,000 plus £2,000 in costs for not putting procedures in place to prevent the use of overhead cranes while work at height was taking place.

HSE inspector Charlotte Cunniffe said: "This case clearly illustrates the disastrous consequences that can occur when two companies assume that the other has taken responsibility for safe working practices - a failure to communicate effectively."



WHO TRAINED THEM THEN?

Another example of Australian ingenuity from one of our readers down under. Looks like the team on this timber frame project only had a convertible step ladder when they really needed a platform or small tower.

The solution - extra manpower. They look as though they would be more at home in the circus. We assume the job was completed without further drama, although how the man on top got down again is a mystery.



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SURVIVING THE SPIDER: A LESSON IN WORKPLACE SAFETY

Miscommunication and insufficient training on a work site can have dire consequences particularly when working with large access equipment. Cranes & Access' Imogen Campion talks to Joni Vepsäläinen about a life-changing incident that could have easily been avoided.

I first met Joni Vepsäläinen rock climbing in Laos, South East Asia, earlier this year. After climbing with him on several occasions he shared his story with me about a life altering injury he'd suffered whilst working with a spider lift.

Joni had a very prominent scar covering the entirety of his left calf. Curious, I asked about its origin. In March 2018, Joni, 29 at the time, a Finnish rope access technician and aerial lift operator from Helsinki, was working on a window cleaning job when he was run over and trapped by a six tonne, 30 metre spider lift, crushing his left leg beneath its tracks.

The spider operator - who was 20 - was driving the lift from the remote controller - dog walking as it is sometimes referred to - having completed his training just two weeks earlier. The incident occurred when Joni and his colleague were moving the spider lift into position to clean the higher windows on an office block.

Joni had walked ahead of the spider to lift a car park barrier to allow the platform to pass through. The operator, moving along behind the lift did not see him and presumed it was safe to drive the lift forwards before receiving confirmation. In doing so, Joni was caught by the machine as it turned, knocking him to the ground and pinning him under the tracks.

He attributes the fact that he didn't lose his foot to the quality of his work boots. "The lift was on top of me for between 30 seconds and at least a minute until he was able to move it off me," he recalled. "My colleague began to panic and was going into shock so I had to yell and tell him to call an ambulance."

Despite the magnitude of the trauma, he says he wasn't in pain which he believes was due to the adrenalin. An ambulance arrived within five minutes of being called and he was rushed to hospital where they put his dislocated knee back into place, inserted a titanium rod in his shin, and secured multiple bolts throughout his fractured lower leg. The extent of the injuries were severe, with his tibia, fibula and seven bones in his feet shattered, as well as his leg being grotesquely torn open.

"I was in hospital for four weeks, I did four months of physio and finally began working again seven months later. I got bored in hospital, I was looking forward to getting out and back to my hobbies and work. I kept my strength for rock climbing through focusing on upper body strength



The spider in question



and worked on my balance through slack lining despite having a cast on my leg."

He did not let the injury deter him and has been rock climbing for 13 years taking up the activity barely four months after the incident. He is now climbing at a technical grade equal to where he was before the injury but says it still prevents him from doing certain exercises such as running.

"I have been working with cranes since 2014 and spider lifts since 2016 and have always known the risks that come with operating large equipment, but I was used to working alone or with others who had more experience."

HELPING OTHERS

"The incident with the parking barrier was something I did not expect, my colleague simply didn't communicate with me," he says.

Despite enduring severe injuries and undergoing extensive rehabilitation, he has not only resumed his professional duties but also taken on the responsibility of training others in safety protocols and effective communication in the access industry. His experience serves as a reminder of the critical importance of thorough training, clear communication, and vigilance when operating heavy machinery, ultimately emphasising the value of prioritising safety in any workplace.

Joni's journey from a life altering accident to his remarkable recovery and return to rock climbing showcases his strength of character and passion for his work. He still works with spider lifts at the same company, Suomen kiipeilytekniikka, in Helsinki, which specialises in construction, property maintenance, and window cleaning. ■



Joni Vepsäläinen





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CALL FOR ACTION ON EMBARGO TIMES

The CPA has written to the UK secretary of state for transport - Mark Harper - expressing concerns about the enforcement of embargo times by regional police forces, which restrict the movement of heavy equipment at the start and end of the working day.

The letter highlights the inconsistent approach being adopted by different police forces, with several being particularly stringent and inflexible in their interpretation and enforcement of embargo times. Crane rental firms in particular have been targeted, facing close scrutiny and penalties for minor violations. One CPA member was flagged for a 49 second embargo violation, while police vehicles have been seen monitoring departure and arrival times at depots and sites.

A report by the Centre for Economics and Business Research (CEBR) predicts that the enforcement of the regulations could result in a £1.5 billion loss over the next decade and £2.4 billion in additional business costs. Consistent and logical enforcement could potentially boost the UK economy by more than £5 billion.

The letter calls for a review of the association of chief police officer's 2010 'Guidance on the Movement of Abnormal Indivisible Loads' to take a sensible approach to enforcement, working alongside the construction industry.

The letter was also sent to other ministers, including Alan Mak - construction, Chris Philp - Policing, and Guy Opperman - roads, along with shadow ministers Louise Haigh, Jonathan Reynolds and Bill Esterson. A copy was also sent to Sussex Police chief constable Jo Shiner who leads on Road Policy at the National Police Chief Council.

The CPA was informed that the matter has been referred to the Home Office, as it comes under police jurisdiction. Policing minister Chris Philp stated that each chief constable can manage movements in their area and stated that large or heavy abnormal loads might need a police escort due to higher risk assessments, which could incur a service fee.

The College of Policing has updated its guidance, referencing the 2010 document on vehicle load movement. You can find the updated guidance here: www.app.college.police.uk/app-content/road-policing-2/management-of-incidents/#vehicle-loads

CPA legal manager David Smith said: "It is disappointing that the politicians are failing to take immediate action to address this issue and have instead deferred it to chief constables who are simply enforcing the legislation implemented by the politicians."

"The construction industry is the heartbeat of the economy, with the plant-hire sector critical to the successful development and delivery of large-scale infrastructure projects and the housing we need. Our members pride themselves on their professionalism in their approach to the safe delivery of construction equipment to sites right across the country."

"Both the Government's and police's approach is detrimental to our members and the long-term viability of their businesses. We are calling for greater engagement and common sense on the part of forces across the country."



ESTA AWARDS ACHIEVEMENT FOR AINSCOUGH

The European Association of Abnormal Road Transport and Mobile Cranes (ESTA), of which the CPA is a lead member, held its annual awards event in Paris in April.

CPA member Ainscough was shortlisted in three categories: Telescopic Cranes over 120 tonnes, Cranes - Lattice boom, and Training, winning the Telescopic Cranes over 120 tonne award for a kiln installation at the CEMEX Rugby Cement plant and the Lattice boom award for work on Liverpool Anfield Stadium, using an underslung lifting beam solution.

The 2025 ESTA Awards will be announced in Munich next April.




L-R Peter Brown of CPA, Igor Scalas of Ainscough, Sharon Fisher of Ainscough, Brian Jones of CPA, Dave Baxter of Ainscough and Andrew Spinks of Ainscough



CPA CONFERENCE 2024 TO DISCUSS 'SHAPING THE FUTURE'

The 2024 CPA Conference, 'Shaping the Future: Insights for the Plant-hire Sector,' will be held on November 7th at the Heart of England Conference and Events Centre in Fillongley near Coventry. Delegate tickets can be booked online - check the Vertical.net Events section.

Merryn Myatt, a former TV presenter and journalist with BBC, ITV and Channel 4, will host the conference along with Peter Haddock, a social media and PR specialist. They will lead interactive debates on innovation, decarbonisation, digitalisation, skills, business growth, succession planning, and mental health and wellbeing in construction.



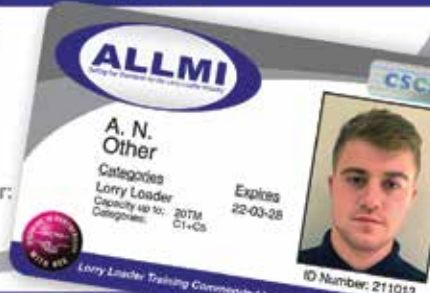

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GLAD REMINDER

A reminder that the Global Lifting Awareness Day (GLAD) will take place on 18th July. ALLMI will once again be a partner for the event, the aim of which is to promote the lifting industry, with particular emphasis on good practice, compliance, innovation, and attracting new recruits to the sector.

Visit <https://globalliftingawarenessday.com/> for further details.



BS 7121 UPDATE

The draft for public comment window of the revised BS 7121 Part 2-4 'Code of practice for the safe use of cranes - inspection, maintenance and thorough examination - Loader cranes', will close on June 24th. The BSI panel of industry experts responsible for the draft will meet in July to begin the comments resolution process.

With the Part 2-4 project approaching its conclusion, the revision of BS 7121 Part 4 'Code of practice for the safe use of cranes - Lorry loaders' will get started over the coming months, and a BSI panel, led by ALLMI technical manager Keith Silvester, has already been formed for this purpose.

Further updates to follow in future issues of ALLMI Focus.



DRIVING FOR BETTER BUSINESS (DFBB) REMINDER

ALLMI continues to be a valued 'strategic partner' for Driving for Better Business (DfBB). DfBB is a government backed National Highways programme utilising free online resources and tools to help employers in both the private and public sectors reduce work related road risk, decrease the associated costs and improve compliance with legislation and guidance.

Keith Silvester said: "Educating on the safe stowage and travel of lorry loaders has always been an important part of ALLMI's activities and so in this regard our values are very much in sync with those of DfBB. We fully support its aims and objectives and are committed to promoting the initiative throughout the lorry loader industry."

More information at www.drivingforbetterbusiness.com



RECORD DEMAND FOR AP TRAINING

The importance and credibility of ALLMI's Appointed Person (AP) course continues to grow, with the association experiencing record demand for the training during its 2023/24 financial year, and uptake increasing by more than 50 percent so far this year.

Algeco's senior project manager Peter Brown is a long time ALLMI AP cardholder and said: "The ALLMI card has a five year expiry and so I recently attended my third ALLMI AP course to keep my qualification up to date. The training continues to be excellent, with the instructor having invaluable knowledge of lifting operations and lorry loaders. Furthermore, each time I attend it's impressive to see how the course has evolved, which is a testament to ALLMI's commitment to ongoing review and development of its training material."

Since its launch 14 years ago, the ALLMI AP programme has gone from strength to strength, and made a significant impact on practices throughout the lorry loader industry, becoming a pivotal factor in helping fleet owners train the relevant members of their workforce to the highest standard. It is the UK's only accredited AP course dedicated to lorry loader lifting operations and is fully compliant with the requirements of LOLER, as well as BS 7121 Part 4.

For further information, please visit www.allmi.com/aptraining



ALLMI MEMBERSHIP MEETINGS 2024

ALLMI's annual meetings for all members of the association (manufacturers, importers, service companies, fleet owners, ancillary equipment suppliers and site operators) will take place on October 17th at the Forest of Arden Hotel & Country Club in Meriden, Birmingham.

Speaking of this year's event, chief executive, Tom Wakefield said: "We look forward to bringing all corners of the lorry loader industry together, at a venue that has provided an excellent setting for many successful ALLMI events. As always, the membership meetings will facilitate valuable discussion and debate on a wide range of issues affecting the lorry loader industry, in addition to updates concerning numerous projects and activities being undertaken by ALLMI throughout this year."

"We also look forward to welcoming Jamie Davies, H M principal specialist inspector (mechanical engineering) for the HSE. Jamie will present on various topics, including the subject of thorough examinations and, in particular, how related reports received by the HSE are processed and dealt with. This will be looked at through the lens of the company performing the thorough examination, as well as from the equipment owner's perspective."

"Our preparations will continue to take shape and we look forward to keeping members, as well as the wider industry, informed of developments in due course."



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

GOING UP IN THE WORLD

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

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

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

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

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

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NEW CONSTRUCTION HOIST & ADVANCED INSTALLER TRAINING COURSES

IPAF has launched the **Construction Hoist and Advanced Installer training courses**. In order to take the course candidates must provide **proof of six months of supervised experience as a hoist installer**.

Operatives will learn:

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- Technical theory and supervised on-site practice with hoists

The Installer course lasts a minimum of five days, and the Advanced Installer course three days. Candidates must have 12 months of experience

between the two courses. Each course is tailored to individual experience, offering flexible scheduling to accommodate work commitments. Successful candidates will receive a digital certificate via the IPAF ePAL app valid for five years.

Angel Ibañez, who devised the course curriculum said: "IPAF created this course with input from a committee of industry experts to provide a framework of training which draws upon the latest developments, safety guidance and legislation."



IPAF ANCHIO'IO 2024

The biennial Italian IPAF Anchio'io event was held in Bologna on May 31st. Given the persistent problem of workplace accidents, averaging three fatalities a day in Italy, the event emphasised the need for heightened awareness and responsible conduct.

IPAF managing director, Peter Douglas opened the event followed by a presentation from JLG's Nicola Pontini on low level access. IPAF'S head of safety, Brian Parker discussed the global safety campaign, 'Crushing Can Kill!', aimed at raising awareness and reducing trapping and crushing incidents.

A 'roundtable discussion' on communication was moderated by Emanuela Pirola and included Giacomo Galli, Alessandra Mainini of CTE, Paola Palazzani of Palazzani, Sara Trabucchi of Novital and Alessandro Flisi of Socage. They discussed effective communication and the impact of distorted communication on safety, and the importance of conveying work ethics, safety and sustainability.

Diego Benetton of Maber outlined IPAF's training programmes for mastclimbing work platforms and construction hoists and proposed the establishment of a working group with manufacturers and rental companies for rack & pinion systems.

Maurizio Quaranta presented the IPAF rental standard, a guide outlining best operating practices and criteria for companies renting out aerial work platforms, mastclimbers and hoists. A second roundtable moderated by Maurizio Quaranta and Pier Angelo Cantù, included Romina Vanzi of IPAF, Marco Prosperi of Assodimi, Matteo Lori of Imer and Nicola Violini of Haulotte. They discussed market drivers, state aid, tariffs and trends.



IPAF ELEVAÇÃO 2024

IPAF Elevação was held on 8-9th May in Itapeverica, Brazil with 320 delegates attending from across South America.

IPAF's Peter Douglas said: "This is the highest attendance at an event that we have hosted in the country. I want to thank Antonio Barbosa, our Brazil and Portugal country manager, as well as other IPAF staff for their outstanding dedication, which was instrumental in the success of this event."

Highlights included:

- Keynote speaker: Gustavo Borges, Olympic swimming medallist, emphasising the importance of perseverance, hard work and dedication.
- Industry insights: Into sector professionalisation with presentations from Loxam Brasil CEO and director of Abrasfe, Guilherme Boog.
- Professional recognition: IPAF regional manager Antonio Barbosa was awarded the Professional Trajectory.
- Instructor excellence: Numerous instructors were recognised for their work in promoting safety and training.

Newly elected members to the IPAF Brazil Council included: JLG, Haulotte, Genie, Mills, Solutions Rental, Loxam, DC Rental and Aura Brasil.



IPAF BRAZIL PDS

IPAF Elevação was followed by a **Professional Development Seminar (PDS) for IPAF trainers in Brazil, the sessions included:**

- Gianfranco Pampalon, former health and safety Inspector for the Ministry of Labour discussed the importance of effective planning to save lives.
- Guesdes Rocha, training coordinator at Skyjack Brazil, emphasised the

importance of safety during the maintenance and repair of equipment.

- Diego Bustamante, IPAF regional manager for south and central America, provided updates on IPAF system enhancements.
- IPAF training manager Paul Roddis provided updates to the IPAF operator course.

LIFT TRUCK & POWERED ACCESS APPRENTICESHIP INTAKE DATES CONFIRMED

Course intake dates for the UK 'Lift Truck and Powered Access Engineer Technician Apprenticeship' have been confirmed as September 2nd and October 14th. The apprenticeship is a three year course leading to a level three qualification, with NWSLC (North Warwickshire & South Leicestershire College) and MTI (MIRA Technology Institute) providing the specialist training to meet industry standards. The colleges have been working with businesses across the UK to address skills shortages for some time, offering a yearly 10 week programme with dedicated assessors providing onsite support.

For more details contact katy.urwin@nwslc.ac.uk



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DEMAG AC 650 NEDERHOFF

The Demag AC 650 is a 650 tonne class All Terrain crane introduced by Mannesmann Dematic AG at Bauma 1998 as the successor to the AC 1600. This model is in the colours of the Dutch company Nederhoff, celebrating its 75th anniversary. It is in 1:50 scale and made in a run of 100 units by IMC Models. It comes in a large Nederhoff branded box and includes a comprehensive build manual. Tools are supplied to assemble and operate the model.

The carrier is highly detailed including the chassis frame, and all axles steer except axle six which can be clipped up out of service. There is also sprung suspension on each axle. The chassis cab has a chain for hitching the hook whilst travelling, and the engine area has textured surfaces and a nice mesh grille. Numerous tiny graphics on the model give it an authentic look. The superstructure cab can be rotated from the transport position, and also tilts a little. It has a detailed computer console inside.

The outrigger assemblies are robust and can support the crane wheels-free. Metal spreader plates are included which have useable lifting lugs. The counterweight tray and slabs also have useable lifting points, and the winch and luffing

gear for the jib are reeved up at the factory.

The boom is detailed with spooling drums and access platforms, and the telescopic sections have a realistic profile with thin walls. The overall boom geometry is excellent, and it has locking positions at 45, 90 and 100 percent. Telescoping the boom is smooth and easy with a spring clip to lock each boom section. At the boom nose the sheaves are metal. The Superlift system is well made and is nearly all metal and provides reasonable tension on the boom.

Two hook blocks are included - with three and seven sheaves respectively - and they are very good all metal parts. Also included are sets of lifting chains which is a nice touch. A key is used to operate the main winch and it has a positive brake system. Access to the winch is enabled by a removable panel held in place by magnets, and this is a very nice solution to avoid unsightly holes in the crane superstructure panels.

In summary, this model is well made and of a high quality. It is an excellent model of the Demag AC 650 and is very attractive in Nederhoff colours. It costs €650 from dealers.



Rigged with the Superlift

CRANES ETC MODEL RATING

Packaging (max 10)	9
Detail (max 30)	28
Features (max 20)	18
Quality (max 25)	21
Price (max 15)	11
Overall (max 100)	87%

To see the full review, including a full unpacking and set up video, visit www.cranesetc.co.uk

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READERS LETTERS

CRANE MOVEMENT EMBARGO TIMES IN THE UK

The following is the full text of the letter from the CPA - Contractors Plant-hire Association - to the UK government.

Mr Mark Harper
Secretary of State for Transport
House of Commons
London
SW1A 0AA

9th May 2024

Dear Secretary of State,

Re: Construction Plant-hire industry road issues: Embargo Times

I am writing to you on behalf of the Construction Plant-hire Association (CPA), which has over 1,900 member companies, ranging from small owner/operator companies to the largest national/international construction equipment manufacturers. These companies hire out all forms of plant and equipment - from small excavators and dumpers to the largest mobile/crawler cranes - which are supplied to construction sites throughout the country, whether they are for urban or rural (re-)developments or large-scale infrastructure projects such as HS2.

Our members (and others across the wider construction industry) are currently experiencing extreme problems with Embargo times - police enforced movement orders which prevents the movement of construction plant and equipment at the beginning and end of the working day. A report published yesterday by the Centre for Economic and Business Research (CEBR) on 'The costs of increased police enforcement of Abnormal Loads regulations' written on behalf of the Road Haulage Association (RHA), Heavy Transport Association (HTA), and others, found some disturbing figures for UK Plc. Heightened regulatory requirements affecting the haulage sector - which our members provide not only for their own machinery, but on behalf of fellow members when required - is estimated to lead to a reduced economic activity for the road haulage sector, equating to a £1.5 billion loss over a 10-year window if higher end projections become a reality.

Construction sites begin work at 8.00am, and finish at 4.30pm. Sites refuse entry to vehicles before 8.00am, which leaves owners/drivers in the difficult position of where the vehicle can safely park until the Embargo time has ended - usually at 9.30am.

On those very rare occasions when a site will open early - in London this has to be before 6.00am on a weekday - then local residents adjacent or local to a site could be woken from 4.00am onwards. [Most of these sites have a very strict operating policy whereby the machines' engines cannot start before 8.00am and must finish at 6.00pm.]

Equally, as soon as the machine's work is complete - nearly always at the end of the day, plant owners are being asked to remove their machines from site - whether under their own power, or on a low-loader. This again places the machine/low-loader driver in an impossible position, as they cannot stay on site, but cannot leave either without breaching the Embargo. This also impacts on the number of hours the driver may work, and the consequences for their safety, and the safety of road users.

With some police forces being particularly stringent with enforcement - one member was notified that they had infringed the Embargo time by 49 seconds. Consequently, companies are avoiding problematic forces such as West Midlands, Merseyside, Metropolitan Police and Greater Manchester. If businesses are avoiding certain constabularies, this will create problems elsewhere on the UK's truck road system, adding unnecessary carbon dioxide emissions. By using UK Government's cost of carbon figures alone, the CEBR report estimates that over a 10-year window to an additional £420 million. This does not reflect the longer journey times, and the associated costs which according to the CEBR is estimated to cost businesses upwards of £2.4 billion.

With the creation of Embargo times, the consensus is that construction related vehicles should not travel during rush-hour/peak-time hours. However, if the Government's primary concern is regarding other road

Abnormal Load EMBARGO

users during rush hour/peak time movements, there has been a growing uptake by companies (and their drivers) of professional accreditation schemes - such as Construction Logistics and Community Scheme (CLOCs), Fleet Operating Recognition Scheme (FORS) - together with the evolution of Driver CPC scheme. In addition, electronic warning systems, as advocated by Transport for London (TfL) with their Passive Safe Systems (PSS) is the next stage in TfL's Direct Vision Standard (DVS).

Construction projects use Traffic Marshals, thereby mitigating any risk to other road users or pedestrians. This scheme would also work in reverse with machinery/low-loader leaving site, with traffic flows being equally slow at the end of the day. From the latest Embargo map that police forces circulate, North Wales and Durham have the latest Embargo time beginning at 8.00am. This has not had any adverse impact on other road users - and so could be rolled out as a pilot scheme in other areas, whereby an 8.15am time could be implemented to facilitate entry onto sites. Equally, the pilot scheme could look at introducing an earlier embargo time - Northumbria has the earliest, ending at 5.30pm. If the pilot scheme - one that could incorporate CLOCs (or a similar recognised scheme) - which advocates routing vehicles away from schools or other locations where vulnerable road users - could additionally enable the scheme to work in other areas, then this could begin at 4.45pm, before the main rush hour/peak time travel begins. [The CLOCs scheme, like other schemes, has been in existence for over 10 years and has significantly reduced the number of injuries/fatalities on our streets.]

The cost to customers, whether provided by our members, or those working in other industries have been universally affected by the unnecessary delays being imposed, has, according to the CBER, equated to £1.2 billion over a 10-year period.

Within the construction industry, there is a discrepancy between HGVs which can travel freely in urban (or rural) areas without restriction, whereas construction plant and low-loaders (which are similar to the dimensions of an HGV/bus) are restricted. This is having a massive impact on our members and highlights an inconsistent approach by the police and the authorities in how Embargo times are policed. If a sensible agreement can be reached, this would benefit our industry, and promote efficiencies and savings to UK Plc. The total costs outlined by CEBR estimate that from their figures, UK Plc would be over £5 billion better off if changes were implemented immediately.

We are aware that ACPO's 2010 'Guidance on the Movement of Abnormal Indivisible Loads' is being reviewed next month. It is critical this review works for the construction industry and develops a consistent approach if we are to avoid significant costs and productivity impacts across UK construction.

We are keen to discuss these issues in more detail with you and your colleagues in order to reach an outcome that addresses your concerns and resolve these very real challenges impacting our members.

We look forward to hearing from you.

Yours sincerely

David Smith
CPA Legal Manager

Chris Cassley
CPA Policy Manager





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TYRE BRAND INFRINGEMENT

Dear editor,

We recently sent you a press release announcing the launch of the Linglong Crane Master tyre for operators and OEMs of mobile cranes. Unfortunately, there seems to be an infringement of the trademark from another major tyre manufacturer, and they have summoned Linglong to stop using the Crane Master name in Europe.

Linglong's marketing team has been working hard on rebranding the series. The new name, 'Crane Primacy' was selected to reflect the company's heritage and dedication to quality, as well as the superior characteristics of the new mobile crane tyre series.

If you have already published a story on the Linglong Crane Master, we kindly ask you to remove all references to the 'Crane Master' and replace it with the 'Crane Primacy' name. A replacement image can be found attached.

If you haven't published the release yet, please make sure to not mention the 'Crane Master' and refer to the new tyre as the 'Crane Primacy' instead. Apart from the name all information remains the same. Again, please use the attached replacement image.

Please accept our apologies for any inconvenience caused.

Best regards,
Peter Ibes

JOHN WILLIAM DAVIS 1972-2024

We only recently learnt of the tragic news that John Davis of Custom Equipment/Hy-brid Lifts has died. He passed away on December 30th at the age of 51. He had joined Hy-Brid Lifts just six months earlier as director of sales for the south central territory coming on board in July last year. He had previously worked for Texas State Rentals and Hi-Way Equipment, both in Houston, Texas. His obituary said: "He was a dutiful son, a proud father and a man of God, an altogether beautiful person."

He leaves behind his daughter Olivia and son Omarcus as well as his mother. Tragically his father, John Davis Junior, had died just a week earlier on December 23rd at the age of 76.



The inaugural meeting of the Retired Gentlemen - from bottom left moving clockwise: Keith Williams, Tim Kendall, Jim Longstaff and Tim Ward

THE RETIRED GENTLEMEN

The following poem and message was drafted by four UK access industry entrepreneurs and veterans - Jim Longstaff formally of Clements, Keith Williams of Mainline, Tim Kendall of Media Access Solutions and Tim Ward of Upward Powered Access.

They have come together as the 'Retired Gentlemen' and held their first 'meeting' - a long leisurely lunch - in May, during which they drafted their first effort dedicated to encouraging the industry to use common sense, if not economic necessity in setting rental rates. A second effort praising the work we do and our publisher was simply too kind, over the top and too embarrassing to publish. We sincerely hope they will hold a follow up meeting and draft another poem like this one.

The Old Boy's Retirement Poem.

In all our years of rental, we've seen too much to tell
Some actions seem quite mental, as we wonder "what the hell!"

The asylum and its loony's have come to run the show
Where logic, sense and reason, you no-longer need to know.
With equipment prices soaring, but rental rates the same
We've all become quite boring, as we highlight it's inane

To try to make a living, on diminishing returns
And all you end up getting, is kicked and cut and burned.
"A life in hire" we hear you say, "you must be very proud?"

In truth we're not, no not at all, as we scream and shout aloud

We all began young men, all fresh and keen and bright
But didn't know what lay in store, of our industry delights
To truly miss the old days, where the rental game was fun
And we could still enjoy a laugh, once all the work was done
But now it seems quite draining, and a daily bitter fight
Us dinosaurs remaining, who will slowly fade from sight
We're out of touch and out of time, as the young bucks move ahead
We no longer wish to fall in line, or fill our days with dread

Of rental rates dissolving, to a lousy, paltry figure
With national players resolving, to destroy the game with vigour
Gobby spiv's who're full of bluff, but have no business brain
Can't understand to win the race, that margins must remain
So please heed what we're preaching, as we're shunted to a siding
It's profit we're beseeching, and turnover we're deriding

To realise that at the end, it's down to this small slice
A molten pearl of wisdom, so please heed this great advice:
GET YOUR RATES UP AND RETURN IT, BACK TO 1%

Or you could end up like us four, all bitter, cynical Grumpy Gents
A fiver here a tenner there, you'll be amazed at what this can do
What you're asking is quite fair, for a service great where credit's due

There will be parts of this we'll miss, as we depart and blow a kiss
Think old Chums and be quite bold, please heed this poem and what we've told
Us four Old Friends will enjoy the view and raise a glass as there's nothing new
In the rental game, (where we'll soon be forgotten) which has seemingly
become a race to the bottom.

Tim, Keith, Tim & Jim

RECALLING ROBERT 'BOB' MARK IRVING

The following letter comes from Richard Irving, the son of Robert 'Bob' Irving, one of the most influential pioneers in the self-propelled aerial lift market, having just discovered John Parker's obituary on Vertikal.net - See Cranes & Access May/June 2023.

Bob Irving, was the owner of A1 Machinery Rental company in Los Angeles, which was responsible for the creation and development of the very first self-propelled scissor lift in partnership with Selma-Manlift (acquired by Grove in 1979) and went on to set up the aerial work platform manufacturer Mark Lift with John Parker, initially using the Parker Lift name for its products. Marklift went on to become worldwide market leader for a while but began to go wrong after Irving suddenly passed away in 1975. The company was eventually acquired by Terex, before it took over Genie.

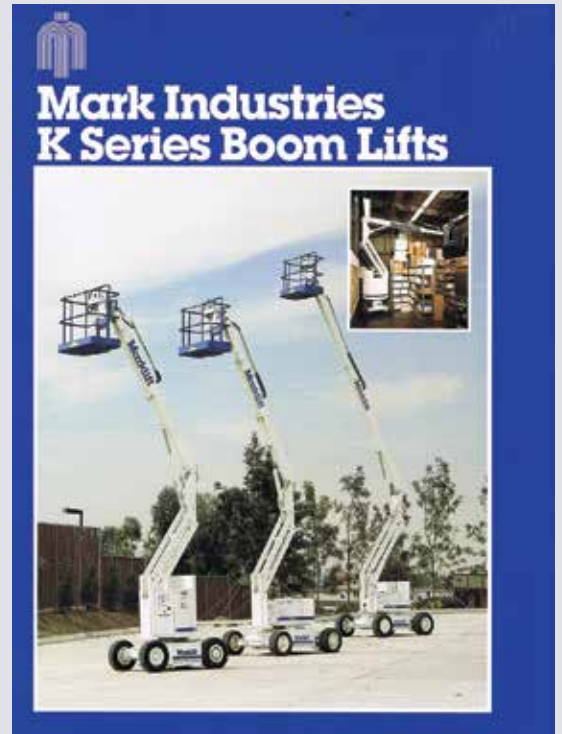
Dear Leigh

I was sorry to hear about John Parker's passing, it was such a surprise to read this article - it was so long ago that my father Robert Irving died.

I do remember all of these events. I wish I had been a lot smarter at the time and could have been more in control of the situation. My father's middle name was also Mark, he named the company after himself. I myself have enjoyed a career in the restaurant industry - The Ivy restaurant, Ivy at the Shore (in Santa Monica) and our bakery Dolce Isola (in Los Angeles) have been around for over 40 years. I also remember when I saw the first Star Wars film seeing Mark Industries in the credits.

Thank you for writing the article - reading it is very touching for me.

Richard Irving



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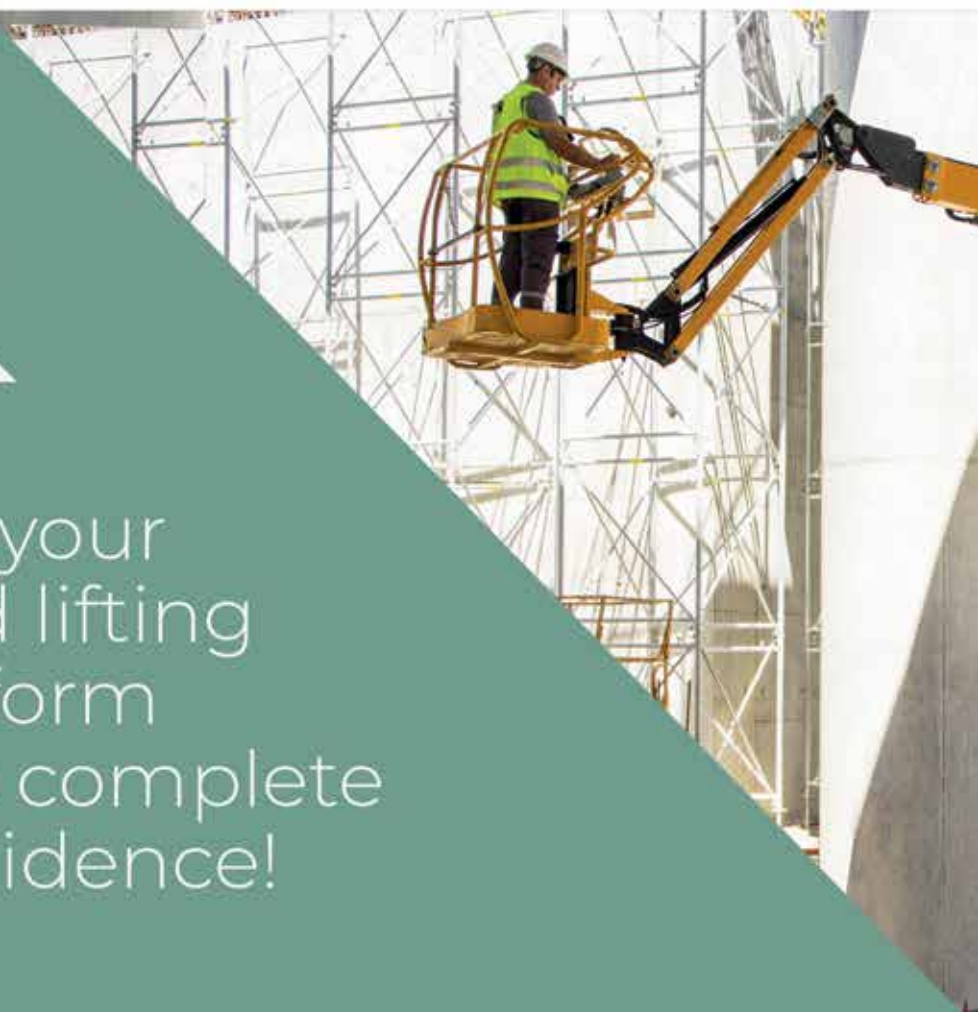
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