

cranes & access

June 2025 Vol.27 issue 3

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CRANES**

**LOW LEVEL
PLATFORMS**

TELEHANDLERS



DINGLI

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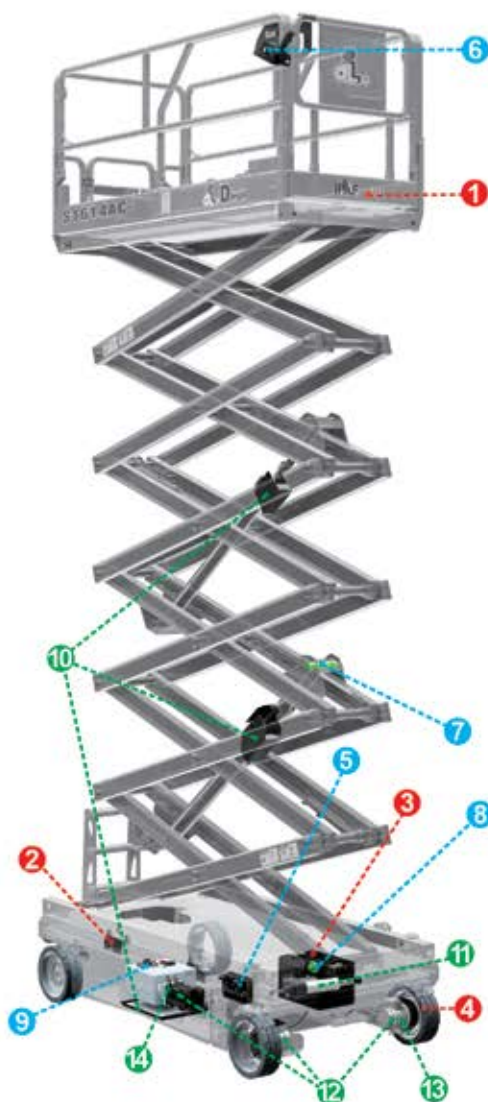
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AC+ Working Height Overall Width	272kg	408kg	272kg	450kg	408kg	408kg	363kg	363kg
	8m 0.7m	8m 0.8m	10m 0.8m	10m 1.2m	12m 1.2m	14m 1.2m	16m 1.2m	16m 1.4m

AC+ Series Scissor Aerial Work Platform

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The limited uptake of low level work platforms in all but a few markets such as the UK, Netherlands, one or two Nordic countries and parts of the Middle East, might explain why more of the larger manufacturers have not entered the market. We take a look at their development history and the latest products available.

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Bauma was a bit of a disappointment for new All Terrain crane introductions, with nothing truly radical or different. However, there is still plenty going on in the market and much to talk about...

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For whatever the reason, a large number of equipment manufacturers seem to think that telehandlers are going to be the 'next big thing' when it comes to construction products. We take a look at the new manufacturers and their offerings, in what is a very busy sector.

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The buzz technology words at the moment are AI and Digitalisation which seem to be mentioned in every new model introduction as well as in product support services. We take a look at some of the latest developments...

COMPANY PROFILE - PALAZZANI INDUSTRIE 53

Vertikal's Imogen Campion visited spider lift manufacturer Palazzani in Brescia, northern Italy as the company celebrated its 90th anniversary, to learn about its history and recent developments.

HIRE25 AND HRIA/EWPA/TSHA 56

The Hire & Rental Association of Australia, the Elevating Work Platform Association and the Telescopic Handler Association of Australia - HRIA/EWPA/TSHA for short - held their annual conference 'Hire25' trade show and awards dinner in Melbourne in June. Cranes & Access/Vertikal.net was there to cover the events.

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ON THE COVER

Crane operator Gerhard Mees with his new 700 tonne Liebherr LTM 1650-8.1, the new flagship in the Hack Schwerlastservice fleet, just before its first job, in Wetzlar North of Frankfurt, removing a 50 metre by four metre wide 27.5 tonne bridge over the River Lahn.



IN THE NEXT ISSUE Scheduled for publication in late July, the next issue of Cranes & Access will include features on Tower cranes, Scissor lifts, Glass handling and the Vertikal Days 2025 preview. 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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Vertikal
Press



COMMENT

1980s' GAME CHANGER

There are periods in history when an invention, new technology, materials or a manufacturing process has led to a major change in the way something is done. Examples include the printing press, spinning-jenny, steam engine, internal combustion engine, farm tractor, bicycle, light bulb, wireless telegraphy, aeroplane, personal computer and the internet... to name but a few. All have led to massive changes in the way things are done, but not always immediately.

Around 80 years ago several new companies entered the mobile crane market, spurred on by the need to rebuild after the devastation of World War II. But what happened 40 years ago? It was the mid-1980s and something caused a series of entrepreneurs to start designing and building self-propelled aerial work platforms or spider lifts.

We see it now with all the 40 year anniversary celebrations including Niftylift, Skyjack, Haulotte and for spider lifts Platform Basket and Palazzani to name a few, while IPAF - the International Powered Access Federation - celebrated its 40th anniversary a couple of years back.

Rather than one major event, I think it was a combination of factors. At the beginning of the 1980s, the construction industry was still very conservative, using methods passed down over the generations. However, a mood for change was in the air following the recessions of 1975 and 1982. The entrepreneurial juices were activated leading to a surge in new company startups.

I remember working as a site engineer on a multi-storey building in London in 1983 and being given the first laser level in the company - a relatively minor development but a massive game changer in terms of speed and efficiency, requiring just one person instead of two to set the levels for the other trades. The first telehandlers were also beginning to appear changing the way materials were moved around on site - the pallet had arrived!

Although self-propelled boom lifts date back to the late 1950s, initially to pick apples in Canada and cherries in California - hence the nickname 'cherry picker' - the lifts struggled to generate any interest among European contractors, thanks to a strong scaffolding sector and a resistance to 'new fangled technology'. The 1980s however, saw a younger generation entering the sector with new ideas, able to spot the benefits of using powered access equipment for certain applications, and the market began to take off. Word began to spread of 'new' machines able to work at height that saved time and money and, although not as important then as it is now, they offered a safer way of working.

The growth of the aerial work platform was down to a willingness to change, and rental companies starting to invest and believe in the concept - without which, aerial lifts would simply not have taken off.

Congratulations to all those celebrating their 40th anniversaries, and perhaps we might spare a thought for the many that failed along the way.

Mark Darwin

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

HYDROGEN JMG

Italian crane manufacturer JMG has unveiled its first hydrogen hybrid pick & carry heavy forklift/crane. Based on the standard 25 tonne electric drive MC250.09FL, the new crane has the addition of an FCH 96V hydrogen fuel cell module, using PEFC (Polymer Electrolyte Fuel Cell) technology, fed by a 6kg hydrogen gas canister/tank. The system delivers constant power through a 30kWh lithium 'buffer battery' with a complete servo system, including humidifier, air exchanger, control electronics and relevant safety devices.

The battery pack is said to be good for at least two to three hours of constant use, with the fuel cell automatically kicking in to top up or maintain the battery pack. With continuous operation the combined battery/fuel cell package allows the machine to run for five to six hours before needing to change the tank.

The layout of the hydrogen model is very similar to the standard battery powered machine with the same overall weight, dimensions and mechanical/electrical connections. The benefit of this is that the hydrogen module can be easily interchanged with the 96 volt, 1,050Ah lead acid battery pack on standard machines.



JMG MC250.09FL



SANY'S 200T ELECTRIC CRAWLER

Chinese crane manufacturer Sany has launched a 200 tonne all electric lattice boom crawler crane - the SCC2000A-EV - which uses Danfoss' first eHydraulic Power Module - an Editron PMI375-T1100 electric motor coupled to a D1P variable displacement axial piston pump.

Danfoss already supplies Editron motors and D1P pumps for Sany's smaller electric crawler cranes. The SCC2000A-EV has a maximum boom length of 86 metres with a maximum luffing jib combination of 59 metres and 63 metres.

The crane uses a 423kWh battery said to provide eight hours continuous operation, standard European DC fast chargers taking less than two hours for a full recharge, while standard AC charging is also possible.



The all electric SCC2000A-EV

FIRST MEC 66-RJ BOOM

Californian manufacturer MEC has shipped the first units of its new 66ft 66-RJ telescopic boom lift seen as a prototype at the ARA Show in Las Vegas earlier this year. The new Kubota powered model features a three section boom topped by a 1.9 metre jib with 135 degrees of articulation and 120 degrees of horizontal rotation, all of which provides a working height of 22.2 metres, with up to 17 metres of outreach with 272kg unrestricted platform capacity or 15.2 metres with a maximum platform capacity of 408kg.

Features include four wheel multi-mode steering and four wheel drive with oscillating and locking differentials. Options include a glazing package, an onboard generator driven welder, Xtra-Deck which provides an additional 500mm of platform height, and its PPSS ultrasonic anti-entrapment system.



The new MEC 66-RJ



NEW GENERATION MOOG

German underbridge inspection platform manufacturer Moog has launched the first model in a new generation of products - the MBI 110 NG. Maximum horizontal reach is 11 metres with the 500kg platform capacity. It can reach over 3.4 metre wide pedestrian walkways and clear sound barriers as high as 3.5 metres while offering up to 8.6 metres of below deck reach. The platform itself is 1.2 metres wide.

The MBI 110-1.2 NG has an overall weight of between 14.5 and 18 tonnes depending on the chassis. The drive unit for creep mode is now integrated directly into the solid rubber support wheels for maximum power transmission. An inclination compensation system allows the machine to operate on slopes of up to 3.5 degrees longitudinally or 6.8 degrees laterally.



The new Moog MBI 110NG

ANTI-DUMPING INVESTIGATION TO CONTINUE



The U.S. International Trade Commission has announced that there is a reasonable indication that the US crane industry has been materially injured by imports of lattice boom crawler cranes from Japan that have allegedly been sold at less than fair value.

The decision follows the filing of an anti-dumping petition with the U.S. International Trade Commission and U.S. Department of Commerce in April, by Manitowoc Cranes - which also owns the Potain, Grove and National Crane brands. The petition alleges that Japanese manufacturer Kobelco has been selling lattice crawler cranes at predatory 'dumping level' prices. It also names Sumitomo subsidiary Link-Belt.

The Commission voted to allow the Department of Commerce to continue its investigation and expects to issue its preliminary anti-dumping duty determination by September 17th.

JLG ADDS TO MICRO LINEUP

JLG has updated and renamed the 13ft ES1330L and 15ft ES1530L micro scissors, which become the ES1330M and ES1530M, joining the 19ft ES1930M in a three model lineup. The direct electric drive micro scissors have overall weights of 900kg or less, a platform capacity of 227kg, an overall width of 762mm and an overall length of 1.43 metres. Overall height with fixed guardrails are less than two metres. The ES1330M has an unrestricted indoor/outdoor rating, while the 15ft ES1530M has a 6.5 metre indoor work height, and 5.05 metres outdoors.

Features include a Leak Containment System with integral drip trays, a load sensing system for zero weight load calibration, variable tilt functionality to cope with minor slopes and ClearSky Smart Fleet telematics. Options include an integrated mid rail mounted step up platform, a hostile environment pack, a multi-display indicator for battery life and diagnostic codes, the SkySense detection system and lithium-ion batteries.



NIFTYLIFT MARKS 40 YEARS WITH GEN 3 HR12s

Niftylift has unveiled its third generation 33ft HR12 boom lifts as it celebrated 40 years in business. The three models include the All Electric HR12 NE, the bi-energy HR 12NDE and the first hybrid HR12 in the form of the HR12 4x4 Rough Terrain boom lift. Common features include improved display screens, new controls, onboard diagnostics and an interface system, identical to Nifty's 65ft HR22 telescopic boom.

All three models have a 12.1 metre working height, a maximum outreach of 6.4 metres and unrestricted platform capacity of 225kg. When stowed, the N models have an overall width of 1.5 metres, while the 4x4 is 1.6 metres wide. Overall heights are 1.98 metres for the N and 1.99 metres for the 4x4. All have an overall length of just over four metres. The units weigh 3,470kg, plus 20kg for the hybrid model.

The HR12NDE - its name is subject to change - is essentially the standard NE with a 'range extender' diesel generator. The Hybrid is also an electric unit, but with a hydrogen fuel cell to act as a range extender. The basic HR12 diesel remains available. The third generation units are ready to ship in the UK with export shipments due to get underway over the summer. The company is also making some subtle changes to its colour scheme, include the adoption of black inner boom sections.



Niftylift veterans Roger Bowden (L) and John Keeley



FIRST KLAAS K2500

Danish crane rental company Bas Kraner has taken the first 4.5 tonne Klaas K2500 truck mounted aluminium crane, but with a difference. The largest in the Klaas range was designed for a 26 tonne, three axle truck chassis, but Bas has purchased it on a new 36 tonne Volvo chassis, the first Klaas crane mounted on a four axle carrier.

The hybrid crane employs an electric motor for the superstructure while the chassis is diesel which can also power the upper. The K2500 has a four section, 34 metre main boom topped by a five section, 22 metre telescopic jib taking the maximum tip height to 59 metres. The 4.5 tonnes maximum capacity can be lifted to a height of 22 metres at a radius of a metre or taken out to six metres with a height of 20 metres. The crane can handle 500kg at its maximum tip height or take it out to a 45.5 metres radius at a height of 20 metres.

Options include a fully integrated aerial work platform attachment with a maximum working height of 51 metres and a maximum outreach of 36 metres with 250kg in the platform or 33 metres with the maximum 400kg along with boom and jib tip cameras which feed into the remote control screen.

The heavier truck allows for a narrower outrigger footprint with higher capacities on the reduced outrigger spreads, as well as a full 360 degree load chart with the maximum capacities. The crane travels on public roads permit free, and Bas has added a two axle 6.5 metre Wecon cargo trailer which can be towed behind the crane.

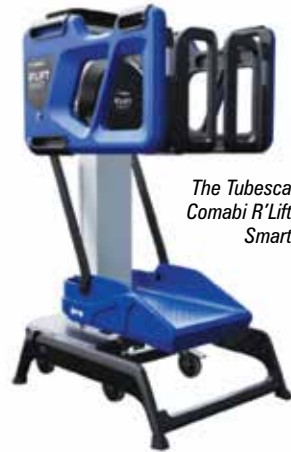


JLG/POWER TOWERS OEM DEAL FOR FRANCE

The Power Towers division of JLG has signed an OEM supply agreement with French scaffold tower and ladder supplier Tubasca-Comabi for the French market.

As part of the deal Power Towers has developed a new push around model range which Tubasca is calling the R'Lift Smart. It features a folding composite platform, automatic stabilisers and a manual lift mechanism based on the Peco Lift. Initially there will be three R'Lift models - the 1.2, 1.5 and 1.8 with working heights of 3.2, 3.5 and 3.8 metres respectively. Expect to see JLG versions later this year. Tubasca will also sell own brand versions of the JLG Ecolift with working heights of 3.5 and 4.2 metres and platform capacity of 150kg. The first machines will be delivered over the next month or two.

The Tubasca Comabi R'Lift Smart



...And launch updated North America models

JLG has also launched an improved Nano 35 push around lift for North America where it will be known as the 1230P, while announcing a number of upgrades to its 830P and 1030P low level lifts and non-powered EcoLift 50 and 70. The key specifications of the 1230P remain the same with a 5.3 metre working height, and 200kg platform capacity. The improvements to the smaller lifts include a punched platform surface, upgraded vertical guardrails, improved castors with easier locking/unlocking, automatic brakes and easier platform entry.

The Tubasca R'Lift 350 and 420



NOBLELIFT HITS 600 IN S.KOREA

The new access division of Nobelift has shipped its 600th scissor lift since setting up its new distribution operation in September.

The latest sales included 119 units for Seyeon Tech Rental, one of South Korea's largest aerial lift rental companies, taking the number of units the manufacturer has delivered there so far this year to 400, and a total of 600 units in less than eight months.

UK'S FIRST LTR 1150

UK based Delden Cranes has taken the UK's first 150 tonne Liebherr LTR 1150 telescopic crawler crane for work on the HS2 high speed rail project, where it is installing more than 30 precast concrete retaining wall panels, each weighing 10 tonnes.

The LTR 1150 features a five section 52 metre main boom topped by a 10.8 to 19 metre bi-fold lattice swingaway extension which can be further extended with two, seven metre lattice extensions for a maximum tip height of 88 metres. The crane can be transported complete with tracks installed within an overall transport width of 3.5 metres.



AUSTRALIA'S HIGHEST PLATFORM

Bronto Skylift has overcome the challenge of making its 104 metre S104HLA truck mounted platform road legal in Australia, with the first unit due to be delivered to telecommunications company Quantum Comms in early 2026. The S104HLA has a working height of 104 metres, a maximum outreach of 33 metres at an up & over height of 17 metres, or 25 metres outreach at an up & over height of 63 metres. Maximum capacity is 700kg.

Bronto, its local representative GFS/Bronto Skylift AuNZ and Quantum teamed up with Offroad Trucks Australia and Tatra Trucks to adapt an eight axle Tatra T158 16x16 customised chassis to take the S104HLA without compromising performance on the road or on site.



The work included modifying the chassis cab with a cut-out area for the boom, while each axle will be equipped with extra wide, 445mm tyres. Five of the axles are permanently driven, while three that can be engaged from the cab for all wheel drive, all include differential locks. Five of the axles steer for tighter turning radius, in spite of the extra chassis length. The unit will offer 10 tonne axle loads and claims to be road legal across the country. It will be used to meet growing demand for higher platforms in Australia's wind and telecommunications industries.

The new truck mount will join Quantum's fleet of 30 Bronto platforms, which the company uses in its own business of rigging, civil engineering and telecoms work, as well as renting to others.

LGMG -2 SERIES

ELECTRIC ARTICULATING BOOM LIFTS



MODELS	A09JE-2	A14JE-2	AR16JE-2	AR18JE-2	AR20JE-2
WORK HEIGHT MAX.	11m	16m	17.9m	20.12m	21.58m
PLATFORM CAPACITY	230kg	unrestricted 230kg	unrestricted 250kg	unrestricted 260kg	unrestricted 260kg
		restricted 350kg	restricted 350kg	restricted 350kg	restricted 350kg



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WORK PLATFORM ART DISPLAY

The children of 29 employees of Turkish rental company Istanbul Vinç created paintings of aerial work platforms working in various applications for a display in the entrance foyer to the IPAF Platform Türkiye Konferansı event held at the end of April. The initiative was part of Istanbul Vinç's corporate social responsibility programme.

IPAF chief executive Peter Douglas said: "I was blown away to see a powered access 'Art Exhibition' in the entrance to the conference.

What Işıl and the Istanbul Vinç team have done is involve the next generation in our industry, which is critical to sustaining the industry in the future. This is a worldwide issue, and I applaud the initiative. It would be great to replicate it at other events going forward."



NEW HIGH FOR DUBAI

Raimondi Middle East claims to have deployed the highest luffing jib crane in the region, a 14 tonne LR213 installed on a 322 metre high tower, building a 75 storey residential building in Dubai. The crane - rigged with a 50 metre jib with a 3.3 tonne tip capacity - has a maximum tip height of more than 360 metres and is installed on a steel counterweighted base with 12 building ties.

The LR213 replaced a smaller luffing jib crane after the building reached 100 metres in height. However, time pressures required the engineers to work with the smaller crane's foundation and load bearing limits, rather than designing an all new foundation. The team employed a six by six metre counterweighted base on the previously installed foundation, and then removed ballast blocks as the crane climbed ever higher adding more ties in order to remain within the structural ground bearing capacity of the foundation.

The tower is made up of two 11.8 metre sections plus 100 shorter 2.95 metre sections, secured with 12 tie-in points spaced evenly up the building. Raimondi adapted the crane's load chart to work at heights above 300 metres. When the crane completes the work it will be jacked down to 50 metres before being removed with a mobile crane.

The crane tower reaches 300 metres



SANY SHIPS FIRST DUAL-TROLLEY CRANES

Sany Marine shipped its first two dual-trolley automated Ship To Shore cranes to PSA Singapore at the end of May - the first of a seven unit crane order for the port operator.

The automated STS cranes feature a 65 tonne spreader capacity with a 35 metre rail gauge. They have a 73 metre forward reach, 22 metre back reach and 55 metre lift height above rail level with 23 metre below rail capability. Trolley travel spans 26.5 metres on the seaside and 26.7 metres on the landside. Automation features include more than 10 high precision scanners and more than 50 high definition cameras creating a three dimensional perception network for container positioning. The smart control system can also calculate optimal trolley movement paths to improve operational efficiency.

However... While unloading the cranes in Singapore on June 15th, one of them collapsed onto the quay, fortunately a non-operational berth at the port. Thankfully there were no fatalities or injuries.

Sany has also delivered 10 units of its 41 tonne/18.2 metre lift height rubber tyred gantry (RTG) cranes to PSA's wharf - all without incident.



BG LIFT'S 'BASKET PRE-ARRANGEMENT'

Italian crane manufacturer BG Lift has introduced a 'work platform ready' option for its new cranes, with everything required to add a platform pre-installed on the production line. The 'Basket Pre-arrangement' option allows the fully integrated work platform to be easily added later should the need arise, saving the initial investment in an attachment which may never be used.

BG Lift after sales manager Michele Piantoni said: "We are the first in the sector to offer this possibility. While some manufacturers do not offer an integrated platform or even allow the use of a work platform on their cranes, we have been offering a platform option for years and have taken the extra step to help add value for our customers."



Three BG lift spider cranes with the full platform option

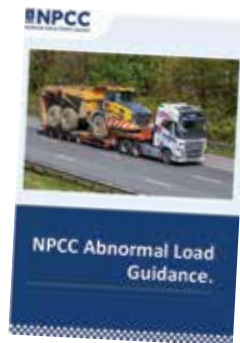
UPDATED UK CRANE EMBARGO GUIDANCE

The UK's National Police Chief Council has updated its mobile crane and abnormal load travel embargo recommendations with the NPCC Abnormal Load Guidance Document 2025 which appears to be a step towards a more common sense and joined up approach. The updated document is available at www.cpa.uk.net/legal-insurance-plant-theft/legal/transport.

A key clause for crane owners appears to be Clause 4.4. which states: "Where, due to specific local geographical issues the chief officer of police determines that embargoes on Abnormal loads should be in place, the following principle is suggested:"

4.4.1. Category 1 STGO vehicles, Cat A mobile cranes and those moving wide or long loads under C&U Regulations should not be subject to any embargo save for congested urban roads, or where the width of the vehicle and load cannot reasonably remain within the width of the lane in which the vehicle is travelling unless there are specific local issues to be taken into consideration.

The CPA says that the updated document has been achieved through a joint effort with other trade associations and key members of the Abnormal Loads Group.



EASY LIFT RA21

Italian spider lift manufacturer Easy Lift has started shipping its new 21 metre RA21. The new machine has two long risers topped by a three section boom and 1.8 metre jib with 90 degrees of articulation, providing a maximum working height of 20.4 metres, while the maximum outreach is almost 10 metres at an up & over height of nine metres with the unrestricted platform capacity of 230kg. Platform rotation is 160 degrees.

The new machine uses thin wall Strenx high strength steel to reduce the overall weight while maintaining structural integrity, with critical hoses and cables routed internally. It has an overall stowed length of 4.5 metres and a retracted width of 860mm with the basket detached. The outrigger footprint is 2.9 metres square, while the total weight is 2,850kg. A choice of standard power includes petrol, diesel, 200AH lithium battery electric or hybrid with a 100AH lithium battery back teamed up with either of the engine options. A Scanreco remote controller is standard, with automatic single button levelling and 'Home' function for stowing the boom. Easycom remote diagnostic system and telematics are also included, while a 230kg winch option is available to convert the unit to a spider crane.



The BG T4000

BG LIFT PATENTS NEW FEATURES

Spider crane manufacturer BG Lift has filed three new patents that are said to improve efficiency and safety, while making the cranes easier to operate.

One of the patents for its new 9.7 tonne T4000 articulated truck crane, includes an advanced hydraulic circuit with three load sensing pumps, one driven by the vehicle's engine and two by electric motors, providing lower fuel consumption and emissions. The distributor automatically adjusts the flow rate according to specific control movements for a high level of precision.

Another patent is its 'Synchronised Activation Hydraulic Device' installed on its new 990kg M100 telescopic crane on a tracked carrier. Power comes from both an engine and an electric motor, each equipped with dual hydraulic pumps. The hydraulic circuit includes two independent distributors, one dedicated to controlling the tracks and winch, and the other to crane functions. When the crane is not lifting, an 'intelligent solenoid valve' automatically redirects flow from all four pumps to the track drive motors, boosting power and travel speed.

Finally the all electric M100E - is fitted with what it calls 'Controlled Side Rotation Without Stabilisers'. The lithium battery powered crane features 'next generation electronic controls', which allow up to 180 degrees of slew thanks to an active stability control system that employs a network of integrated sensors measuring lift cylinder pressure, boom length and elevation along with slew angle, and track extension. The inputs are processed dynamically in order to constantly adjust lifting and travel operations. When the tracks are extended from 780mm to 1.1 metres, and with a main boom angle of up to 25 degrees, the crane can pick & carry a load. When the boom exceeds this angle, only static lifts through 180 degrees - 90 degrees either side of centre are possible.



The BG M100

FINANCIALS ROUND-UP

Ashtead - owner of **Sunbelt Rentals** in the USA, Canada and UK - has posted its full year results to the end of April. Revenues slipped one percent to \$10.79 billion, mostly due to lower sales of used equipment from the rental fleet. Rental revenues were four percent higher at \$9.98 billion. Pre-tax profits declined five percent to \$1.99 billion. Capital expenditure for the year was 44 percent lower at \$2.46 billion. The company also spent \$137 million on five 'bolt on' acquisitions in the year compared to \$905 million and 26 acquisitions the previous year.



And...

Ashtead has also obtained shareholder approval for its plan to delist from the London Stock Exchange to become a subsidiary of a new holding company Sunbelt Rentals. This will be listed on the New York Stock Exchange and based in the state of Delaware. It is possible that the UK High Court will still 'sanction' and prevent the move. Assuming that does not happen, the necessary transactions will take place next spring.

The Private equity firm **Goldman Sachs Alternatives** has completed its acquisition of a majority holding in Danish telematics company **Trackunit**. The move follows an agreement made in February between Trackunit, its majority owner **Hg** - which acquired the company in 2021 - and Goldman Sachs which had owned the business with Gro Capital between 2015 and 2021. HG will remain as a significant shareholder, while Goldman Sachs takes over as the majority shareholder.



German Crane manufacturer **Wilbert Tower Cranes** which was acquired by Zoomlion in 2018, has changed its name to **Zoomlion Deutschland**.



UK rental group **Vp** - owner of **UK Forks**, **MEP** and **Brandon Hire Station** - reported full year revenues improved 3.1 percent to £380 million. Group pre-tax profit jumped from £2.8 million to £21.7 million, however, last year included a £28.1 million non-cash write down of Brandon Hire assets compared to just £884,000 this year. Adding these back in gives a comparison of £22.6 million compared with £30.9 million - a decline of 27 percent. Capital expenditure on the rental fleet was four percent higher at £65.4 million and net debt increased 11 percent to £138.5 million.



SIA will sell the **Quick Reach Powered Access** fleet over the next few months in a series of online auctions with the first, for 183 machines, held in late June. The move follows Quick Reach calling in the administrators in May.



International rental group **Mateco** has acquired German aerial lift and telehandler rental company **Induma Rent**, with the transaction taking effect retroactively from 31st December last year. Based in Stuttgart, Induma Rent had revenues of more than €4 million in 2024 with around 300 machines in its fleet. The acquisition includes all 15 employees, the complete equipment inventory and existing customer contacts as well as its current location. Financial details of the transaction have not been disclosed. Induma Rent will be merged into the Mateco network. Founded in 1973, Mateco's worldwide fleet now totals around 40,000 units, with 150 locations across 15 countries.



Austrian crane/access rental company **Felbermayr** has acquired Dutch company **Jozef Hermans Industrial Movers**. The acquisition was completed on 14th May and is back dated to the start of the year. Jozef Hermans was established in 1964 but can trace its roots back at least 85 years. It is based in Venlo with additional locations and specialises in factory and production line moves along with heavy machinery installation and heavy haulage. The acquisition includes both Hermans Werk and Hermans Estate with Jos Hermans remaining on board as managing director, a position he has held since 2007.



UK rental company **Aerial Platforms Limited (APL)** has been acquired by the **Centurion** group. Established in 2008, APL is based in Leigh, near Manchester, with depots in Newcastle and Carlisle, and is owned by Jason and

Rachel Seddon. It runs a fleet of more than 800 machines, including boom and scissor lifts, spider lifts and telehandlers. Revenues to the end of July 2024 were £12.1 million, with a pre-tax profit of £1.5 million. Jason Seddon, 47, has agreed to remain on board indefinitely as managing director. Centurion - headquartered in Dyce, Scotland - was established in 2017 with revenues in the region of \$500 million last year. It focuses on long term investments in energy services, equipment, and technology companies and runs a wide range of services including rental with a focus on the energy market.



Dutch aerial lift and telehandler distributor **HDW** has acquired Ruthmann truck mount and Bluelift spider lift distributor **Kwak Hoogwerker Centrum**. HDW has been the Versalift distributor for many years and already has the distribution rights for Ruthmann in Belgium, Poland and the Czech Republic.



Kwak is based in Almere and has been the official Ruthmann distributor since 1957. It became Kwak in 1977 when it took on the name of the then managing director Herman Kwak. The company has been led by Guido van Gestel as owner and chief executive since 2002. Kwak offers sales, services, repairs and inspects any type or make of aerial work platform.

Sennebogen Finance has added **UniCredit** to its financing partner network, working alongside its first appointee DLL. The aim is to strengthen its offerings for customers and dealers in Central and Eastern Europe. UniCredit is particularly strong in Austria, Italy, the Czech Republic, Bosnia, Serbia, Slovakia, Romania, Hungary, Croatia and Bulgaria.





The new Aichi SR21CJM

FIRST AICHI SR21CJM

One of the first new 68ft Aichi SR21CJM telescopic crawler boom lifts to arrive in Europe has been delivered to German rental company Blesser Mietstation.

The new crawler lift - powered by a Yanmar diesel - features a three section telescopic boom topped by an articulating jib for a working height of 22.7 metres and a maximum outreach of 16.7 metres with an unrestricted platform capacity of 250kg. Overall width is 2.49 metres, with an overall stowed length of 10.59 metres and an overall height of 2.42 metres. Total weight is 14,200kg. The platform has a 360 degree continuous slew with 180 degrees platform rotation.

WILBERT BECOMES ZOOMLION DEUTSCHLAND

German crane manufacturer Wilbert Tower Cranes has changed its name to Zoomlion Deutschland. The name change - which officially came into force on June 11th - comes six and a half years after the German company was acquired by the Chinese manufacturer.

The change was communicated to customers last week by Wilbert/ Zoomlion Deutschland managing director Michael Meding. The mailing address, telephone numbers, and contact details all remain unchanged, while email addresses now end with @zoomlion-germany.com.

The changeover comes almost three months after Zoomlion 'broke ground' on the €50 million, 60,000 square metre Phase II expansion of the Wilbert production facility in Waldlaubersheim, south west of Mainz and Frankfurt. Going forward the additional space will be used not only to manufacture tower cranes, but also for mobile cranes and concrete equipment such as pump trucks, with an annual mixed product capacity of around 1,000 units and a value in the region of €300 million at current pricing levels.

Zoomlion is also developing a new 55,000 square metre powered access facility in CTPark, Tatabánya, Hungary, north west of Budapest towards Bratislava, Slovakia. See C&A 27.1- Feb/March.



The Wilbert facility is being extended



The ground breaking ceremony

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NEWS HIGHLIGHTS

■ UK's **Emerson Crane Hire** has appointed **Stephen Palmer** as business development manager



Stephen Palmer

■ Netherlands' **Giraffe Cranes** has appointed **Bultech** as its distributor for Belgium

■ UK's **Quick Reach Powered Access** fleet will be sold by online auctions

■ UK's **PCE** has taken its first 150t **Liebherr** LTR 1150

■ Spain's **Grúas Roxu** has taken one of the first 250t **Tadano** AC 5.250L-2

■ UK's **NMT Crane Hire** has taken a second 300t **Liebherr** LTM 1300-6.2



Victor Gottardi

■ Italy's **Fassi Gru** has appointed **Victor Gottardi** as chief executive

■ UK's **Roadcraft Crane & Plant Hire** has taken its first **Sany** AT crane

■ South Korea's **Seyeon Tech Rental** has taken 119 **Noblelift** scissor lifts

■ UK's **Collett & Sons** has purchased 36 **Goldhofer** THP/SL-L modular axle lines

■ **Link-Belt** has appointed **Josh Frederick** as director corporate planning & strategy



Josh Frederick

■ **Ruthmann** is building a new service centre in Renningen, Baden-Württemberg

■ Italy's **Jekko** has appointed **KoWu** as its new distributor for South Korea

■ US' **Wilkerson Crane Rental** has promoted **Larry Smith** to COO



Larry Smith

■ Germany's **HVS Hubarbeitsbühnen** will open a branch in Bramsche with 24 new **Snorkel** platforms

■ US' **Boss Crane & Rigging** has opened new locations in Orlando, Florida and Midland, Texas

■ Dutch access rental entrepreneur **Frans Collé** has died



Frans Collé

■ UK's **GGR** hosted the ILLAPG annual meeting/open day in early June

■ Germany's **Weiland Kran & Transport** has taken two **Tadano** All Terrains

■ **IPAF** is working with Weston Park Cancer Charity on a fundraising scheme

■ UK crane and access pioneer **Tom Renwick** has died



Tom Renwick

■ **Link-Belt Cranes** is building a home for a family of seven with Lexington Habitat for Humanity

■ **Royal Transport** has taken Norway's first 150t **Grove** GMK5150XL

■ **MEC Aerial Work Platforms** has opened a parts & service facility in Greer, South Carolina

■ UK's **Emerson Crane Hire** has taken a second 230t **Liebherr** LTM 1230-5.1 All Terrain crane



John Chandler

■ **John Chandler** has joined **Sinoboom** as UK general manager

■ UK's **Bethell** has taken an 80t **HSC** SCX800A-3 crawler crane

■ Austria's **Wien Energie** has taken its first 22m **Bluelift** SA22 spider lift

■ Norway's **Olympic Group** is taking two 250t **Huisman** Knuckle Boom cranes

■ Germany's **Dolezych** has celebrated its 90th anniversary

■ Ireland's **Liffey Crane Hire** has appointed **Keith Molloy** as sales manager



Keith Molloy

■ UK's **John Sutch Cranes** teamed up with **Modulift** to install roof sheets

■ **Terex** has appointed **Sanggar Sarana Baja** as distributor for Indonesia

■ **GCT Global Container Terminals** has ordered 11 **Konecranes** RTGs for British Columbia

■ Scotland's **Global Port Services** has taken three **Liebherr** All Terrains



Rick Dyson

■ **AFI** has appointed **Rick Dyson** as its technical field salesman for van mounted platforms

■ Austria's **Palfinger** has opened its expanded service centre in Duisburg, Germany

■ Germany's **Schwarze ASC** has taken a 150t **Liebherr** LTM 1150-5.3

■ **Terex** has opened a new production facility in Waukesha, Wisconsin

■ Germany's **Franz Bracht** has taken three **Grove** All Terrains

■ Spain's **GH Cranes & Components** is trialling six AI projects

■ **Mammoet** has relocated a pavilion on Texel island using SPMTs

■ UK's **Speedy Hire** has trained 2,000 employees in CPR skills with the **British Heart Foundation**



Aidan O'Neill

■ Australia's **Franna** has appointed **Aidan O'Neill** as regional sales manager Southeast Asia

■ Austria's **Palfinger** has broken ground on a new €20 million facility in Madrid, Spain

■ UK's **JMS** is seeking support for **Cancer Research UK's** Pretty Muddy 5K race

■ Germany's **Colonia** has taken a **Faymonville** GigaMAX 1+3 low bed trailer

■ Canada's **NCSG Crane & Rigging** has changed its name to **Barnhart** following its acquisition last year

■ Australia's **CMFEU** called a crane strike at **Golden Plains** wind farm in Victoria

■ Germany's **Hack Schwerlastservice** has taken a 700t **Liebherr** LTM 1650-8.1

■ **Mammoet** has installed bridge sections on the NY Portal North Bridge project



Kenny Roberson

■ Taiwan's **Tiger Lifting** is working with **RiConnect** to implement RFID technology

■ **Exact Crane** has appointed **Kenny Roberson** as sales & service rep for Michigan

■ UK's **Niftylift** has celebrated 40 years in business

■ A charity is helping crane operator/hero **Glen Edwards** fulfil his bucket list following a terminal cancer diagnosis



Glen Edwards

■ Germany's **Böcker** has broken ground for a new service centre in Eschbronn

■ Finland's **Hiab** is investing €19 million to expand its **Multilift** production facility

■ **Liebherr GB** sales veteran **Steve Elliott** has retired after 24 years



Steve Elliott

■ Italy's **Vernazza Autogru** has taken a 450t **Tadano** AC 7.450-1 All Terrain

■ Germany's **M. Höfges Bedachungen** has taken a **Böcker** AHK 36e trailer crane

■ **De Lage Landen International** and **Iveco** have entered a joint venture for low-emission vehicles

■ **Tadano** has taken over **Valla** industrial crane sales in Germany, Switzerland and Austria

■ Canada's **CanLift Equipment** has spent \$10 million on 70 **JLG** booms and telehandlers

■ Italy's **Minguzzi** used a **Multitel** MJ 375 to install lightning protection on Rome's Arch of Constantine

■ Germany's **Hofmann Kranvermietung** has taken a **Cometto** BladeMax1000



Geoff Beentjes

■ UK's **Brogan Group** has appointed **Geoff Beentjes** as manager Northern England

■ Italy's **Fratelli Fazio** has ordered a 200t **Konecranes** **Gottwald** ESP.9

■ Germany's **Ulferts** has taken the first **Liebherr** LTM 1110-5.2 with driver assist

■ China's **Cosco** has added **Scheuerle** SPMTs to its fleet, the largest in China

■ UK's **Nationwide Platforms** has launched weekly mental health walks in Warwick



Neil Waldron

■ UK access industry veteran **Neil Waldron** has died

■ UK's **Clements Plant & Access** is marking its 60th anniversary

■ **Wocken** has taken Germany's first **Skyjack** SJ60 AJHE+ hybrid booms

■ UK's **AER Rents** has merged its Newcastle operations

■ **Sinoboom** has introduced a new global livery

■ France's **Joly Location** has added three 24m **Versalift** VTX-24 - VL 24

■ Italy's **Multitel Pagliero** has restructured its technical engineering office with **Giacomo Bolla** as manager



Giacomo Bolla



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PRODUCTIVITY OVERTAKES SAFETY?

In recent years low level work platforms have 'flown below the radar' compared to larger scissor and boom lifts. It is odd that low level work platforms are predominantly sold in the UK, parts of the Middle East and to a lesser extent, the Netherlands and some Nordic markets. The sector's relatively low profile might explain why more of the larger manufacturers have not adopted them, leaving opportunities to specialist companies.

But what is a 'low level work platform'? And why is it not replacing ladders, mobile alloy towers or podium steps more rapidly?

We consider a low level lift to be one that has a working height of five metres or less and can be self-propelled or push around with either a battery powered lift mechanism, or manually elevated. While there were some efforts in the past, the sector came into being as result of the European Work at Height directive in 2005. The immediate aftermath in the UK was a time of myth and overreaction among the health & safety teams of major contractors and those newspapers that love a big shock headline, or 'wheeler dealers' that spotted a 'get rich quick' scheme and money making opportunity. Headlines such as "Ladders are banned" frightened contractors and inspectors into 'gold plating' the rules, over rigidly interpreting and enforcing them. The new directive meant that protection against falls from height - which was previously only required above two or three metres - was now interpreted as falls from any height - no matter how low.

This led to rumours that contractors, builders

and window cleaners were banning any type of ladder from job sites under the fear that the HSE (Health & Safety Executive) would prosecute all those that did not comply. All of which was nonsense, but it did lead to several companies diving in and developing solutions for 'ladder-less' work sites.

First, into what became known as the low level market, in early 2005 was ladder and scaffold group NSG with the Pop Up push around scissor lift, manufactured by a Chinese supplier. It had a working height of 3.6 metres, weighed 270kg and had an overall width of only 700mm, an overall length of 1.13 metres, a platform capacity of 240kg and a price as low as £3,000. When exhibited for the first time at the Hire Show it took the market by storm and the orders flooded in. Around the same time industry pioneer Brian King, who managed CTE UK at the time, had been working with Nationwide Platforms to develop a low level push around lift, and came up with the CTE Power Tower with a 5.1 metre working height and sigma type lift mechanism. King then set up his own company Power Towers to manufacture and sell the product, while



remaining onboard at CTE. The first unit was delivered to Nationwide in early 2007.

Both companies profited enormously from the rising pressure in the UK to move to some form of powered access in place of ladders. They were aided by the fact that some leading contractors

spread the word that when they had used the lifts on a project their efficiency and quality of work improved, but most importantly there were far fewer reports of strain or minor injuries than when towers or ladders were used. The growing demand encouraged the UK rental market to embrace the concept, while it also brought some of the large tool and general rental company chains into the powered access market for the first time. Almost 20 years on, most leading rental companies run significant fleets, the largest being Vp owned MEP Hire with around 6,800 units - although most UK rental companies have reduced numbers slightly in recent years, possibly with the advent of the self-propelled micro scissor and mast lift.

Having mentioned at the start that most of the manufacturers in the sector are smaller specialists, many will be aware that global aerial lift market leader JLG is a significant player in the sector following its acquisition of Power Towers in 2015. Power Towers was arguably the most innovative player in the market, introducing the first easy to use and practical manual lift mechanism, with the Peco lift mast type lift in 2012, followed by some very light weight self-propelled models. In the years following its acquisition, Power Towers continued to operate as a standalone company, however, more recently it has been integrated into the JLG corporate machine, much the same way that Hinowa and Ausa are being integrated into the orange and cream.

MOVING ON FROM THE UK

When it came to marketing low level platforms in other countries, it has been surprisingly challenging. The Middle East was an early adopter because it turns out that the large number of UK contractors working in the region insisted on using them, both from a safety and productivity basis, especially when 'fitting out'.

The more developed markets proved more challenging. Italy oddly enough had been in the market for many years before the Pop Up came along with Bravi having started in 1995, while companies such as Faraone also produced low level platforms. But even today ladders are still widely used in Italy and the cause of many workplace injuries.

The Netherlands, a massive scaffold tower and ladder user, began adopting the product, but even now it is hard to claim that it is fully mainstream. The same might be said of the Nordic region. More recently Germany appears to be growing, as is France, but a recently signed supply deal between JLG and Tubesca-Comabi might just help fast track the uptake? Meanwhile North America, the 'home' of powered access, has yet to take the product to its heart. Attend any show during build up or even mid-morning in a hotel lobby and you are quite likely to see plenty of large A-frame ladders in use, and rarely a low level platform.

IS THE MARKET CHANGING?

Low level lifts were initially introduced as a way of reducing falls from height. At the time the European work at height Directive 2001/45/EC was introduced, statistics showed that between

New entrant at Axolift is growing its market share



40 and 50 people died each year from low level falls and a further 4,000 suffered serious injuries. A survey at the time also showed that well over a million people used some form of low level access such as ladders, steps or mobile towers every day. However, what is now clear is that those numbers included private individuals doing jobs around the house and garden who will continue to use ladders and step when carrying out everyday tasks. Very few, if any will ever rent or buy a specific low level platform because of the purchase cost and inconvenience of moving it into place. It is only on job sites where the main contractor specifies their use or manufacturing facilities where widespread usage is now the default method.

A market research study and survey conducted by Introspective Market Research last year claims that around 50 percent of general internal building work involves ceiling heights of five metres or less, and yet more than 90 percent of the platforms sold between 2017 and 2023 for this type of work have working heights above five metres.

PRODUCTIVITY IN DATA CENTRES

Having said that, as we have mentioned already the demand for low level platforms is as much about the productivity gains as the improved safety carrying out the task. The uptake of low level lift usage in many countries can also be put down to the huge increase in construction projects such as airports, large hotels and more recently, data centres. The number of these centres currently being built is huge. For example, in Milan, Italy it is estimated there are currently 18 data centres being built in one part of the city alone... and data centres need lots of low level lifts often in clean room areas where the fully manual models are ideal.

A data centre requires miles upon miles of copper, fibre optic and power cables often ceiling mounted at heights typically ranging from 2.6 to 4.5 metres. For fire suppression, if using water sprinklers, the height of the ceiling doesn't really matter however when using inert gas fire suppression, the higher the ceiling the greater the room volume which adds to the gas suppression cost - so about 4.2 metres seems to be the maximum height with a minimum of around 2.75 metres. Depending on the design of the data centre, cables can be routed both under the false floor or in overhead cable management systems.

Whichever system is used the lightweight low level lifts are ideal for moving around and working on the weight sensitive flooring and are so much more productive than ladders or steps. However, it should be noted that several data centre contractors prefer non powered push arounds simply because they cause less damage when working. Self-propelled models are obviously more productive, so it is a one or the other choice.

Looking at overall sales figures, self-propelled low level lifts are by far the more popular, and now apparently account for around 70 percent of sales.

ESTABLISHED MARKET

While the market is relatively stable shipments are far lower than they should be, primarily because as we already touched on they are only popular in a few markets. The UK takes somewhere in the region of 1,500 to 2,000 each year with most other countries purchasing hundreds rather than thousands.

Some of the companies which entered the market earlier on, such as Pop Up and Boss appear to be less visible with companies such as JLG, Snorkel, and industry veteran



A Boss X series push around



A Pop Up Push 300 from 2010

Bravi covering the majority of the market. In the UK, Snorkel claims to be market leader in the powered machines and JLG for the push arounds. However, there are numerous other manufacturers including the up and coming Italian company Axolift and a 'new' player in the sector, Navigator Lifts which has recently acquired the intellectual property of the original Navigator product line.

HEAVIER WITH AGE...

The original Pop-Up weighed 279kg. In the USA Custom Equipment shipped its first product - the



The Snorkel TM12 has a 500mm extension

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 regulations but by the increasing use of suspended floors, with capacities that ruled out the increasingly heavy 15ft scissor lifts. After many successful years producing Hy-Brid lifts the company was purchased in 2023 by Turkish company Asko Holding which also owns ELS and MTS. Earlier this year the Hy-Brid Lifts/Custom Equipment rebranded to become Xcxs Equipment.

UpRight introduced its slightly larger 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 as well as ELS from Turkey. Another important manufacturer

LOW LEVEL ACCESS

over the years in this market has been Italian manufacturer Bravi, which introduced its original Leonardo in 1995 and was almost alone for its first 10 years. So, although there are not a huge amount of manufacturers, those looking for a push around or powered low level platform have plenty of choice.

AXOLIFT ON THE UP

One of the relatively new entrants - launching in 2021 - is Italian manufacturer Gromet with its Axolift products. Based in Veneto in Northwest Italy the fabrication and metalworking business had produced components and fabrications for



The Axolift Manulift 200

BRAVI

PLATFORMS

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Working height 4.9 mt / 16 ft
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LOW LEVEL ACCESS

other companies over the years but decided to enter the sector with its own push around platforms using a separate facility on the other side of town. With the latest laser cutting, bending and robot welding equipment it produces most of the machines in-house - a distinct advantage in today's tariff laden supply chains.

The first two products launched were the manually operated mast type Manulift 200 and the battery powered push around Elift 350 with working heights of four and 4.95 metres respectively which went head to head with the JLG Power Towers Pecolift and Ecolift models.

Since then, the company has expanded and rejigged its product range and facilities, along with its distribution network with dealers added in the Netherlands, the UK, Ireland, France, Lithuania, Poland, Norway, Spain and more surprisingly India.

Just over a year ago the company launched a new five metre working height push around scissor lift, the P300. The new machine - its first scissor lift - has a working height of 4.95 metres with a platform capacity of 240kg, with an overall width of 765mm, an overall length of 1.27 metres and a stowed height of just under 1.78 metres. Total weight is 380kg. The lift uses a 24 volt system for the lift function in an effort to reduce costs, and safety features include automatic two wheel braking as the platform is elevated. The



chassis runs on four heavy duty castors.

Six months later Axolift launched the 10ft Elift EL300 self-propelled mast type lift, based on its most popular model - the Elift 350. The EL300 has a 4.95 metre working height with a maximum platform capacity of 180kg - one person - with 20kg on the mast top tool tray. Improvements over the Elift 350 include an additional 10mm ground clearance - now 35mm - and improvements to the three section box mast including low friction ball bearings in place of nylon wear pads, and a hydraulic oil collector in the base in case of leaks. The control box has been moved and improved with an easier to use joystick, while the electrical system has been refined and updated for improved performance and serviceability.

Changes were also made to the electric drive system including better protection for the motors, while platform descent is powered, rather than relying on gravity. Service access to the hydraulics has also been made easier. The unit has an overall width of 770mm an overall



length of 1.23 metres and an overall stowed height of 1.77 metres. Total weight is 380kg. As with the 350, fork pockets are built into the top of the chassis for better balance when lifting or moving the machine with a forklift, as is a footbrake on the rear axle in addition to the regular motor mounted brakes.

SELF-PROPELLED P300T

Axolift's new 10ft P300T self-propelled scissor lift was launched in February, and its dimensions are virtually the same as the P300 push around. Working height is 4.95 metres however platform capacity has increased to 240kg with a 20kg tool tray capacity and overall weight of 430kg. The 24 volt battery is said to provide up to eight hours of continuous operation. Features include a battery indicator, forklift pockets, 35 percent gradeability, auto brake system, tilt sensor and overload alarm. It can also switch between push-around and self-propelled modes.

NEW NAVIGATOR LIFTS

A brand new, UK based low level lift company that has started trading this month is Leicestershire based Navigator Lifts. The company acquired the IP rights to the original Navigator product line launched in 2023 and made in Northamptonshire by Metal & Modular. The Navigator lifts designer, Michael Brown, has been appointed technical director with Scott Williams as managing director and Stuart Lambert - ex JLG and head of access at Contract Plant Rental - as sales director. The product line includes four push around lifts, the two Navigator



The Navigator 6.0



The Explora has a working height of 4.6 metres and has a 300mm fold down step-up

models - the Navigator 4.5 and Navigator 6.0 which have been rebranded and re-engineered - and two all-new models, the Explora and the Scout, also designed by Michael Brown, which are due to make their global debut at Vertical Days in September.

The Explora has a working height of 4.6 metres and has the addition of a fold down step-up in the platform which adds a further 300mm when required. The Explora is also wind rated to BSEN280.

The Scout is a mini version of the Explora and will have a working height of 3.65 metres and may also include the step-up. All the lifts are to be made in the UK at an existing manufacturing facility with the potential to build 400 machines a month.

"We are a startup company but have a lot of experience in the access sector," says Lambert. "We currently have four products, but this is set to increase over the next 12 months and we are hoping to sell about 500 machines by the end of the year and then 200 per month after that. We are currently looking for a European partner and another in Dubai/UAE to cover the Middle East. A distributor in the USA is also planned."

"Even though the company has just been formed we have had good conversations with potential customers regarding specifications, price and availability. Demonstrations are already being booked to show off their features."

"The new Navigator models have been upgraded with numerous design improvements including uprated gas struts and a powder coated finish. The Navigator 6 is still the only six metre push around lift, while the Navigator 4.5 is the narrowest being able to pass through a 650mm wide opening. The lifts also feature outriggers and are wind rated."

LOW LEVEL UPDATE FOR JLG

The largest access manufacturer that offers low level lifts is JLG Power Towers with a range of eight machines - three push-around manual elevating (the Pecolift, Ecolift and Ecolift WR), four push around electric lifts (Nano 25, Nano 35, Power Tower and Power Tower Duo) and two self-propelled (Nano SP and Nano SP Plus).

The JLG Power Tower Duo



The company recently launched an improved Nano 35 for North America where it will be known as the 1230P. The key specifications remain unchanged from the Nano 35 with a 5.3 metre working height and maximum capacity of 200kg in the 850mm by 720mm platform. The overall footprint is unaltered at 1.19 metres by 760mm, and overall weight

The new JLG 1230P



is 432kg. Other improvements include punched platform surface for improved visibility, drainage and airflow, upgraded vertical guardrails, improved castors with easier locking and unlocking, automatic brake application and easier access to the platform. JLG has also updated the smaller 830P and 1030P as well as the non-powered EcoLift 50 and 70.

BRAVI UPGRADES

Possibly the first company to enter the low level market, Bravi has also upgraded its key models - the Leonardo HD and Sprint LP - adding new accessories and launching the new Sprint TL. The Leonardo HD now has a 230kg unrestricted capacity across the entire dual extension platform making it more suitable for larger

LOW LEVEL ACCESS

accessories such as the Solo-Gyps plasterboard handler for overhead installation.

The company has managed the upgrade while retaining the 1.7 metre by 630mm platform dimensions and five metre working height without increasing the overall weight which remains at 560kg for both indoor and outdoor applications. Bravi has also launched a new 90kg Pipe Rack increasing the pressure to upgrade the capacity.

The Sprint model has had more radical updates including a new chassis which features reinforced corners and bumpers, while a new wider cargo shelf has been designed to fit both the Sprint and Sprint LP models and includes fold up edges on three sides for improved stock

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LOW LEVEL ACCESS



The updated Bravi HD now offers an unrestricted platform capacity of 230kg



The new large parcel shelf with rollers



The five metre/227kg Snorkel S3010P

picking efficiency. New accessories include the 'Suction Gun' - a pole with a 20kg capacity suction cup on the end to grab hard to reach items at the back of a shelf or rack to increase picking efficiency.

On the Sprint LP model, the large parcels cargo shelf has been completely redesigned and is now equipped with a set of rollers on both sides to facilitate the loading of bulkier materials.

The tyre picking Sprint TL has been restyled, with operating improvements introduced based on customer feedback, including a 150kg capacity on the tyre compartment - 50kg more than the existing model - allowing it to handle 800mm diameter SUV tyres. A trade-off is a slight reduction in working height to five metres.

NEW MODEL FROM SAFELIFT

Swedish low level aerial lift supplier Safelift has launched a new version of its self-propelled 10ft MA50-R. As with the original MA50, the MA50-R has a working height of five metres, overall width of 760mm and an overall length of 1.16 metres. The platform dimensions are also the same at 530mm by 760mm with a capacity of 180kg

and with a low entry level and saloon style entry gate.

However, the MA50-R features a retractable guardrail system that allows the user to reduce the platform dimensions to 530mm x 550mm in order to reach through 600mm x 600mm false ceiling openings.

The three section mast is extended with a single hydraulic cylinder, while power comes from two 75Ah/12 volt maintenance free batteries. The MA50-R can be driven at full height, but also when stowed. It is possible to convert to 'Push Around' mode with the turn of a lever, transforming it to a simple low level push around lift. The machine has overall weight of 331kg.

SNORKEL

Snorkel low level push around lifts are available in three working heights, - the 3.81 metre/240kg S3006P, the 4.5 metre/240kg S3008P and its most popular the five metre/227kg S3010P and a self-propelled version S3010E.

Although slightly larger, the 5.6 metre working height Snorkel TM12 originally launched by UpRight in 1994 was one of the very first self-

propelled mast lifts to hit the market and it is still proving popular with many wanting its more recently added 500mm rollout deck extension to reach over obstacles. The electric drive version - the TM12E - is also in demand with a new upper control box and integrated power to platform outlet.

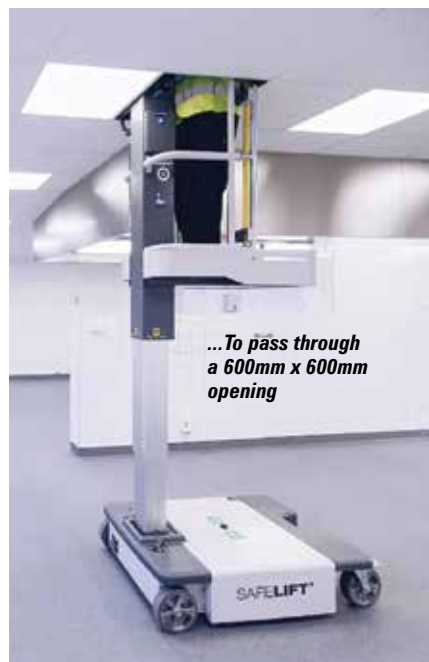
OTHER NEW DEVELOPMENTS

Launched at Bauma, Dutch company Altrex unveiled two new Vari-Lift models - the manual push around Vari-Lift 350 with a working height of 3.5 metres, 150kg capacity and weighing just 196kg. Dimensions are 700 by 980mm with an overall height of 1.55 metres. The Vari-Lift 420 has a 4.2 metre working height and is slightly larger at 740mm by 1.24 metres long and 1.94 metres high. Weight is 319kg.

Also at Bauma, Chinese manufacturer Hynee showed two push around scissor lifts although only the five metre working height SP0507 could be classified as a Low Level Lift. Platform capacity is 240kg while it weighs 482kg. The larger 5.9 metre SP0607 has a 240kg capacity and weighs 516kg. Both use a battery powered lift. ■



The MA50-R - Pull the platform in until its small enough...



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An Altrex Vari-Lift push around

Hynee has two push around scissor lifts with working heights of five and 5.9 metres

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HYBRIDS TO THE FORE

In last year's All Terrain crane feature we said that the sector was relatively quiet because manufacturers were gearing major model launches to coincide with this year's Bauma. Unfortunately, the big international show has come and gone and, to be perfectly honest, new All Terrain cranes were rather thin on the ground.

That is not to say there were no new launches - there were several - but nothing radical or different, more just a tweaking of boom lengths/capacities and of course the growing eco hybrid and electric drive systems - even if customers do not want to pay the price premium being asked.

Liebherr has embedded its position as the dominant All Terrain crane manufacturer with around a 50 percent share of the international, non-Chinese market. In some countries such as the UK, Germany and the Benelux region this figure may be nearer 70 percent or more. Its success was highlighted in 2023 when the company produced more than 2,000 All Terrain cranes for the first time in its history. And while 2,000 small cranes might be impressive, Liebherr says that the majority of its production was cranes with four or more axles.

Liebherr's ongoing rise is possibly not all related to having a better product - there are other reasons at play. However, with only two other major players - Tadano and Manitowoc/Grove - the lack of disruptive competition is surely a factor. Tadano's problems integrating the Demag mobile crane business following its acquisition from Terex in 2019 has certainly created opportunities for Liebherr. Six years have passed since the acquisition and few would claim that Tadano has got back to where it was prior to the takeover, at least in Europe. In North America the situation is quite different, and Tadano remains very strong. It is also Tadano's most profitable overseas market so has a lot of focus and independence.

Manitowoc/Grove has been steadily improving sales after going through a tough patch dating

back to around 2015 when it separated from its food division, culminating in the almost total disaster of its misguided and farcical tariff petition claim against German and Japanese All Terrains at the end of 2019. The current chief executive Aaron Ravenscroft saved the day by managing to have the petition and investigation withdrawn at the last minute after stepping into the role.

Since then, it has been slowly but perhaps steadily regaining its position in the market, possibly helped along a little by Tadano's internal woes, but mostly due to the introduction of several popular new models, with long booms and improved features. It must be remembered that Grove was the dominant player until All Terrains arrived, having been the first major company to enter the AT market, only to pull out when it could not stomach the dreadful unreliability of those early models. Liebherr had similar issues, but persevered and that led to its current market leadership. Grove acquired Krupp to try and get back in the game but has yet to regain its pre AT era position. Its new models, a growing focus on direct support and service plus its push into hybrids will all help its ongoing progress.



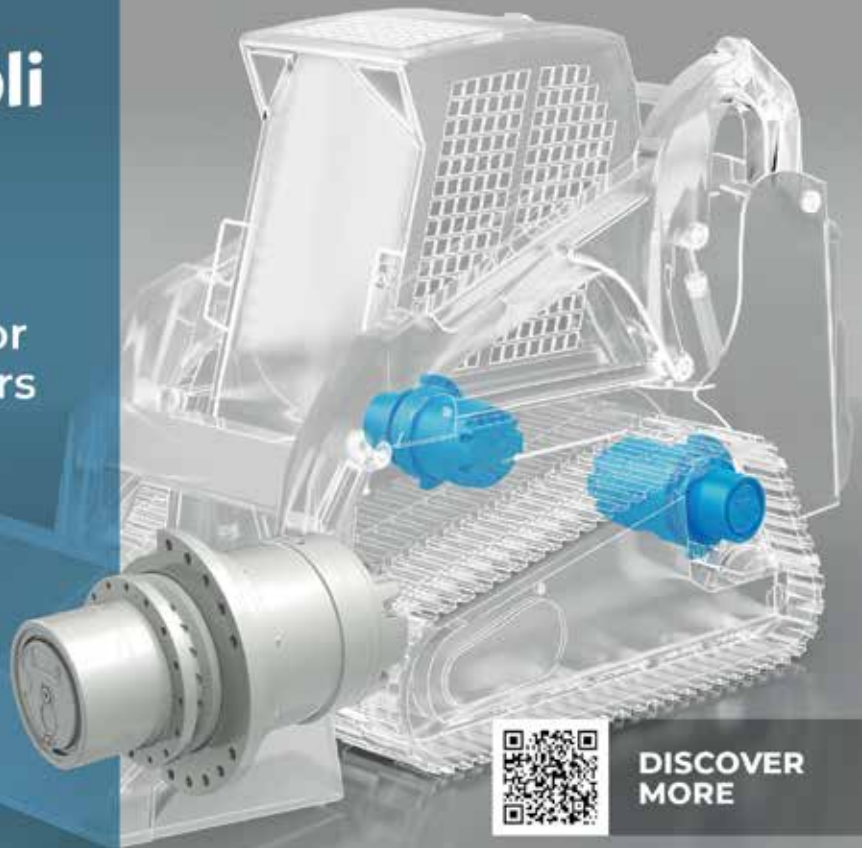
So, considering all this, it is difficult to see quite how the market develops over the next few years. Given that Sany and XCMG have started to make some inroads is likely that when we look back in five years, we will see a more fragmented market with more suppliers and more choice for buyers, especially in the smaller end up to four axle, 120 tonne models, as we have seen in the aerial lift market in recent years. How that develops beyond that will depend on the three major western manufacturers.



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The 150 tonne LTM 1150-5.4 has the new Liccon3 control system



The electric drive 150t Liebherr LTM 1150-5.4E

LIEBHERR QUARTET

All Liebherr ATs are manufactured at Liebherr's plant in Ehingen, Germany, with the range extending from a two axle 35 tonner up to the nine axle 1,200 tonne LTM 11200-9.1. The latest new models include the 150 tonne LTM 1150-5.4 which has been converted to the new Liccon3 control system, the battery electric powered LTM 1150-5.4E variant, the 120 tonne LTM 1120 with Liccon3 control system and at Bauma it presented what it claims is the lightest three axle All Terrain on the market - the LTM 1055-3.3.

The five axle LTM 1150-5.4E features electric drive for the crane functions via an integrated battery which allows the crane to work autonomously with reduced air and noise emissions for up to four hours without a power connection. When plugged into a 16 or 32 Amp power outlet, the crane can work at full power, as the battery acts as an efficient buffer.

The superstructure is driven by a large electric motor mounted on the transfer box on the chassis and uses the existing drive shafts that take the power up through the slew ring to a pump transfer box in the superstructure. This simple solution enables the operator to switch between diesel-hydraulic power and electro-hydraulic power and is said to offer similar performance as the six cylinder diesel.

When plugged in the crane draws high power peaks from the battery which is constantly recharged via the mains power source. Charging takes place via the CEE high current plug with 16, 32 or 64 Amps with up to 44kW of power or via a modern CCS plug for fast 80kW charging. The battery pack is contained in a box weighing around 1.5 tonnes mounted at the rear of the crane. The chassis uses a Stage V, HVO ready diesel which Liebherr says reduces operational CO2 emissions by up to 90 percent compared to regular diesel fuel.

The new crane has similar performance to its predecessor, the LTM 1150-5.3, which was introduced in 2020 with a 66 metre boom, lifting 9.1 tonnes at full extension making it ideal for erecting tower cranes and radio masts etc. It can also carry up to nine tonnes of counterweight within 12 tonne axle loads.

UPGRADES

The upgraded 120 tonne LTM 1120-4.2 is physically similar to the LTM 1120-4.1 apart from the addition of the Liccon3 control system. The new four axle crane retains the same seven section 66 metre main boom, 10.8 to 19 metre bi-fold swingaway extension, VarioBase variable outrigger set up and VarioBallast adjustable counterweight. However, it incorporates several enhancements, including improved driver assistance systems, a TraXon DynamicPerform clutch system for smoother starts, a newly designed driver's cab.



The LTM 1120-4.2

The Liccon3 control system offers faster data processing and expanded memory, complemented by a new touchscreen display with fully integrated telematics and fleet management features. Additional enhancements include a central lubrication system and a digital tyre pressure monitor.

LESS WEIGHT

At Bauma Liebherr launched its lightest three axle All Terrain to date, the 55 tonne LTM 1055-3.3 - aimed at complying with complex and restrictive driving permits worldwide. Its predecessor - the LTM 1055-3.2 - dates back to 2001 as the LTM 1055/1. Continuously developed over the years, the company has shipped 2,300 units, making it the top selling All Terrain of all time.

The new LTM 1055.3.3 features the new Liccon3 control system, significantly lighter fabrications, but with the same 40 metre boom length. Lower axle loads avoid the need for costly authorisations and restrictions in place in many markets.



Liebherr's lightest three axle AT to date - the 55 tonne LTM 1055-3.3

Being lighter the new crane can carry nine tonnes of counterweight on board - 80 percent of its maximum - within 12 tonne axle loads, compared to just 5.5 tonnes on its predecessor. With the full 11 tonnes of counterweight on board axle loads are just 14 tonnes. When removed axle loads of below nine tonnes and a GVW of 26 tonnes is possible. This means, for example, that a nationwide long term driving permit is available in Germany with no restrictions. This also applies to operation with a two axle trailer, which can carry the entire ballast, which can be self-installed in one piece.

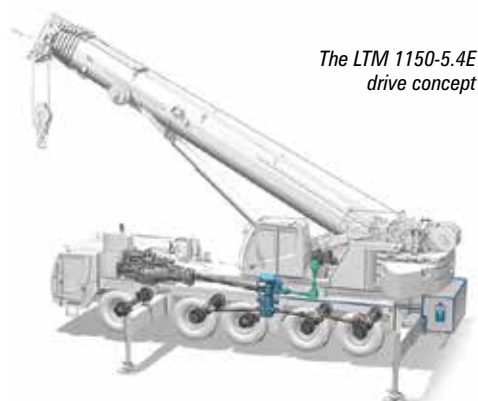
Liebherr claims that with its maximum ballast for 12 tonnes an axle, the LTM 1055-3.3 outperforms the other three axle models from a radius of eight metres out. From a radius of 20 metres, it says it is on par with four axle cranes.

When the 15 metre bi-fold swingaway extension is installed the maximum tip height is just over 58 metres and a radius of up to 46 metres. A 1.9 metre assembly jib has also been newly developed, which can be angled to 50 degrees, ideal for assembly work in industrial halls where space is limited.

The crane also features the Blind Spot Information System (BSIS) and the Moving Off Information System (MOIS) providing additional protection for other road users such as pedestrians and cyclists. In addition, the LTM 1055-3.3 will be prepared for the use of RemoteDrive - moving the crane via remote control - as standard, a central lubrication system for the chassis and a digital tyre pressure indicator.

TADANO AT BAUMA

The main thrust of Tadano's stand at Bauma was the launch of the 1,250 tonne CC 78.1250-1 lattice crawler crane as well as the integration of the recent acquisitions of Nagano, Oil&Steel, Valla



The LTM 1150-5.4E drive concept

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Tadano's new four axle 70 tonne AC 4.070HL-1 was first seen as a prototype in 2022



and PM under the Tadano brand. However, the company did launch a couple of new All Terrains including the hybrid 120 tonne AC 5.120H-1 and the long boom version of the 250 tonne AC 5.250L-2.

Tadano has been promoting its work on hybrid cranes for several years launching the world's first electric RT crane - the GR-1000XLL Evolt - at Conexpo 2023 and the prototype four axle hybrid AT at the previous Bauma in 2022. The company now has two new market ready hybrids that use a battery pack to power the superstructure.

The AC 4.070HL-1 is the four axle 70 tonner seen as a prototype in 2022, followed by a series of field trials. Tadano says the corresponding pre-production model trials have received an overwhelmingly positive response in real life use. The 120 tonne AC 5.120H-1, has been developed with the benefit of these trials and is the next model in the series.

The hybrid cranes form part of Tadano Green Solutions (TGS) environmental protection strategy which aims to reduce company CO2 emissions between 2019 and 2030 by 25 percent globally - 35 percent across the board reduction from its products - and be completely climate neutral by 2050. It says that hybrid cranes are an important step towards this as their CO2 emissions are at least 60 percent lower than all diesel models, adding that electric crane operation has a system efficiency of about 85 percent, more than double that of diesel power.

Both the new ATs use a diesel powered chassis but are fully electric when set up on site. The high-voltage (HV) battery in the superstructure powers an electric motor as well as the thermal management system and the superstructure cab's air conditioning. The electric motor powers the pump and hydraulic system from the regular diesel crane. The hybrid cranes can be operated both either with their own battery power or when plugged into an external power source, such as temporary work site power which not only extends the crane's electric runtime but can also relieve the load on the battery. In addition, the hybrid cranes remain fully operational even when the battery is fully depleted and no external power supply is available.

This is due to a generator that is driven by a power take-off on the carrier's diesel engine that tops up and recharges the battery pack. The hybrid cranes also feature a separate 24 volt vehicle electrical system that can be used for de-rigging in case of emergency.

The hybrid crane design was planned in such a

way as to be used across several models, so that Tadano's electrification for the AC 5.120H-1 is based directly on that of the AC 4.070HL-1. The front section of the five axle crane's superstructure supports an optional second battery pack. This doubling of the battery capacity to 140kWh means that battery electric operation for a full working day without external charging is possible. Thanks to the compact rear storage box next to the vehicle inlet, it can be used carry the usual crane equipment. The generator drive runs maintenance free directly off the transfer case between the second and third axles.

LONG BOOM 250 TONNER

The Tadano AC 5.250L-2 is a long boomed version of its five axle 250 tonne AT. The new crane has an eight section, 79 metre main boom instead of a seven section 70 metre boom on the current 250 tonner. Its 5.8 to 30 metre lattice extensions take the maximum system length to 109 metres. Like the basic AC 5.250-2 model, the long boom version has 10 x 6 drive and can comply with 12 tonne axle load limits even when carrying a hook block and outriggers, transport brackets for extensions, and up to 250kg of equipment in the rear box. In regions where 16.5 tonne axle loads are permitted, the AC 5.250L-2 can also carry a 12 metre extension, 20 tonnes of counterweight and up to 500kg of equipment in the rear box.

The AC 5.250L-2 can install its maximum 80 tonne counterweight in three lifts. However, if required, the counterweight can be divided. The crane features the IC-1 Plus crane control system which determines the maximum capacity of the crane in real time taking the outrigger set up, counterweight, slew position and boom configuration to supply the maximum available capacity - especially when lifting over one of the rear outriggers - which comes to the fore when operating with partial counterweight. The outriggers can be extended asymmetrically to five positions of 0, 25, 50, 75 and 100 percent. The optional six camera Surround View system makes it easier for the operator to position the crane on site.

The AC 5.250L-2 has a Stage V, HVO

The long boomed version of the Tadano AC 5.250L-2 features a 79 metre main boom



compliant Mercedes engine, with Eco Mode, where the engine only delivers as much power as the crane needs at any given time. The corresponding calculations are made via the IC-1 crane control system, which also includes a fuel saving start/stop function. Tadano also launched a 3D job planner scheduled for release in the third quarter of this year.

GROVE HYBRID ATS

The third major global All Terrain manufacturer Grove also used Bauma to add new hybrids including the 150 tonne GMK5150L-1e with a 60 metre boom and GMK5150XL-1e which has a 68.7 metre boom. Both models have exactly the same load charts as their diesel counterparts, as well as sharing most of the componentry including the CCS control system with boom configurator and the MAXbase variable outrigger set up.

The new cranes combine electric powered superstructures with Grove's regular five axle carrier. The hybrid system features a 180kWh battery pack that provides around five hours of emission free operation. When connected to mains power, this extends to 20 hours without affecting lift speeds or capacities.

The cranes can be charged from both AC and DC power supplies or through an integrated 170kW generator in the carrier. The battery pack is also recharged while driving on the road, ideally using HVO fuel.

Senior product manager Florian Peters said: "These new Plug-in Hybrid cranes deliver more sustainable lifting and boost owners' environmental credentials. They can drive to the job site using HVO fuel to power the fuel efficient engine, reducing carbon emissions by up to 90 percent while simultaneously recharging the

Grove has added new hybrids - the 150 tonne GMK5150L-1e with a 60 metre boom and GMK5150XL-1e with a 68.7 metre boom



batteries. They can then set up and use clean electricity to handle the lifting tasks. There's also a massive reduction in noise pollution - a great advantage when operating in a city centre. Many cities and industrial sites are placing increasingly strict environmental requirements on any machinery, so there is a need to provide customers with options to help them achieve their commercial and environmental goals. We expect a lot of interest in these hybrid cranes."

EXTRA COVER

Manitowoc has also introduced its new Extended Service Coverage (ESC) programme for Grove GMK All Terrain cranes in North America. ESC is designed to provide support for crane owners with three levels of coverage. 'Essential' protects components such as the powertrain, axles, transmission, drivetrain, engine, and critical boom parts. 'Plus' expands protection to include the hydraulic system and lifting equipment, while 'Platinum' offers the most protection, including all technology, electronics, and an annual inspection. Available through the company's dealer network it replaces the previous extended warranty option. Coverage can be paused in certain situations, transferred to new owners during the sale of a crane, or cancelled for a pro-rata refund. ESC is available for a wide range of GMK crane models with Manitowoc planning to extend the program to countries in South America and Europe and may add other product lines to the programme in the future.

GROVE 450T UPGRADE

Late last year Grove upgraded its 400 tonne GMK6400-1 six axle All Terrain crane to the 450 tonne GMK6450-1. The new model retains most of the 400 tonner's specifications and structure, including the five section 60 metre main boom and 79 metres of luffing jib for a 136 metre maximum tip height. Other features include Maxbase variable outrigger set up and the 'Mega Wing' self-rigging Superlift system, which increases capacities by up to 70 percent on the main boom and 400 percent on the luffing jib. The GMK6450-1 has been designed with wind power projects in mind that require flexible set-up distances to the turbine and the ability to lift heavy loads at steep vertical angles. It can also lift in wind speeds of up to nine metres a second, with its full luffing jib installed.

Vice president product and project management Andreas Cremer, said: "Over the past two years, we have seen a growing demand for a name change from our global customer base.

So how does the 200 tonne crane compare?

Manufacturer	Link-Belt	Liebherr	Grove	Grove	Tadano	Tadano	Tadano
Model	225 AT	LTM1160-5.2	GMK 5180-1	GMK 5200-1	AC 5.160-1	AC 5.220-1	AC 5.220L-1
Max capacity	200t	180t	180t	200t	160t	220t	220t
Main boom	62m	62m	64m	64m	68m	68m	78m
Max tip height	102m	102m	101m	101m	97m	108m	106m
Max cwt	36t	54t	50t	70t	46t	70.1t	70.1t

We reviewed the crane's performance, which resulted in a new model, the GMK6450-1."

NEW 200T LINK-BELT

Towards the end of last year Link-Belt Cranes launched a new, single engine 200 tonne five axle All Terrain crane, the 225|AT. The new crane is based on the 185 tonne ATC-3210 launched in 2014 but features a slightly longer six section latched boom - 62 metres compared to 61 metres - as well as more counterweight, while being just as manoeuvrable.

A 13 to 22 metre bi-fold offsetable swingaway extension to which two 7.6 metre lattice extension sections can be added provides a maximum tip height of just less than 102 metres. The crane features Link-Belt's Pulse 2.0 operating system, 'SmartStack' counterweight detection, its 'V-Cal' Variable Confined Area Lifting Capacities, and variable outrigger set up and monitoring system, providing virtually unlimited outrigger configurations. Finally, a radio remote controller for rigging is also included.

Power comes from an EPA compliant Cummins X-15 HVO ready diesel, driving a ZF TraXon transmission, providing a top road speed of 55mph. This unit also features the company's full width carrier cab. Overall width to the outside of the tyres is 3.3 metres, the overall height 4.1 metres and overall length with the rear winch installed 17.1 metres. On its fully extended 61.5 metre main boom it can lift 16.6 tonnes at a 10.7 metres radius and just under a tonne at 33.5 metres.

Product Manager Andrew Soper said: "We are excited to add the 225|AT to our All Terrain range.

The Link-Belt 225|AT has a maximum tip height of just less than 102 metres



I cannot wait for customers to experience this crane, with its new features, increased capacities, and superior transportability."

The closest competitive model to the Link-Belt is Liebherr's 180 tonne LTM1160-5.2 but it has a substantially larger maximum counterweight at 54 tonnes. The nearest Grove models are the 180 tonne GMK 5180-1 and GMK5200-1, both of which boast 64 metre booms and similar tip heights, and significantly more counterweight of 50 and 70 tonnes respectively. Tadano's 160 tonne AC 5.160-1 offers the longest main boom at 68 metres and 46 tonnes of counterweight. The larger 220 tonne Tadano AC 5.220L-1 has a 78 metre main boom, 106 metre maximum tip height and up to 70 tonnes of counterweight.

Tadano's AC 5.160-1 offers the longest boom at 68 metres and has 46t of counterweight



Manitowoc has introduced its new Extended Service Coverage (ESC) programme for Grove GMK All Terrain cranes in North America



Grove upgraded its 400 tonne GMK6400-1 six axle All Terrain crane to the 450 tonne GMK6450-1



Final paint shop touch up for the new 200t Link-Belt 225|AT



LONGER, HIGHER, FARTHER

The Tadano AC 5.250L-2 sets benchmarks with its 79-meter main boom, the longest in its class, and a system length of up to 109 meters. This crane excels in urban applications, such as lifting heavy loads on tall buildings over obstacles and is ideally suited for erecting large tower cranes. Its load moment of up to 736 tonnes and self-erecting extensions ensure unparalleled versatility and efficiency.

Innovative features like the IC-1 Plus control system and optional Surround View ensure precision and safety on every job. Coupled with exceptional transport configurations and an eco-friendly engine, the AC 5.250L-2 is built for efficiency, reliability, and sustainable operation.

Reaching new heights

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XCMG had a large display of its ATs at Bauma



Sany launched the 120 tonne SAC1200E at Bauma

CHINESE ATs

For the up and coming Chinese manufacturers the process of developing a crane that is truly accepted in major European markets is a massive challenge. Developing a high spec technically competitive product will not cut it. Convincing customers to swap from their existing western suppliers/manufacturers with their well established resale values and product support is a Herculean task. Even if they can be sold at a lower price, this cannot replace quality or great service and parts supply. And if they are sold too cheaply they will attract anti-dumping tariff petitions.

The embargoes on Western companies selling to Russia following its invasion of Ukraine has given Chinese crane manufacturers free reign in the large Russian market, which must be helping with production volumes and on site experience.

Two companies seem to be making the most headway - Sany and XCMG. Sany has slowly but steadily been introducing European models to join its relatively well established European crawler cranes.

Last year the company announced plans to take a serious run at the German, Swiss and Austrian mobile crane market. It sees Germany and the German speaking region as, understandably, the most challenging and demanding crane market in Europe, and if it is to become a serious force in Europe it needs to become an established 'player' in Germany.

The new push will centre around the company's existing facility in Bedburg, east of Cologne, where it will hold significant inventory of new cranes for fast delivery, along with replacement parts and a service support base.

Sany opened the Bedburg facility for its earthmoving and other products in 2011 and it now employs around 120 people in sales, service and product preparation roles.

Last year it claims to have sold and delivered almost 5,000 machines to customers in Europe with a value of around €170 million.

Sany Cranes sales manager for the region, Christian Straßer said: "With mobile and crawler cranes tailored to this market, including All Terrain cranes, telescopic crawler cranes, and truck mounted cranes, we want to establish ourselves here with durable, robust and innovative products."

Sany is one of the top 10 global construction equipment manufacturers, with overall revenues of €16.7 billion in 2022, with around 55,000 employees worldwide. At Bauma it launched the new 120 tonne, four axle SAC1200E with a 66 metre main boom and a 90 metre maximum lift height. The twin engine crane has a maximum

counterweight of 33 tonnes. Features include remote radio control and a new generation, pusher upgraded cab.

Its first European crane was the three axle 60 tonne SAC600E which has sold well, it features a six section 50 metre boom and 16 metre bi-fold swingaway extension for a maximum tip height of around 69 metres. Recent sales have included Italian crane rental company Vernazza Autogrù and Roadcraft in the UK. Sany UK claims to have sold its first 250 tonner to crane rental company Terranova and said that 90 and 150 tonners will arrive later this year.

"We think we have the best Chinese products and best support out there by a considerable margin," said Sany UK's Andrew Snow. "The feedback we get is really good and the operators really like them. After getting a few out into the market, confidence in the cranes is growing."

XCMG ATs FOR THE UK

XCMG is also having some success with its two three axle 60 tonne All Terrain cranes, the diesel XCA60_E and hybrid XCA60_EV. The first sales were in the Netherlands, as well as North America, and it has now added the UK, having held off for a while.

The two cranes are equipped with 48 metre, six

section pinned booms, topped by a 9.2 to 16 metre bi-fold offsetable swingaway extension that takes the maximum tip height to around 66 metres.

The XCA60_EV hybrid model combines a Mercedes diesel with a 170kW electric motor, which according to the company typically reduces fuel consumption by around 40 percent compared to the pure diesel model. The XCA60E became the world's first 60 tonne hybrid All Terrain crane when it joined the fleet of Dutch company Wagenborg Nedlift in 2023.

The diesel XCA60_E is principally designed for urban lifting, port logistics and sites with strict environmental regulations. It features XCMG's XEC electronic control technology to maximise battery efficiency and includes fast charging capabilities.

ALL ELECTRIC CITY CRANE

After a popular initial phase some 10 or so years ago the All Terrain City type crane market has been relatively quiet. Italian manufacturer Marchetti however has launched a new 15 tonne all electric model - the Trio OE. Power comes from a 230Ah 2LiFe lithium battery pack providing a maximum travel speed of 40kmph. The crane features a five section 19 metre boom with a maximum tip height of 21 metres, at which point it can handle four tonnes. The outrigger footprint is 4.1 by 4.3 metres, with two reduced width settings. A tilting cab is standard.

The compact machine has an overall weight of 14 tonnes with four wheel electric drive, four wheel steer, dual oscillating axles and pneumatic suspension that locks automatically in pick & carry mode where it has a 5.5 tonne capacity. However, like many all electric machines, the price is almost double that of a diesel crane, which is likely to put off most potential buyers. ■



The 60 tonne Sany SAC600E is selling well in Europe



Marchetti Trio OE



The 60 tonne XCMG XCA60_E

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GT LIFTING

A European style telehandler*A Heavy Duty machine from Magni - the 25 tonne capacity HTH 25.11*

JACK OF ALL TRADES, MASTER OF...

For whatever the reason, it would appear that sometime over the past two or three years numerous equipment manufacturers all had the same idea...that the next 'big thing' was going to be telehandlers, with Bauma 2025 serving as the target for their main product launch.

Everywhere you looked at this year's big show in Munich there was a new model or even a new manufacturer with machines on display, and while most of the newbies came from China there were also machines from Turkey and India. Why all these manufacturers think it is such a good idea to enter an already very competitive, busy, well established market with local and global players - such as Manitou, JCB, Merlo, JLG and more recently Magni and others - is something of a mystery. But the market is now becoming very crowded, and it will be interesting to see how the new players cope with being small fish in a big pond. It has overtones of an old fashioned gold rush and its hard to see many, if any, making their fortune.

There are two major basic design types of fixed frame telehandlers. The majority of those produced are of the European style 'low boom' models manufactured by the global players and sold throughout the world. These are available in compact, medium and larger fixed frame models, 360 degree or roto machines and Heavy Duty high capacity beasts. Although the low boom style of machine is gaining in popularity in North America, particularly at the compact end of the market, the vast majority of telehandlers sold in the region are 'high boom' versions produced by the likes of Xtreme, JLG/Skytrack, Skyjack and Pettibone. Because of the size of the market, manufacturers such as JCB, Manitou and more recently Chinese companies LGMG, Sany and Sunward are also producing 'high boom' versions specifically for the American market. Globally, the vast majority - about 80 percent - of telehandlers are aimed at the construction sector but there are also agricultural versions.

The main reason behind the rise in the number of manufacturers entering the telehandler market must be down to a notion that sales are about to take off, not only in established markets, but more importantly in markets likely to adopt them in the near future. There was significant growth in the use of telehandlers in industrial, construction and agricultural markets around 20 years ago, thanks to the rapid rise of materials transported to site on pallets, combined with the realisation that the growing range of different attachments which can be quickly swapped with the standard forks allow the telehandler to carry out a wide range of other duties. Over the years the telehandler's 'Swiss Army Knife' and 'jack of all trades' ability has helped cement its place as an essential material handling solution across many parts of the world.

Today there are models to suit all applications, from tiny compact, easy to transport versions for working in tight spaces such as farm buildings, basements and tunnels etc with industrial models to work on the factory floor and in the yard, through to the largest 360 degree units which can replace a 40 tonne mobile crane in many applications, and the Heavy Duty versions that can lift as much as 50 tonnes.

*A compact telehandler from JLG - the AG313 can take 815kg to its maximum lift height of four metres**A Roto telehandler from Merlo - the six tonne/ 22 metre Roto 60.22*

STRONG GROWTH

In or around 2005, global sales began to increase substantially, partly due to strong growth in the USA, resulting in annual worldwide sales in the region of 40,000 - 45,000 units or more, this remained relatively steady for the next 15 years. More recently sales have been increasing steadily to a point where there are around 70,000 units a year, with many predicting this to increase adding in the region of 20,000 units to annual sales over the next five years - and this without a domestic Chinese market. Back in 2005 there were about 20 manufacturers producing telehandlers. Today that figure has almost doubled with 38 manufacturers listed in last month's C&A Source Guide. Most of the newcomers are companies based in China, all of them tempted into the market in the belief in



A high boom telehandler



the predicted growth expectations over the next few years being exceeded. It is quite possible that a check of the Chinese government product trend research studies and forecasts will shed some light on this phenomena.

NEVER PLAIN SAILING

Given their relatively 'simple' and consistent design it is hard to understand why major construction equipment manufacturers have found the telehandler market to be so much of a challenge and no longer produce telehandlers, or even contest the market, leaving it to the more specialist companies with decades of experience.

Looking at the world's leading non-Chinese heavy equipment manufacturers - Caterpillar, Case, New Holland, Deere, Volvo and Komatsu etc - all have at one time or other have had a go at the telehandler market and failed. Now it's the turn of the three largest Chinese construction equipment manufacturers - XCMG, Sany and Zoomlion - to have a go at cracking the telehandler market, along with a good few smaller manufacturers.

Have they discovered something the others missed? At the moment there is no discernible domestic market in China, however might this be about to change in spite of a weak construction

market there. There is also growing telehandler interest in markets such as Turkey and parts of Asia which may keep local manufacturers happy, but not the big full line players.

The European telehandler market has for many years been dominated by JCB and Manitou with others some distance behind. In the US, back in the 1990s JLG's acquisitions of Omniquip/Lull/Skytrack etc made it the dominant player in North America where customers liked high boom models without all the fancy cabs and trappings expected in Europe. In a way it created a sort of non-tariff barrier, forcing JCB and Manitou to design market specific machines which they build locally. The question often asked is whether this is changing or not? Well, when it comes to the compact - six metre/2,500kg - models which are beginning to sell in decent numbers, the vast majority are European designed and built as are the sub compact units. In fact in 2024 JLG acquired Ausa, one of the leading players in the four metre market, which it is promoting in the USA.

Price, of course, is a factor. If the new players are able to undercut the market price - which is doubtful as they all use similar components - they will be accused of dumping. If they are only slightly less expensive let alone more, customers will not even consider changing brand. In the telehandler rental market product commonality and well established resale values are critical as is the ability to maintain 90 percent utilisation levels without issues.

History has shown us that no matter how big the manufacturer, building a telehandler at a cost that allows them to be price competitive is a struggle, and as a late comer price matching simply will not cut it. The top European producers have been perfecting and refining all aspects of their design, manufacturing and marketing for many decades and are market leaders for good reason.

SUCCESSFUL NEW ENTRANT

Having said all that, one company, Magni - a startup - has managed to pull it off spectacularly, demonstrating that it is possible to enter the sector and succeed. However it had a few major ingredients in its favour. The 'new' company was formed in 2013 by an industry veteran and pioneer Ricardo Magni, he had more than 30

JCB and Manitou have dominated the European telehandler market for many years - both are forging ahead with low emission power sources



One of the first Magni telehandlers off the Magni line in 2013 was a 360 degree machine destined for Dutch rental company Collé

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Inside the cab of the compact Magni TH 3.6

years' experience with fixed, rotating and heavy-duty telehandlers having previously been chief executive of Manitou's Italian subsidiary MCI which he and his father Pietro Magni founded originally as Fargh initially selling a minority stake to Manitou and then after a few years the remaining balance. Back in 1980 they had designed and built their first telescopic handler having experimented with designs that imitated the American manufacturer Lull's sliding chassis carriage using twin booms. When this failed to be a raging success, he followed Merlo into the 360 degree market. As the 360 market took off Manitou started looking for a quick way into the market to satisfy its dealers asking for something to fend off Merlo. Buying a stake in the Magni family business seemed a good way to go, also providing it with an Italian factory in which to build them.

After having sold the rest of the shares to Manitou and seeing out any contractual requirements, he announced that he was returning to the telehandler market. Most seasoned telehandler people thought he was crazy, but Ricardo Magni had a cunning plan. He set up a new plant opposite the Manitou facility and designed a machine to compete in the 360 degree market, avoiding the highly competitive six to 17 metre fixed frame mass market.

His new models had a far higher specification than anything on the market, with fully glazed super deluxe pressurised cabs, numerous attention to detail concepts along with advanced user friendly electronics, while using the very best quality

componentry, at one point installing JCB engines in order to tempt JCB dealers looking for a 360 degree product. Within two years the company had produced the top two telehandlers in terms of lift height and lifting capacity. He went on to enter the regular fixed frame market with a chart topping 20 metre model, followed by more commonplace units and last year a slightly higher capacity - 3,000kg - compact machine, already selling more than 1,000 units.

At Bauma early this year - 12 years on - the company launched several new models taking its RTH 360 degree range up to 20 different models, with lift heights from 18 to 51 metres and capacities from five to 13 tonnes, while also massively expanding its production facility and buying more land for further development. Its TH fixed frame models now cover all sectors from six to 24 metres and capacities from three to seven tonnes, while its high capacity heavy duty HTH models run from 10 to 14 metres lift height and capacities from 10 to 50 tonnes.

ATTACHMENTS

The one thing that separates the telehandler from most other items of lifting equipment is that it can carry out numerous different tasks by changing the front end attachment. Most common are the forks and buckets of course, but the variety of different attachments is now quite mind boggling, ranging from all manner of work platforms, to tree cutting equipment for arborists and winches to lift loads and compete with mobile cranes which makes the telehandler a jack of all trades or is it master of none? These attachments are certainly more often specified with 360 degree models with the larger versions a cost effective alternative to a 40 tonne Rough Terrain or All Terrain crane.

Ricardo Magni maintains that sales for its larger 360 machines are growing - particularly in the USA - because contractors are realising that by purchasing one large telehandler with a platform attachment and winch costs somewhere in the region of €400,000 - a substantial saving compared to buying - or renting - a crane and a 50 metre boom lift.

At Bauma 2025 Magni launched its TP 4,5.10 platform for use with its RTH models allowing working heights up to 53 metres with the RTH 6.51. The platform has a capacity of 450kg over its entire length and has 360 degree platform rotation with the ability to luff up to 20 degrees when the boom is extended.

Most telehandler manufacturers offer a wide variety of attachments as well as many independent attachment companies. Including rotating and tilting compatible fork carriages such as Romaster the inventor of the fully rotating forks carriage (see article on page 44).

Magni has launched its badged version of the Romaster product - a five tonne rotating and tilting FEM/ISO standard compatible fork carriage. The attachment has been designed specifically for handling bulky materials in tight spaces and can rotate its forks a full 360 degrees at a height of up to three metres with automatic restriction to 90 degrees either side of centre when the boom is elevated higher, in order to prevent the load fouling the boom, although this varies to suit the job. In addition to the rotation, the carriage can tilt by up to 70 degrees to keep the load stable and make it easier to load or unload materials. The carriage is compatible with all Magni TH fixed frame and RTH 360 degree models, with a maximum capacity over the front of 2,300kg on the more compact TH models to a maximum of 5,000kg on the RTH models. The capacity with the forks rotated 90 degrees is 2,500kg on all compatible models.

ECO MACHINES

Like other equipment sectors, telehandler manufacturers have been working hard to decarbonise their machines. Faresin was the first company to launch and ship an all electric telehandler - the six metre/2,600kg 626 - in April 2019 having unveiled it about six months earlier. It was not until 2022 that the company unveiled the Full Electric 17 metre/4,500kg 17.45 with the first unit being sold to Flannery Plant Hire in the UK.

However, Manitou says that is aiming to be the key player when it comes to decarbonisation, working for many years on the development of electric and hydrogen powered machines. After presenting an initial prototype of a fixed frame 18 metre/4,000kg model in December 2022, Manitou launched a second zero emission telehandler prototype concept at Bauma powered by green hydrogen via a fuel cell.

Manitou unveiled two other new electric telehandlers at Bauma - the MT 1440e and MT 1840e - which the company claims offer the



Magni's Vacuum 'ER-Litocran 700 attachment for lifting and installing large individual flat panels



Magni's TP 4,5.10 platform for RTH models

same performance as the diesel versions but with up to 75 percent savings on energy costs. Battery warranty is five years or 3,000 hours to 70 percent battery SOH (State Of Health). Also launched was the 360 degree, 40 metre/7,000kg MRT 4070 with 21 metres of forward reach. New attachments include the high-strength steel pruning grapple for the MRT 2660e, which can be used to cut and fell trees and branches up to 750mm in diameter and the 360 degree rotating forks and a new faster six tonne winch.

RETROFIT MACHINES

Since early 2023 Manitou has been working with French international rental group Kiloutou and Bouygues Construction Matériel to convert older diesel telehandlers to refurbished electric models. The first real life trials of their 'retrofit telehandler' began earlier this year. The first machine is currently working on Europe's largest hospital construction site in Nantes allowing the three partners to evaluate the viability of what they believe is a sustainable and circular solution.

Feedback on the machine's performance and charging has apparently been good as well as cab comfort, battery life and the fact that one hour opportunity charging can input 25 percent to the battery pack allowing it to operate for more than three hours without interruption.

A retrofitted Kiloutou telehandler



Manitou chief executive Michel Denis said: "This testing phase, focused on user needs and expectations, is very important to validate this electrification kit. Initial feedback from the construction site is very encouraging, with performance largely comparable to a combustion engine, combined with a significant reduction in noise and zero carbon emissions. We still have a few months of testing, but the project is truly promising. We share the same conviction as



Faresin was the first company to launch and ship an all electric telehandler - the six metre/2,600kg 626 - in April 2019

Kiloutou, and we confidently envision the potential of retrofitting, in line with our commitment to making the circular economy a cornerstone of our CSR strategy."

SMALLER ELECTRIC MACHINES

Following Faresin, there are now several manufacturers with all-electric, compact telehandlers. The latest comes from Hangcha unveiled at the Hire25 show in Melbourne, while Sany is looking at electric models to help it develop a broad range of fixed telehandlers using European experience and know-how. Its latest addition launched at Bauma is the compact six metre/2.5 tonne all electric STH625e. With four socket adapter plugs the 34kWh battery can be charged with any power socket from 230V/370V AC, giving a claimed eight hours working. Sany's



Sany's new all-electric STH625E telehandler with regen braking and boom lowering energy capture

E-Power energy recovery system claims it can save up to 15 percent power from regenerative braking and harnessing boom lowering forces.

Weighing five tonnes, the unit has an overall width of 1.85 metres, is 1.92 metres high and four metres long. The 96Ah battery gives a 20kph travel speed via a two forward/reverse speed transmission. Three steering modes include 4WD, 2WD, crab and features include Sany's fast fit carriage with 1,200mm forks although a Manitou carriage with fork frame is optional as is a fast three phase charge. The unit can take 2,000kg to its maximum lift height and 800kg at its maximum 3.35 metre forward reach. Standard features include full LED road lights and seven working lights on the cab and boom, a 10 inch touchscreen display, well appointed cab and onboard charger. The machine has a three year/3,000 hour warranty and five year/10,000 hour warranty for the battery.

This all-electric six metre compact sector has several more players including LGMG, JCB and Dieci. LGMG's battery electric six metre/2,500kg H625E was released at Bauma China last year. It is the company's first electric telehandler and can take two tonnes to its maximum lift height of 5.94 metres and handle 800kg at its maximum 3.41 metres of forward reach. The 2,500kg maximum capacity is available at a five metre lift height, or 1.3 metres forward reach. The unit has an overall length of 3.99 metres, an overall width of

The Manitou MRT 4070 was launched at Bauma



Another telehandler from China, this one a 6m/2,500kg all electric compact model from forklift company Hangcha





1.86 metres and stowed height of just under two metres. Overall weight is just under five tonnes. Four wheel drive and steer are standard with a maximum road speed of 16kph. Power comes from an interchangeable 80V/340Ah Lithium-Ion battery pack, feeding an electric motor for the drive and one for the hydraulic pump. The range of attachments includes work platforms, buckets, jib hooks and rotating fork carriages with standard couplings.

The changing world of global tariffs and rising transport costs has meant several manufacturers setting up manufacturing facilities nearer to main markets. LGMG is one of these and earlier this year celebrated its first telehandler produced at its Mexican plant in Marin, on the North side of Monterey, Nuevo León. The machine - a 17.1 metre H1056 American style telehandler - features an open cab, and typical American market basic

Electric six metre machines

Make	LGMG	Sany	Faresin	JCB	Manitou	Dieci
Model	H625E	STH625e	6.26e	525-60E	MT 625E	26.6e
Max lift height	5.94m	6.0m	5.9m	6.0m	5.85m	5.73m
Capacity at max lift ht.	2,000kg	2,000kg	2,000kg	2,000kg	2,000kg	2,000kg
Max forward reach	3.41m	3.3m	3.2m	3.5m	3.4m	3.2m
Capacity at max reach	800kg	800kg	900kg	720kg	800kg	900kg
Max capacity	2,500kg	2,500kg	2,600kg	2,500kg	2,500kg	2,600kg
O/A width	1.86m	1.85m	1.89m	1.84m	1.81m	1.86m
O/A height	1.97m	1.92m	1.94m	1.89m	1.92m	1.98m
O/A length - w/o forks	3.99m	4.0m	4.03m	4.0m	3.9m	4.1m
O/A weight	4,950kg	5,000kg	4,800kg	5,145kg	4,800kg	5,100kg
Cab width	810mm	N/A	960mm	880mm	790mm	860mm
Battery type	Lithium i	CATL	Lithium i	Lithium i	Lithium i	Lithium i
Battery voltage/Ah	80v/340Ah	347v/96Ah	80v/560Ah	96v/250Ah	100v/246Ah	90v/230Ah
Drive steer	4x4x4	4x4x4	4x4x4	4x4x4	4x4x4	4x4x4
Max speed	16kph	20kph	12kph	15kph	16kph	24kph

specification. Two more models are planned over the next year or so, including the 5,400kg/17 metre H1256, and the compact six metre/2,500kg H5519.

At the end of last year Dieci unveiled the Mini Agri-e Smart and Apollo-e Smart, a year after launching its first all-electric models - the Mini Agri-e and Apollo-e 26.6. The new models are targeted at use in buildings, city centres, greenhouses and protected areas and have a maximum capacity of two tonnes, a lifting height of 4.35 metres, a maximum speed of 20kmh and a 3.1 tonne towing capacity. Overall weight is 4.4 tonnes.

The machines are equipped with a 22kWh lithium battery which can be charged through three connections with the engine hood closed to prevent potential theft/vandalism. They also feature high and low energy waste, an adaptive load sensing system, low noise pumps and a seven inch display offering a 3D like view of vehicle functions.

NEW NAMES AND MODELS

Many little known manufacturers are also launching new products and dipping their toes in the water. Vanse from China was a first time exhibitor at Bauma and showed a 13.5 metre/4,000kg WSC1440 telehandler. It also



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TELEHANDLERS

has a seven metre/4,000kg WSC740. Capacity at maximum height is 3,000kg and 3,300kg respectively with overall weights of 10.6 and 7.8 tonnes. Vanse - formally Shandong Vanse group - was founded in 2013 and produces concrete equipment along with wheeled and tracked dumpers. It comprises many divisions including Vanse Machinery, Wanhui New Energy, Wanli Pre-control Machinery Manufacturing, Vanse Road and Bridge and Shanghai Vanse Machinery. It claims to export to 30 countries including the USA, UK, Russia, Germany, Saudi Arabia and Australia.



First time exhibitor Vanse from China showed its 13.5 metre 4,000kg WSC1440 telehandler

Turkish earthmoving manufacturer Hidromek launched its first telehandler prototype - the 4,000kg/18 metre HMK 40-18 TH - at Bauma. The new machine has a four section boom with top mounted telescope cylinder and chain system. It has modern angular styling, a high pressure piston type hydraulic pump, power shift transition and reverse fan cooling. Maximum lift height is 17.65 metres, with 13.1 metres of forward reach. Overall width is 2.4 metres, overall stowed length 6.4 metres and overall height 2.55 metres, while total weight is 12,500kg. Another first was India's ACE Equipment with its AT350 telehandler, and although it was displayed at Bauma, information on the brand new model is scarce.

German Caterpillar distributor Zeppelin launched its Faresin badged models at Bauma, under a new partnership programme for fixed frame telehandlers in Germany and Austria. In total there are 10 models from six metres/2,600kg to 17 metres/4,500kg in both diesel and all electric versions.

A relative newcomer to the European telehandler market is Noblelift, best known for its pallet trucks and forklifts but it unveiled a new compact telehandler - the FTN25N - at Bauma, while also promoting its full range of Malaysian built scissor lifts.

After many years of seeing a Sunward telehandler at a trade show only for it to disappear at the next, it would appear the company is now making a concerted effort to 'crack' the market. Last year Laurent Pons - previously with Manitou - was given the go ahead to develop Sunward's aerial lift division which includes telehandlers along with boom and scissor lifts as well as five and 10 tonne telescopic crawler cranes. Its latest telehandler is the European-style 3,500kg/7.4 metre SWTH 3507. The company says that it also



Hidromek moved into the telehandler market with the launch of its 18m 4,000kg HMK 40-18 TH

has high boom machines for the North American market.

German company Thaler has launched a compact 4.8 metre/1,800kg 48T18 weighing 3,350kg with an overall width of 1.8 metres and height of just under two metres.

Zoomlion now has a five fixed model range including the ZTH2506, ZTH3507, ZTH3513 and the recently launched 14 metre/4,000kg ZTH4014 and the 18 metre/4,000kg ZTH4018. It also has two 360 degree machines - the 4.5 tonne/18 metre ZTH4518R and the 4.5 tonne/25 metre ZTH4525R.

Faresin's new Middle series of FS Next Generation telehandlers have lift heights of seven to 10 metres and capacities of 3,500 and 4,000kg. Features include a new tapered engine cover reducing operator blind spots as well as a redesigned interior and LED lighting. All models have the S420 steel booms with double C-profile. Faresin has also replaced its six metre/2,600kg FR6.26 of which more than 2,000 units were sold. Changes include visibility improvements and an electronically controlled, stepless transmission.

As well as launching a new range of four Chinese built RT forklifts, Magni launched two new mid-range telehandlers - the TH 3,5,7 and the TH 3,5,9 - with 3,500kg capacity and lift heights of seven and nine metres respectively. Standard on both is a full LMI system which monitors machine movements showing relevant load



Sunward launched the SWTH 3507 telehandler with a max capacity of 3,500kg, a lift height of 7.43m and an outreach of 3.83m



Thaler 48T18 compact telehandler

data in real time, Deutz diesels, hydrostatic transmission with Dropbox for gradeability up to 89 percent and a maximum speed of 32kph. Both are two metres high and just over two metres wide. Also new is the RTH 6.31 TC, its first model with a tilting cab which will be followed by the RTH 6.22 TC and the RTH 6.26 TC. In the heavy duty category, the new HTH 25.11 has a 1,000kg capacity increase to 25,000kg compared to its predecessor the HTH 24.11.

Merlo has introduced 10 all new Roto 360 degree models, with 1,000kg more capacity and improved lift heights as well as new features and design, with more compact dimensions and lower ground bearing pressures. The new models are in three ranges - the Roto 400 with 400 degrees of slew, the 600 - 'you get it' - with 600 degrees, and the Roto with 360 degrees continuous slew. The 400 models include the 16 metre Roto 50.16 and 18 metre 50.18 both with 5,000kg capacity.

The 600 models include the 21 metre Roto 50.21 and 26 metre 50.26, while those with continuous slew include the Roto 60.22, 60.27, 60.30 and 60.35 all with 6,000kg capacity, and finally the 7,500kg/25 metre/75.25 and 28 metre 75.28.

Machines are available with S or R spec. The R 'rental' models offer the same power and performance as S Plus models but with simplified management and operation, ideal when used by multiple operators.

Improvements to the electronic functions



Zoomlion's growing telehandler lineup

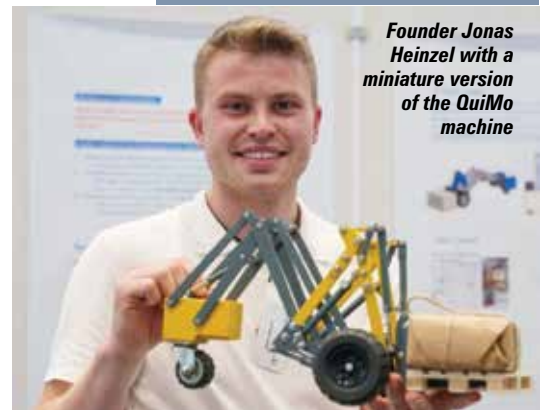
Merlo has introduced 10 all new Roto 360 degree models, with 1,000kg more capacity and improved lift heights



Merlo 60.35 Roto



Founder Jonas Heinzel with a miniature version of the QuiMo machine



including a smoother and more linear boom operation and a "Set Point" function allowing the automatic return of the boom to a memorised position at maximum speed increasing efficiency in repetitive work cycles.

The introduction of load chart simulation function allows the operator to know before commencing the operation of its feasibility simply by simulating the variation of the known parameters - attachment used, load to be lifted, stabiliser position etc.

A new patented radio remote controller provides more machine information, while the background on the LCD display screen changes colour in abnormal or dangerous situations to alert the operator and only allows movements that return the machine to a stable and safe situation.

AND NOW FOR SOMETHING DIFFERENT....

Start-up company QuiMo (Quick Motion) based in Sauldorf-Boll, southern Germany, has launched a highly unusual and innovative electric powered two wheel telescopic loader with a 1,600kg maximum capacity at a height of 2.8 metres on the forks, or 1.9 metres with the bucket attachment and a forward reach of 500mm at full capacity.

The machine is 2.2 metres long with forks attached, has an overall width of 1.2 metres and is two metres high. Overall weight is 1,800kg so it almost lifts its own weight. The drive system features dynamic balancing control with an auxiliary support wheel. The company says the electric drive system achieves 40 percent lower energy consumption compared to standard electric loaders thanks to its lighter overall weight. The compact design enables transport via a car sized trailer. Safety features include centre of gravity monitoring, automated counterweight positioning and remote control operation with integrated load sensing and assistance functions.

AI VISION

Now that battery power - even for telehandlers - is almost 'old hat', the next 'new' technology appears to be Artificial Intelligence. Several manufacturers have produced prototype models showing off what is possible including JCB which launched its Intellisense pedestrian recognition system last year, designed to detect pedestrians within a pre-set proximity of the machine. The system sets off audible and visual warnings inside the cab for the operator and externally to warn anyone in the immediate vicinity. The system uses four cameras - three giving 270 degrees AI camera coverage around the sides and rear of the machine and a standard forward facing camera. It will initially be available on the 4,000kg/14 metre 540-140 and 3,500kg/12.5 metre 535-125 telehandlers. Full integration with JCB's LiveLink telematics system allows data to be accessed from a single source with machine and cloud data storage as standard. It also provides an alert button that allows the operator to record a 10 second data segment that is automatically stored.

Dieci more recently unveiled its Hi-Vision system, featuring Artificial Intelligence visual assistance to its Pegasus Elite 360 degree models. The system uses six high resolution cameras providing visibility up to 30 metres, three lidar sensors for 3D environmental mapping, a central processing unit and a cab mounted display screen. It can display real time warnings for person detection around the machine, obstacle identification in outrigger zones, ground condition monitoring and attachment change assistance. The system will be installed on three models - the 10 tonne/29 metre Pegasus 100.29, the 35 metre/7,000kg Pegasus 70.35 and the 40 metre/6,000kg Pegasus 60.40.

TELEHANDLER BADGING

There have been many instances of OEM's supplying other manufacturers with badged

telehandlers over the years including JLG for Caterpillar and Magni for Bobcat 360 degree machines. Cat dealer Zeppelin now works with Faresin after Cat gave up on its European telehandlers, and now German forklift and logistics equipment manufacturer Linde is branding Sennebogen's new 8.5 metre/6,000kg 360 G and 7.7 metre/4,000kg 340 G models, to create Linde heavy duty telehandlers in the form of the YH40 and YH60.

Sennebogen has been producing its heavy duty telehandlers since 2018 and now builds them in a specific facility in Wackersdorf, north of Munich. According to Sennebogen, the deal significantly expands its market coverage with machines that include elevating cabs and a very high basic specification. The new 360G replaces the current 5,500kg/8.45 metre 355 E, and has a 4.37 metre forward reach at which point it can handle 2.3 tonnes, while it can take 5.5 tonnes to its full lift height. The unit has an overall width of 2.55 metres, and overall stowed length of 5.7 metres without forks and is 2.65 metres high. Total weight is 12,500kg. The main attraction for these machines is heavy duty cycle work, replacing wheel loaders in a variety of applications, where variable outreach is a benefit.

The Faresin/Zeppelin deal covers both construction and agricultural machines with 10 models ranging from six metres/2,600kg to 17 metres/4,500kg. With both diesel and all electric power on some models. Zeppelin chairman Holger Schulz said: "Faresin Industries is responsible for the development of the machines, while we will handle sales and service in Germany and Austria."

Sante Faresin added: "The German market represents a key opportunity with a potential of over 5,500 machines and we are sure that Zeppelin is the ideal partner to make the most of this opportunity in Germany and Austria." ■



The prototype QuiMo ready for Bauma



One of the six AI cameras on the Dieci



Linde is branding Sennebogen's new 360 G and 7340 G models



The Faresin/Zeppelin deal is for 10 models ranging from six metres/2,600kg to 17 metres/4,500kg



EVERY WHICH WAY...

One of the most popular telehandler attachments over the past 15 years or so is the rotating fork carriage, in particular one with 360 degree continuous rotation. Invented and produced in the Netherlands by Dutch company Romastor, the product was first shown the day after it received TUV certification, mounted on a Manitou telehandler at the 2009 Verticaaldagen show. Most major telehandler manufacturers now offer the company's rotating and tilting products - either under their own brand or with the Romastor name.

The Romastor attachment can be fitted to all makes of telehandlers without adjustments. It increases the machine's versatility and can work in half the space compared to a conventional fork carriage and the company claims that working time is reduced by 30 percent which can deliver a 20 percent fuel saving.

Prior to developing the rotating carriage, current managing director Ruud Slenders ran a telehandler rental company in the Netherlands. His co-owner Ronald Maas pointed out that they needed a solution for working in narrow areas with no space to turn head-on to the load. They came up with the idea of a rotating fork frame which they patented and launched at Verticaaldagen.

"Initially sales went through a Manitou telehandler dealer however this did not work," says Slenders, "so in 2013 Ralph Lowenstein was brought in to boost sales and marketing and since then, the company has gone from strength to strength."

Initially Romastor tried a two-pronged approach wanting to set up its own Romastor dealerships. It also contacted all the major telehandler manufacturers to seek their approval for distribution through their worldwide dealer networks. This began in 2014 although product development has never stopped.

The first product, the Romastor 2.5T Basic can lift 2.5 tonnes with the manual fork carriage, rotating 360 degrees left and right. "The maximum capacity of 2.5 tonnes, was down to the side



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stress limit on the telehandler boom," says Lowenstein.

Capacity was increased to four tonnes after Manitou - which made a dedicated programme for the Romastor - approved the higher capacity for an ark of 30 degrees - 15 degrees either side of centre. This has now been increased to five tonnes on the Romastor 5.0T XXL.

"If slewing more than the 15 degrees, the machine automatically reduces the capacity to 2.5 tonnes," says Lowenstein. "If the lift height is more than three metres then the slew is limited to 180 degrees - 90 degrees either side of the boom - and has been designed so as not to catch the boom."

The next development was the addition of hydraulic fork adjustment followed by the Romastor Tilt. Capacity was 2.5, four and five tonnes with the addition of a tilt backwards up to 75 degrees allowing pallets of drywall, solar or cladding panels to load into a building opening. A slider plate makes it easier to unload the materials from the forks. The Tilt version is available with manual or hydraulic forks with a width of 1.2 metre although 1.8 and 2.5 metre widths are available.

ROMASTOR 3D AND 4D

Following a request from the film industry for dual plane rotation - horizontal and vertical - Romastor created the 3D, with a three dimensional movement. They are proving very popular when mounted with a square aluminium fixing plate, allowing film set 'gaffers' to bolt trusses to the plate to build green screens, soft boxes, lighting boxes or wind/rain machines etc. Many are also used with a shadow screen attachment to protect the set from natural sunlight to maintain consistent lighting whatever time of day the cameras are rolling.



Sunbelt Rentals UK purchased 10 Romastor 4D-Film units

The 3D has been further developed into the recently released Romastor 4D-Film which includes an elbow type rotation joint allowing manipulation of the attachment in almost every way possible. Released just before Bauma, Sunbelt Rentals UK immediately purchased 10 units - six with JCB mounts, and four Manitou 360 models - for films being made in West London. Units have also been sold to film studios in the US and Canada. The 4D-Film is currently available for JCB, Manitou and Magni with Merlo coming shortly.

196 CONFIGURATIONS

"We have found that the US has many old, very basic fixed boom telehandlers so our attachments

may need different or additional hydraulic hose connections as well as electrics and remote control," says Slenders. "Because of this we now offer 196 configurations of the attachment."

Depending on spec the units can weigh up to 850kg if hydraulics and battery pack are included. All are made in the Netherlands using Dutch steel and components from Germany and Italy. Custom made attachments can also be supplied if required.

"We keep on listening to customers' requirements and developing new products," says Slenders. "And because of this development and growth we will be moving into a new factory this year." ■



Working on a film set

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AI AND DIGITALISATION...

The last time C&A covered 'technology and software' in 2021, the hot topics were BIM - Building Information Modelling - and VR - Virtual Reality. How things have moved on with AI and digitalisation now being the buzz words which seem to be mentioned in every new model introduction or updates as well as in product support services. We take a look at some of the very latest developments...

The aim of all this new technology is allow us to carry out everyday tasks quicker, more efficiently and more safely. It can also allow us to make better informed decisions through having more detailed information.

For example, it can help in setting up a large capacity crane with the optimum configuration in a tight space and more quickly. As we reported earlier this year it is also helping to more accurately forecast changing weather particularly the likelihood of high winds. It is helping provide instant user or maintenance information on an item of equipment or warn us if there is an obstacle or person in a machine's blind spot. Some of these benefits, in one form or another, have been around for years, but latest advancements in technology and software means they are quicker, more accurate or just allow us to do more stuff better.

Today the focus is on digitalisation - the

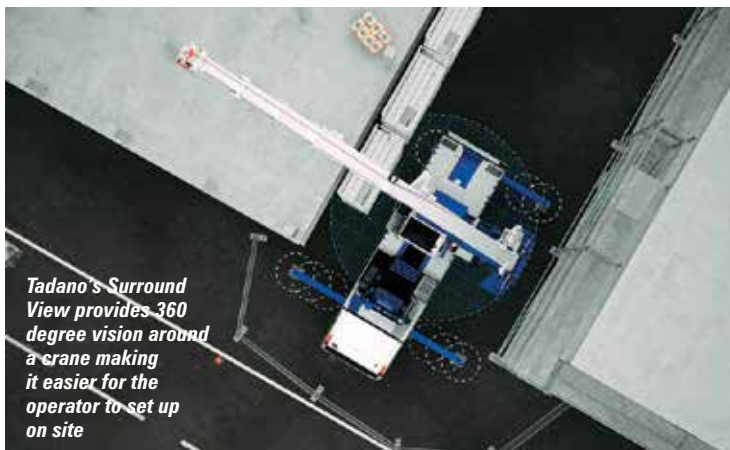
integration of digital technologies into business operations to optimise processes, enhance customer experiences and drive innovation - advanced machine operation as well as innovative drive and material technologies with major manufacturers investing billions in developing and integrating the new technologies.

At Bauma, companies such as Liebherr demonstrated practical applications using the latest technology. This included operating a large mining machine hundreds of kilometres away via remote control or using a web application for the autonomous operation of a machine under real conditions. AI - Artificial Intelligence - is now being used as chatbots in the customer service department or to identify people in danger by being in the working area of a machine.

Many of the major construction equipment companies are partnering with or even investing in, one or more specialist tech companies to speed up development. For example, Chinese manufacturer

XCMG's industrial internet division, XCMG Hanyun, has formed a partnership with DeepSeek - a Chinese based AI development company - to develop AI applications to build into its aerial lifts and construction equipment and its manufacturing operations.

The collaboration focuses on two main areas: intelligent connected vehicles and smart manufacturing. The vehicle technology will incorporate data analytics, intelligent scheduling, predictive maintenance and fault pattern analysis, while the manufacturing applications will target production optimisation and supply chain forecasting. The system processes more than 300 operational parameters from each machine, including location data, working conditions, hydraulic pressures and vibration patterns. XCMG says the new AI platform has reduced predictive model development time from two weeks to 20 minutes, significantly improving deployment efficiency.



Tadano's Surround View provides 360 degree vision around a crane making it easier for the operator to set up on site



Liebherr LiReCon demonstration



JCB's Intellisense will be available on two mid range telehandlers



Dieci's Hi-Vision system

AI PEDESTRIAN RECOGNITION

Several manufacturers have already developed 'human' recognition systems using AI to detect pedestrians within a pre-set proximity of the machine. One of the first to launch a system was JCB with its Intellisense. The system uses four cameras - three giving 270 degrees AI camera coverage around the sides and rear of the machine and a standard forward facing camera. When a person is detected there are audible and visual warnings inside the cab for the operator and externally to warn anyone in the immediate vicinity. Full integration with JCB's LiveLink telematics system also provides an alert button that allows the operator to record a 10 second data segment that is automatically stored. The system will initially be available on a couple of its mid-range fixed frame telehandlers.

Another telehandler manufacturer that has launched a similar system is Dieci with its Hi-Vision system on its Pegasus Elite 360 degree models. Dieci's system consists of six high resolution cameras providing 360 degree visibility up to 30 metres, three lidar sensors for 3D dimensional mapping, and a control unit that is said to process data eight times faster than standard units. The system will be installed across three models. The system displays real time warnings for person detection around the machine, obstacle identification in outrigger zones, ground condition monitoring and attachment change assistance.

Dieci said: "The Hi-Vision System is a valuable tool for increasing productivity, maintaining full control of the processes and ensuring high safety standards on construction sites."

LEICA XSIGHT360

Leica Geosystems has just launched the Leica Xsight360. Like the other systems it detects people or objects in the immediate vicinity and alerts the operator. Video and alert data is also transmitted to the cloud where agentic AI generates reports and recommendations for safety professionals.

Agentic AI is a system composed of 'agents' that can operate autonomously to achieve specific goals, often with limited human supervision. It is characterised by its ability to make decisions, take actions and adapt to changing environments in pursuit of those goals. This contrasts with traditional AI which often requires more direct human guidance and control.

The Xsight360's visual AI models are specifically trained for construction operations and continuously improve performance through machine learning. The Leica CRS360 AI processor runs AI pioneer Presien's most advanced model to date - refined over 700,000 hours of real world job site operation - to deliver low-latency operator alerts with minimal false alarms.

The system supports up to six cameras, providing 360 degree coverage on any machine, to detect people, vehicles and cones etc... to reduce the likelihood of accidents.

The data it generates provides valuable insights that can be used by health & safety managers to identify issues and opportunities for improvement. The vast amount of video input is interpreted by AI and transformed into safety indexes, dashboards, and reports within minutes. Users can quickly compare video

footage to international, national, or site-specific safety policies, gaining an immediate overview of possible regulation violations, so they can make better and faster decisions. The product will initially be available in the UK, with plans to expand into other regions in the near future.

LIEBHERR INNOVATION

Liebherr has always aimed to stay ahead of the game when it comes to new technology and innovations. At Bauma its InnovationLab showed off its future-oriented technologies and concepts with a focus on digitalisation, advanced machine operation, as well as new driveline and material technology.

With fully autonomous machine operation now possible Liebherr unveiled two components within the autonomous system. The first allowed visitors - through a 3D photo booth - to see themselves through the 'eyes' of a machine showing images of how the machine perceives its surroundings.

The second - the Autonomous Job Planner web application - allows intuitive planning of autonomous work assignments. The system was demonstrated with two autonomous wheel loaders working on site without any involvement from an operator. The autonomous technology was installed on standard production wheel loaders, however the application will potentially be compatible with other autonomous products in the near future.

CRANE FINDER

Liebherr Echingen is already using digitalisation technology in a number of crane related products, including lift planning, operator training and maintenance. Its Crane Finder helps select the



Leica Xsight360 uses agentic AI



The Autonomous Job Planner can plan work steps of an autonomous wheel loader without any involvement of a machine operator

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best crane for a lift, by entering a few details such as the load, required height and radius, the Crane Finder outputs a whole range of possible cranes for the job. The application favours the smallest possible crane with the lowest configuration and naturally gives priority cranes in a company's fleet, assuming they have entered the fleet into its via MyLiebherr programme.

A new function added to the system makes it possible to match the crane selection even more precisely to the job. For example, if the crane operator knows that access to the site is restricted, he can choose a reduced outrigger setup. Another new feature is the freezing of selections, so, for example, the reduced outrigger setup is retained even if other parameters are changed. There is also an update to the crane portfolio which now includes Liebherr's MK mobile self-erecting tower cranes. The Crane Finder is available on computer, tablet or mobile phone and is free and available for all Liebherr mobile and crawler cranes.



Crane Finder outputs a whole range of possible cranes for the job

EXPANDED CRANE PLANNER

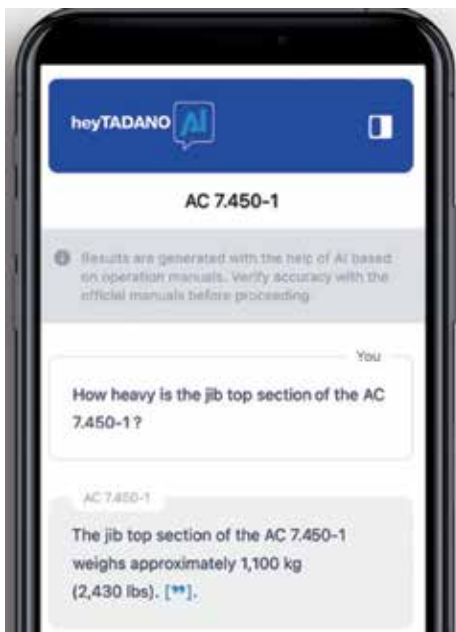
Crane Planner 2.0 can now simulate every job to scale and in 3D on a computer. Users have also recently been able to import 3D construction site models in DWG and IFC formats and thus adapt the lifting operation even more precisely to the real conditions on the site. The crane portfolio has also been expanded with planning in 3D possible with a telescopic crawler - the LTR 1150. Users can choose from a total of 44 machines - 15 LTM cranes, two LTC cranes, one LTR, one LRT and 26 cranes from Liebherr Nenzing.



Crane Planner 2.0 can simulate every job to scale in 3D

TADANO DIGITAL SERVICES

Tadano is stepping up its use of digital tools to improve its services while optimising fleet management, maintenance and operational efficiency. Apps include Tadano Pro - a central platform for accessing comprehensive information on Tadano cranes including data sheets, brochures and presentations. The Evolt app - for owners of Tadano electric Rough Terrain cranes - provides real time data on battery status, operating history and travel routes in order to help make the best possible use of the crane's performance while supporting efficient planning. The Tadano e-Service platform simplifies access to a wide range of the manufacturer's services under a single account. Customers can use tools such as LiftAPI for performance calculations, Hello-Net for telematics and the myTadano portal. The platform also offers seamless employee account management, allowing companies to customise access to specific services for their teams.



Tadano's latest product is the AI-driven tool 'Hey Tadano' which it claims will redefine customer interaction. As with Amazon's Alexa, the Hey Tadano app responds to questions about all manner of Tadano products and services which it claims offers a level of accessibility and efficiency that sets a new industry standard.



TADANO SURROUND VIEW

Tadano's Surround View - available for the AC 4.080-1, AC 7.450-1 and AC 2.040-1 All Terrain cranes - provides 360 degree vision around a crane making it easier for the operator to set up on site. The system uses up to six cameras to display the possible outreach of the outriggers, as well as the tail swing in real time. Surround View also gives the operator a complete overview of what's around the crane when making left or right turns and uncovers blind spots that may conceal pedestrians, cyclists or other obstacles. It is automatically activated when the turn indicator is operated. The system has a video feed shown on a separate display in the carrier cab and can be used as a driver aid while on the road. It also indicates the outrigger positions and installed counterweight.

MANITOWOC CONNECT

As well as making improvements to its Grove and Potain Connect telematics platforms introduced in 2023, Manitowoc has launched the ProTechTor control for tower cranes allowing technicians to assume control of a crane while working on it in order to prevent accidental movements and in so doing allow faster repairs.



Manitou has improved its Grove and Potain Connect telematics platforms

BOBCAT PARTNERSHIPS

Bobcat works closely with other companies when applying new technology. These include partnerships with Ainstein, which develops high-resolution radar technology, Greenzie, which develops industry-leading autonomous software for commercial lawn mowers and outdoor power equipment, Agtometry, an agtech software company and Trimble, which deals with 3D scanning and virtual reality. Bobcat itself is mainly involved in the engineering of the machines and the underlying software platform, which connects and controls all the new technology.

"In addition, there are now also huge amounts of data available about the machines themselves," said Bobcat. "We have introduced Bobcat Machine IQ, which allows owners and users to remotely monitor all relevant data about the machines: their location, whether they

are stationary or working, fuel consumption and technical condition. Based on this data, you can, for example, improve the deployability of machines, optimise consumption or schedule maintenance and repairs. This helps operators get the most out of their machine, while also protecting their investment. Also, every innovation must provide added value but must also be affordable."

GH CRANES DEVELOPS

The main issue for many companies is how to integrate all this new and varied technology into their operations. Spanish overhead and industrial crane manufacturer GH Cranes & Components is testing and evaluating multiple AI projects, with the aim of automating its invoice management system using AI to read PDF invoices and extract all relevant accounting data. The company says around 3,000 invoices can be processed a month, all of which are currently handled manually in its administration department.

A virtual assistant project uses generative AI to support the troubleshooting and commissioning of cranes by responding to voice and text queries using the company's technical documentation.

A third project uses data from GH's Customer Relationship Management system to predict which quotations are likely to convert to orders. The aim is to provide insights into variables that influence order conversions. Two more projects focus on integrating AI directly into cranes while another uses machine vision to identify object positions, such as coils etc.. helping improve the safety of automatic or autonomous cranes.



TIGER LIFTING TEAMS UP WITH RICONNECT

Growing demand for digital compliance solutions has led Taiwan's Tiger Lifting to form a partnership with UK software solutions company RiConnect to implement Radio Frequency Identification (RFID) technology across its product range, helping Tiger prepare for upcoming EU regulations requiring digital product passports.

Tiger Lifting manufactures material hoists, clamps, and winches at facilities in Taiwan, the UK, North America and Singapore. All will feature RFID chips compatible with RiConnect's Compliance Management System technology which enables paperless tracking of maintenance, safety checks, and regulatory compliance.

THE ROBOTS ARE COMING

At several recent equipment exhibitions, we have seen demonstrations of how robotics or robots might find their way into applications currently carried out by a plain aerial work platform, crane or telehandler, taking robots from the production line to a job site.

One idea gaining some traction is to replace the basket of a work platform with tool, such as a sand blasting or pressure washing head. This is not



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exactly new, in that such ideas were trailed and used in conjunction with telescopic boom lifts in the Netherlands as long ago as the 1980s. However, the technology and new smart vision systems, sensors and autonomous technology, make this a far more practical and yet radical and transformational idea.

A good early example is Dingli's 1,500kg vacuum glass lifting head for its 86ft/26 metre, all electric boom lift - the BT2615ERTGS. Launched in 2022 it is based on smaller, simpler products that it offered in 2020.

MANITOU HEDGES ITS BETS

In order to get ahead of the game Manitou acquired the robotics division of French technology development company Sitia, gaining a team of seven highly skilled robotics engineers involved in the development of the autonomous agricultural tractors.

As far back as 2020 the company teamed up with autonomous robot developer Effidence and now uses its EffiBOT-XS intelligent robot carts in its main production facility to deliver components to the production lines. It has been working with the company to integrate the technology into some of its products.

ROBOT WINDOW CLEANERS

At the end of last year Swedish hoist, mastclimber and façade access specialist Alimak announced a five year exclusive agreement with Israeli/American window cleaning robot producer Skyline Robotics, and made a small investment in the business, to develop automated Building Maintenance Units - BMU - permanently



The Ozmo window cleaning robot

installed façade access platforms. Skyline already produces the 'Ozmo', an intelligent high rise window cleaning robot.

ROBOTIC CLADDING INSTALLER

Finally, at Bauma Jekko demonstrated the early fruits of its collaboration with Germany's RWTH Aachen University, along with Kuka and Fundermax, major players in the construction automation sector. Dubbed the Maxx - Mobile Assembly XSystem project - it is a 'plug & produce' system for semi-automated, scaffold free work on building façade refurbishment. The system sees a work platform loaded with cladding panels team up with a Jekko spider crane and Kuka robot, equipped with a specialised multi-sensor operating system, to precisely position and attach Fundermax façade/cladding panels to a building.

The robot communicates directly with the Jekko



Jekko's 'plug & produce' system for semi-automated, scaffold free work on building façade refurbishment being operated at Bauma



crane via 5G, controlling its movements to lift the platform to the next position in the installation process. Jekko says: "This seamless interaction eliminates the need for manual control or programming by the operator, allowing them to focus on quality and safety checks." ■

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The first Palazzani spider, the TSP28

PALAZZANI MARKS 90 YEARS

Vertikal's Imogen Campion visited the spider lift manufacturer Palazzani Industrie's facility in Brescia, Northern Italy days after the company celebrated its 90th anniversary, to learn about its history and recent developments including the new 16 and 18 metre platforms unveiled at Bauma.

The Palazzani story began in the early 1900s when the family operated one of Lombardy's largest carpentry and fabrication workshops, Falegnameria Palazzani. Founded by Davide Palazzani and his three brothers, the rapidly growing company employed around 200 and produced everything from industrial components to prefabricated emergency housing, including homes for victims of the 1916 Abruzzo earthquake. The Great Depression forced the business to close in 1929, but in 1935 Davide's three sons - Renato, Alfredo, and Luigi - founded a new Palazzani company starting off with basic metalwork fabrications and repairs. The brothers expanded into agricultural equipment after World War II, becoming Ford tractor dealers and developing hydraulic attachments. The breakthrough came in the early 1960s when Luigi Palazzani and his technical director designed the first wheel loader with four equal sized drive wheels which they patented and launched as the Storm 61.

The company diversified through the 1970s and 80s, producing wheel loaders, backhoe loaders and mobile cranes under the Paload brand. However, the transformation towards where it is today began in 1983 with truck mounted aerial work platforms, which led to the spider lift.

When I arrived, president Paola Palazzani was on top form - as always - and provided insight into the company's unique position in the spider lift market saying: "I remember when I was 12 or 13 with my father at an exhibition with his first spider lift and a visitor laughing at it and us!" Her father said that inspiration for the lift came after he spotted a trailer lift in England that was being used for work within Parliament. On his return he



Paola Palazzani at the 90th anniversary celebrations

created his first spider lift with a 220v electric motor and a diesel engine allowing it to move independently.

By 2020, Palazzani made the strategic decision to end earthmoving machinery production and focus exclusively on spider lifts, becoming one of only two companies focused on designing and building large spider lifts, the other being Falck Schmidt. This year's launch of the 16 metre TZJ 160 and 18 metre TZJ 180 is aimed at taking a share of the smaller spider lift market, where it currently has no presence. "We are now one of the few companies which are 100 percent spider manufacturers," says export sales manager Laura Gasparini, who has been with the company for more than 20 years. "Having left cranes and earthmoving machines in the past to be spider focused, we must offer everything."

The company now produces a full range of spider lifts from 16 to 52 metres and has decided to

target its new TZJ models at first time buyers. Palazzani said: "Since Bauma, we have booked 30 orders for the new machines, 90 percent of them placed during the show. One of our customers came on to our stand and said 'I didn't know you made this machine, can I buy one? I said of course and we did a handwritten order confirmation there and then. The day after he came back and paid us.'"

The company recently added to its export team appointing Claudio Teoldi as export sales director. While international manager, Laura Gasparini continues to oversee the existing worldwide dealer network, Teoldi will focus on developing new markets. Speaking of his appointment he said: "Our big effort is to expand our presence everywhere. Despite many markets having



The TZJ180 on display at Bauma

*Laura Gasparini with
Claudio Teoldi*



relatively low volumes individually, they all add up to something significant and more importantly helps reduce dependence on a few larger markets."

The company produces all models in the one plant, working with 60 dealers around the world, 30 of which place regular orders. Key regions include the Middle East - the company's largest - and North America, of which Palazzani says: "We plan to send the first new 16 and 18 metre spiders to the US for the TCI Expo as this size of machine is very popular with arborists."

The company hopes that its new machines will provide a step up in Germany looking to reach "painters and building restoration companies. We are targeting this kind of end user rather than rental companies," says Teoldi. The company has also reported an increase in sales to India, where it has worked with local rental company Gemini for almost 30 years. "India is becoming very interested in the Eco machines, and demand there is growing rapidly," adds Palazzani.

China presents a more complex picture. Despite a 30 year presence and loyal customers who continue to seek out the Palazzani brand, the market, as a whole, faces intense competition from new Chinese manufacturers offering significantly lower costs.

Palazzani produces its fabrications in-house and develops its own software and control systems, providing, it says, shorter lead times. However currently battery availability is beginning to create a bottleneck, with lead times of up to four months prompting the company to maintain



The 30m TSJ30.1 hybrid spider



*The 90th anniversary
celebrations*



interchangeable battery stock. All electric models represent 20 percent of sales, up from five percent over the past couple of years.

"We are also working on upgrading the sales and service support we provide to dealers," says Gasparini, "including improved warranty terms etc... We are listening more to our dealers and customers. After all it's not only the product that makes you win, you also need good communications, innovation and presence, we are working on every aspect."

Its 90th anniversary celebrations took place at the 'Tabaccaia' in Castrezzato - a former early 20th century tobacco factory transformed into an elegant event venue. The evening featured a video that retraced the company's history, decade by decade, from the founding of "Falegnameria Palazzani" by Davide Palazzani and his brothers through to recent developments including the generational transition with Paola Palazzani as

president and Francesco Zola as chief executive.

In her speech, Palazzani expressed gratitude to employees, customers, partners, and suppliers, stating: "This anniversary is not just a number; it's a chapter in a story made of sacrifice, innovation, and above all, extraordinary people. Our history is a testament to resilience, teamwork, and adaptability. But it also reflects a clear and bold vision - that of always striving for excellence."

"Now, with hearts full of gratitude, we look to the future. 90 years are just the beginning of a new chapter we want to write together, with the same determination, passion, and trust that have brought us this far."

Palazzani also paid tribute to her father, Davide Palazzani, who led the company for 40 years. During the evening, Matteo Meroni, vice president of Confindustria Brescia, presented a 90 year commemorative plaque as did Marzia Giusto on behalf of Assodimi-Assonolo. ■



Engineers in the workshop



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SUCCESS DOWN UNDER

The Hire & Rental Association of Australia, the Elevating Work Platform Association and the Telescopic Handler Association of Australia - HRIA/EWPA/TSHA in short - held their annual conference, Hire25 trade show and awards dinner, in Melbourne earlier this month. Cranes & Access/Vertikal.net was there to cover them.

The first event, the Global Access Meeting was held on June 3rd, speakers included Haulotte's Alexandre Saubot and Vertikal's Leigh Sparrow. The meeting was followed with a 'Welcome Drinks' event held that evening at the Cargo Hall on Melbourne's South Wharf, sponsored by Select Plant Australia along with the awards dinner on the 5th.



Select Plant sponsored the Welcome Drinks event

AN EVENING WITH KYLIE MOORE-GILBERT

The Hire25 exhibition opened next morning - the 4th of June - during which there were a number of HRIA conference sessions. A dinner was held that evening entitled the HRIA Evening with Kylie Moore-Gilbert, held to help raise funds for the charity Beyond Blue which works with people in the industry suffering from mental Health issues.



Moore-Gilbert, spoke on how she managed to endure more than two years' imprisonment by Iran's Islamic Revolutionary Guard, mostly in solitary confinement, having been arrested while waiting to check in for her flight back to Australia after attending a conference in 2018. She was subsequently tried and sentenced to 10 years in prison for espionage and was released in a prisoner swap in late 2020.



Kylie Moore Gilbert

THE AWARDS DINNER

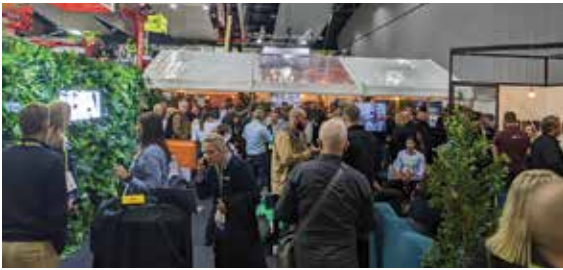
The following evening was the Annual Awards Dinner with more than 550 attendees. The winners of each category are published opposite. Of note was that the two best new products and

two supplier of the year awards were won by just two companies. Haulotte which took the two Access awards and Point of Rental for Software & Services.

HIRE25 SHOW

The following are a few pictures from the two day Hire25 trade show, for a full overview go to Vertikal.Net (<https://vertikal.net/en/news/story/46304/hire-25-melbourne>)





JLG with telehandlers, dumpers, lighting towers and a few platforms including the Self Leveller

Tracess scissors made by Hered



Hangcha unveiled a six metre/2,500kg all electric compact telehandler



Dingli unveiled the 36ft Nano 30 telescopic boom and the BA 12 RT, a 43ft 4x4 zero tailswing, articulated boom with oscillating axle



Almacrawler's self-levelling boom - always impressive



Magni's TH 3.6 compact 3,000kg/6m telehandler on the All Lift stand



Zoomlion also highlighted a new telehandler



Sinoboom showed its new TB14J Plus series two boom lift



The LGMG stand with the new T16J-2 and new telehandler



The Skyjack stand had a substantial display



A Bravi Sprint branded as the Toyota Sprint

FULL LIST OF AWARD WINNERS:

- Hire Company of the Year** - RPM Hire
- Hire Company of the Year (Under \$10 Million)** - Green Power Solutions
- Hire Company of the Year - Events** - Expo Event Services
- Hire Company of the Year Excellence Award - People and Culture** - RPM Hire
- Supplier of the Year - General** - Flextool
- Supplier of the Year - Access** - Haulotte
- Supplier of the Year - Software and Service Provider** - Point of Rental
- Supplier of the Year - Events** - HTS Tentiq
- Best New Product - General** - Survivor Series Remote - Globe Power
- Best New Product - Access** - MyCompanion - Haulotte
- Best New Products - Software and Service Provider** - Record 360 Point of Rental Software
- Women in Hire Award** - Peta Twyman from RPM Hire
- Young Professional of the Year** - Tom Lynch from Master Hire
- HRIA Women in Hire Development Program Growth Award 2025** -
 - Corina Roat - Kennards Hire
 - Kate Dwyer - Genie
 - Shannen Wardrop - Conplant
 - Lisa Silcock - AU Buckets
 - Nicole Rowley - JLG
- HRIA Young Professionals Development Program Growth Award 2025** -
 - Skye Bagatella - Camden Hire
 - Zenith Davies - JLG
 - Danielle McGuire - Onsite Rental Group
 - Marnie Reid - Select Plant Australia
 - Jack Smith-Cavanagh - Kennards Hire
- Yellow Card Accredited Trainer of the Year 2025** - Dave Pickard
- Gold Card Accredited Trainer of the Year 2025** - Michael Wood

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MULTITEL PAGLIERO JOINS CAREERS FAIR

Italian aerial platform manufacturer Multitel Pagliero has participated in the Politecnico di Torino Career Days in a bid to spread the word on the industry and recruit engineering graduates.

The company was looking to recruit young, or not so young, people that might go on to develop skills in technical design, engineering, production, logistics and technical support. Multitel focused on graduates with degrees in mechanical, mechatronic, electronic, computer and management engineering.

Multitel human resources representative Annalisa Arnaudo led the initiative and said: "Our participation in Politecnico Career Days was an opportunity for us to connect with the professionals of tomorrow, while introducing them to the powered access industry."



SCHOOL FINED £25K, CONTRACTOR GETS 12 WEEK'S PRISON

A school run by Bishop Bewick Catholic Education Trust in Newcastle, England, was fined £20,000 plus £4,344 in costs, while its contractor Nicolas Thépot was given a 12 week suspended prison sentence with 100 hours of unpaid work after Gillian Gardner, 68, was struck by a falling tree branch while walking her dog, knocking her into the path of oncoming traffic.

The HSE found Thépot had no tree or chainsaw related training or qualifications and yet was cutting limbs from the tree above an open footpath, whilst his apprentice attempted to pull them into the school boundary with a rope. In this incident the rope snapped, allowing the branch to fall into the path, striking Gardner as it did so. She sustained several broken ribs and was unable to leave home for weeks. She said: "It took me about a year to totally recover. I still can't carry anything heavy and have lost confidence in what I can and can't do."

The investigation revealed that the trust made no checks on Thépot's experience, competence or qualifications before awarding him the contract. On the day following the incident, Thépot was spotted using the same method, with only traffic cones and tape placed on the footpath.



The snapped rope



FALL COSTS £106K

UK company Norman Iveson Steel Products was fined £100,000 plus £6,101 in costs, while one of its directors, Phillip Iveson, was fined £1,822 plus £2,358 in costs after employee Jack Croft, 30, fell six metres through a roof light sustaining life changing injuries.

He was installing roofing sheets on a barn in Leyburn, North Yorkshire in 2022 when he stepped onto the roof light and fell through, he sustained five cranial fractures, 10 fractured ribs, cranial bleeding, hearing loss and fractures to his spine, eye socket, cheek, wrist and shoulder as well as a collapsed left lung and pulmonary embolism.

The HSE found that the company had failed to implement basic work at height control measures. Safety netting on site did not cover the entire work area and was installed by persons without the required rigging skills.



WHO TRAINED THEM THEN?

Spotted near Geneva, Switzerland, a huge mock-up of the Montgolfier brothers hot air balloon attached to the platform of a 43ft scissor lift.

The stunt dubbed 'Montgolfière' was held at a public event with the large balloon resting on a small tower base in the platform and guy-roped to the guardrails, along with some sandbags and rush matting attached to the guardrails to represent the balloon's basket.

The scissor lift with its balloon and four people on board was raised to its full 13 metre platform height complete each time. The top of the balloon would have been close to 20 metres high.



IN THE NEXT ISSUE OF

C&A

Place your products in front of more than 31,000 crane, telehandler and aerial work platform buyers & users who will read the July/August issue of **Cranes & Access...**



THIS ISSUE WILL INCLUDE FEATURES ON:

TOWER CRANES

The tower crane industry continues to evolve with exciting developments across all types. Our roundup will include the latest new products including flat top, luffers and self-erecting models, while spotlight some fascinating applications. If you have any tower crane news to share, we would love to hear from you.



SCISSOR LIFTS

The scissor lift sector is buzzing - from compact micro units to bowed arm scissor stacks up to heavy duty beasts, whether Rough Terrain diesel or electric. We will be exploring the innovations that are reshaping some parts of what many considered a settled market. Have you got news to tell?

GLASS HANDLING

The glass handling market continues to gain momentum with vacuum handling attachments combining well with telehandlers, cranes and work platforms, with some remarkably clever new devices and glazing robots. We will spotlight the latest equipment and techniques alongside some standout innovative products.



VERTIKAL DAYS 2025 PREVIEW: EUROPE'S LARGEST SPECIALIST LIFTING EVENT!

Europe's premier lifting equipment showcase is set to unfold as Vertical Days 2025 arrives at Newark showground in the UK, on the 10th and 11th September. The varied line up of exhibitors promises a number of fresh product launches from leading crane, aerial lift and telehandler manufacturers as well as more than 30 first time participants displaying breakthrough technology, innovative software solutions and specialist ancillary products. The preview will highlight some of the more interesting new product reveals we might expect, alongside an essential guide to the show including ticket and travel arrangements.

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

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DIGITAL CRANE CHECK BOOK

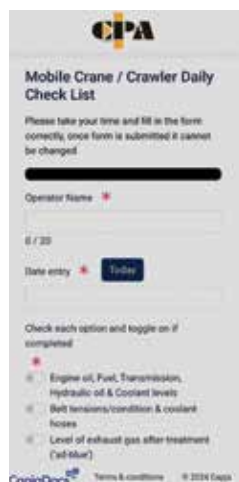
The CPA has partnered with IT solutions company Capja to introduce the CPA Digital Crane Check Book, replacing traditional paper inspection books with smartphone and tablet compatible digital forms.

The exclusive member benefit uses CPA's official templates on CapjaDocs, a secure UK built platform. Digital inspection forms can be completed in seconds and instantly shared with site managers, maintenance teams and crane owners. Members also gain access to additional CapjaDocs features including document management with expiry alerts, QR codes for certificates, project folders and centralised staff records.

Josh Wallman Capja founder said: "We're not just scanning old forms and calling it digital. This is a proper upgrade, designed with usability in mind. When you're at the vehicle you'll be operating, no matter the time of day, the form is there when you need it, and the information goes to where it needs to be."

The CPA offers a trial period for current paper system users, with Capja providing onboarding support.

Non-members can join at: <https://www.cpa.uk.net/about-cpa-how-to-join/how-to-join-cpa> or email enquiries@cpa.uk.net.



CIG 2506 GUIDANCE FOR SAFE AND CORRECT RIGGING OF MOBILE AND CRAWLER CRANES

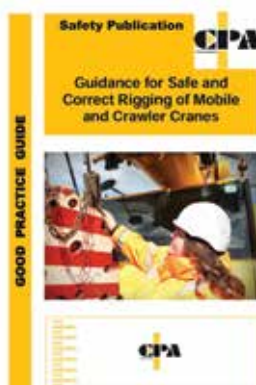
The CPA's Crane Interest Group (CIG) has released new guidance on safe crane rigging. CIG 2506 provides good practice guidance to ensure mobile and crawler cranes are properly checked after rigging or assembly before being put into service. The publication addresses rare incidents where cranes were incorrectly rigged, either against approved lift plans or manufacturer instructions. The guidance should significantly reduce the probability of such incidents occurring.

Appointed Persons have a duty to ensure pre-operational checks are carried out before cranes enter service. The pre-lift check process supports APs in this responsibility. While APs do not need in-depth assembly knowledge - which is the crane operator's role - they must ensure pre-operational checks are included within safe working systems.

The pre-lift check process ensures cranes are rigged according to lift plans and manufacturer instructions, mitigating errors during the rigging process.

CIG 2506 can be downloaded free at:

<https://www.cpa.uk.net/safety-and-technical-publications/mobile-and-crawler-crane-guidance>.

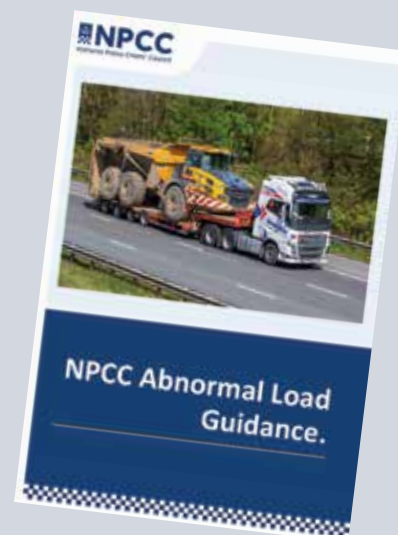


NPCC ABNORMAL LOAD GUIDANCE DOCUMENT 2025

The National Police Chief Council (NPCC) has published its updated guidance document for the Movement of Abnormal Loads. A copy of the document can be downloaded at www.cpa.uk.net/legal-insurance-plant-theft/legal/transport. The document has been achieved with other trade associations and key stakeholders within the Abnormal Loads Group (ALG).

Clause 4.4 states: "Where, due to specific local geographical issues, the Chief Officer of Police determines that embargoes on Abloads should be in place, the following principle is suggested:

4.4.1. Category 1 STGO vehicles, Cat A mobile cranes and those moving wide or long loads under C&U Regulations should not be subject to any embargo save for congested urban roads, or where the width of the vehicle and load cannot reasonably remain within the width of the lane in which the vehicle is travelling unless there are specific local issues to be taken into consideration."



Abnormal load new guidance cover

CPA GALA DINNER

The CPA plans to host an industry dinner at St George's Hall in Liverpool on Thursday 6th November. It will include a three course Michelin star menu, industry speakers and a celebration of the industry. Standard tables of 11 are available for £3,000 plus VAT. Bookings can be made online at www.cpa.uk.net/events/cpa-gala-dinner-2025.




Chief executive Steve Mulholland said: "We thought it was fitting to get everyone together to celebrate what a wonderful industry we work in. There have been testing times for the sector over the last few years, and the gala dinner will allow us all to enjoy an evening of great company and excellent food in the stunning surroundings of St George's Hall in the heart of Liverpool. The event

affords the opportunity for CPA members to network with fellow CPA members, the wider industry, colleagues, the CPA Council, the CPA team and we'll even have some celebrity guests and professional photographers on standby to take paparazzi style shots."

The Master of Ceremonies for the evening is journalist Peter Haddock and after dinner former professional



football player and manager John Barnes, and comedian Bobby Davro will take the stage. For further details contact Lisa Collins on 07968 840390 or email: lisa@lisacollinscommunications.co.uk



LORRY LOADER OPERATOR TRAINING

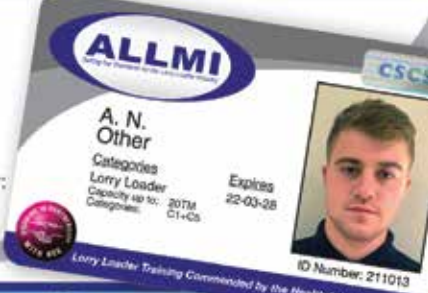

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SURGE IN MEMBERSHIP

ALLMI's industry representation continues to grow, with year to date new member applications and registrations increasing by 200 percent compared to the same period in 2024.

One new member is Coreson Engineering, a lorry loader service and repair business based in Woodbridge, Suffolk. Its managing director and owner, Jason Smith says: "As an individual, I have held ALLMI training accreditation for many years, so when I established Coreson Engineering in 2023, obtaining ALLMI membership was naturally one of my goals for the business."

"Whilst we have operated to a high standard from day one, there's no doubt the company has benefited significantly from the demanding joining process and guidance we received while going through it. It is not simply a case of applying for ALLMI membership, there is a great deal of work involved with demonstrating the required standard and having the right to display the ALLMI logo, and I'm proud that we have achieved this."

ALLMI chief executive Tom Wakefield adds: "The industry recognises the value of dealing with an ALLMI member, and the investment in quality the company will have made to be promoted as part of the association. Along with our numerous member services, this credibility provides us with an excellent membership model and is the reason we continually experience such strong retention and growth."

ALLMI provides membership for: manufacturers/importers, installers, service companies, ancillary equipment suppliers, fleet operators and site operators. For information on the benefits of joining the strongest voice in the UK lorry loader industry, check allmi.com/membership.



ALLMI CODE OF PRACTICE

The ALLMI Code of Practice (CoP) contains the statement of commitment that the association's members sign up to, confirming that they will work in accordance with applicable standards and legislation, manufacturer guidelines, ALLMI guidance documents and good practice, as well as verifying employee training and safety, and the highest levels of professionalism, honesty and integrity.

These are all guiding principles that have long formed the basis of the ALLMI membership auditing system. To download a copy, visit allmi.com/code-of-practice.

To find an ALLMI member go to allmi.com/membership-directory.

RECORD DEMAND FOR SLINGER/SIGNALLER TRAINING

ALLMI saw a record uptake for its Slinger/Signaller course during the 2024/25 financial year, the fourth consecutive year that has seen unparalleled demand for this training, further demonstrating its strong industry standing.

ALLMI has long been promoting the importance of Slinger/Signaller training, raising awareness of the problems that can occur when this is neglected. The association continues to drive this important message, educating those who believe that putting staff through a lorry loader operator course will provide them with a sufficient level of skill and understanding to also act as a slinger. This is not the case, specific training should be undertaken in order to be proficient in this area, and this is a requirement under the Health & Safety at Work Act, PUWER and BS 7121 Part 4.



SPECIALIST TRAINING

Readers are reminded that ALLMI is the UK's only accrediting body to provide specialist training for each member of the lorry loader lifting team, as well as engineers, instructors and managers, with courses approved by CSCS and delivered to the highest standard.

Course information and dates, as well as training provider details, can be found by visiting allmi.com/training, or by contacting ALLMI.



ILLAPG OPEN DAY REVIEW

ALLMI joined the Industry Lifting Lead AP Group (ILLAPG) annual conference and Open Day, held at GGR in Haddenham on 5th June.

ALLMI technical manager, Keith Silvester and one of the co-chairmen for ILLAPG said: "The event was excellent. It provided a great platform for connecting with industry representatives and showcasing what we do, and from a delegate perspective, it was packed full of interesting presentations and equipment demonstrations. All in all, it was a great success, and this was reflected by the record number of delegates who attended."

For further information visit illapg.com



GLAD 2025

On 12th June, ALLMI was a partner for the annual Global Lifting Awareness Day (GLAD), a collaboration between a range of organisations involved with lifting or working at height.

This year, there was an increased emphasis on highlighting careers in the lifting industry, with the aim of inspiring the next generation to explore opportunities in this sector.

See: globalliftingawarenessday.com



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

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IPAF'S PAINT CANCER FUNDRAISING INITIATIVE

IPAF has partnered with Weston Park Cancer Charity to launch an industry wide fundraising scheme called Paint (Powered Access Industry Trust).

The initiative invites IPAF members to nominate equipment in their fleet as dedicated 'Paint machines', donating a proportion of rental revenue to cancer research.

Companies can also donate a percentage of overall profits or specific revenue streams such as training income. Participating organisations will be recognised at an annual industry awards ceremony. Funds raised will support research at Weston Park's Cancer Clinical Trials Centre.

IPAF Rental+ scheme manager Martin Wraith said: "Every single IPAF member will be affected by cancer at some point in their lifetime - whether personally or through a loved one's diagnosis. Launching the Paint initiative is incredibly close to my heart. It's a call to action for our industry: by uniting the powered access community, we can help fund the fight against cancer and contribute to life-changing treatments that will have a global impact."

Weston Park Cancer Charity corporate partnership manager Bekah Anstey added: "We're very proud to collaborate with IPAF on the launch of this fantastic new fundraising initiative giving IPAF members the opportunity to make a direct and lasting impact on cancer patients and their families."

More information is available at:
ipaf-paint.raiselysite.com.



Martin Wraith



(L-R) Helen Libby of IPAF, Bekah Anstey of WPCC and Ben James of 1 Up Access

GLOBAL DATA DRIVES SAFETY IMPROVEMENTS

IPAF's global Accident Reporting Portal has captured more than 6,300 incidents since its launch, forming one of the most comprehensive datasets in the powered access industry. In 2024, IPAF received more than 1,000 reports from 33 countries, providing insight into recurring issues and root causes. The portal gathers and anonymises incident data involving mobile elevating work platforms, mast climbing work platforms and construction hoists worldwide.

This data directly informs safety campaigns, guidance documents and training updates for members. This year, IPAF's global safety campaign focuses on the risk of work platform overturns due to unstable or unsuitable ground conditions after portal data revealed that fatal overturns increased by 50 percent between January 2021 and December 2023.

IPAF will launch this year's Global Safety Report in July analysing accident data from last year. It will cover fatal and major incidents only, collected from mobile elevating work platforms, mast climbing work platforms and construction hoists.



#ShareYourStory

Shape the Future of the Powered Access Industry



SHARE YOUR STORY!

IPAF has reminded members of its Share Your Story campaign, encouraging powered access companies and staff to share incidents, near misses and safety lessons to help create real world training examples. The initiative aims to use industry experiences to develop safety and training videos and guidance that can prevent future accidents across the sector.

Companies or individuals can contribute their experiences through the organisation's website or by entering details directly into the IPAF Accident Reporting Portal. The stories will be used to create safety and training materials for a global audience.

UPCOMING IPAF EVENTS

Upcoming 2025 IPAF events:

- IPAF Asia Conference: 2 July, Doubletree by Hilton, Seoul Pangyo
- Vertikal Days: 10-11 September, Newark Showground, UK

IPAF is this year's visitor registration sponsor at Vertikal Days and will demonstrate its new safety campaign on aerial work platform overturns. IPAF members have the opportunity to display their machines on the IPAF stand as long as they are exhibiting in their own right, to be part of the safety campaign demonstration - if you are interested, please email events@ipaf.org.

- IPAF Elevation Switzerland: 18 September, Switzerland
- Working at Height Conference & Awards: 15-16 October, USA
- IPAF Elevation Benelux: 23 October, Netherlands
- IPAF Elevando Mexico: 6 November, Mexico



ARE YOU READY FOR VERTIKAL DAYS?

THE ALL-INCLUSIVE LIFTING EQUIPMENT EVENT

**Vertikal
days**

10th and 11th September
Newark Showground



At Vertikal Days, you'll find everything included.

See the new product launches, meet face to face with manufacturers, attend industry trade meetings, pick up a coffee in the Marketplace, and organise a lunch meeting at the Catering Pavilion - it's all here ready to be enjoyed. The Vertikal Days team together with our 2025 exhibitors look forward to welcoming you to Newark.



**GET
READY
TO GO**

Register today at
<http://vertikaldays.net/for-visitor/visitor-registration>



On the road



Rigged with three hooks



High detail and unusual third winch



Unloading with self-assembly jacks

KOBELCO TKE750G

The Kobelco TKE750G telescopic boom crawler crane is a 75 tonne class crane aimed at foundation work with three winches. It has been modelled in 1:50 scale by IMC Models and comes with an excellent build manual along with good quality tools to assemble and operate the model.

The working metal tracks are well detailed, and the track frames are both extendible and removable. There are four useable hydraulic jacks for use in self-assembly of the crane, and they have numbered posts. The rods have visible screw threads.

The cab has very good detailing, while tiny graphics enhance the authentic appearance. Exterior walkways have patterned surfaces. The superstructure has cast in panel details, metal access ladders and black paint is used to highlight walkways. At the front is the third winch, a beacon light and an indicator light column.

The counterweight is removeable, and the top slab has lifting eyes. The lifting mechanism is modelled and raises, although posing it placing the counterweight would be difficult.

The main boom lift cylinder has a plastic barrel, and it is very stiff to operate but that allows it to hold any pose set. The profile of the telescopic boom is very good with all sections having a distinctive pattern. Each boom section is smooth

and easy to extend with a spring clip to lock at maximum extension or at 50 percent. There is a full set of rope guides on the boom and all sheaves are metal.

Two alternative auxiliary boom noses can be rigged. A single metal five sheave hook block is included along with two single line hooks, and two Kobelco load plates are also provided. A key is used to operate the winches which are spring loaded with positive brakes.

A feature of the model is that it can be accurately posed as a transport load with removeable tracks and counterweight. Ladders and walkways can also be removed to reduce the overall width.

This is a well made high quality and flexible model by IMC which gives different display options and configurations. The various features work well, and the detailing is of a high standard. It costs €230 and can be obtained from the Kobelco Fan Shop: <https://www.kobelcofanshop.com>.

Ready for work



CRANES ETC MODEL RATING

Packaging (max 10)	9
Detail (max 30)	26
Features (max 20)	18
Quality (max 25)	22
Price (max 15)	10
Overall (max 100)	85%

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

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GOING UP IN THE WORLD

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

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

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

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

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

- Continental Europe €23 plus €6.50 postage & packing
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READERS LETTERS

HONEST AND OPEN

Dear Sir,

I was touched by the letter you carried in the current issue of *Cranes & Access* from Dave Barton, it is very very rare to see someone in this game be so frank and honest, as well as open. I have reread it a couple of times and salute him for being so brave. I sincerely hope that his life from here on out goes as well as he deserves it to.

Yours

Philip Tunstall

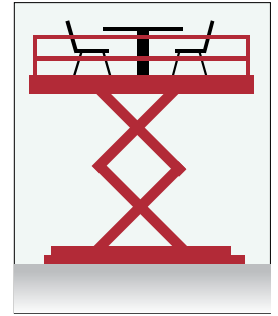
CRAZY BUT INTERESTING

To the Editor

I thought Stefan Papke's piece was interesting, totally impractical, but an interesting thought, I was thinking what would happen if we had one in our garden, I am not sure that the neighbours would appreciate us popping up above the fence line between our gardens. And not all sure we would like to be on display like that. Nice to read about new ideas and thoughts though, we need more people like Stefan, for every weird or crackpot suggestion there will be a blinder that really grabs our attention and takes off - just like Dyson, who I understand had loads of flops before having a hit with this vacuum cleaner.

Keep up the good work - always a good read.

Edward Smithey



NEIL WALDRON 1949-2025

UK access industry veteran Neil Waldron has died. He passed away on Monday, May 26th following a period of ill health, he was 76.

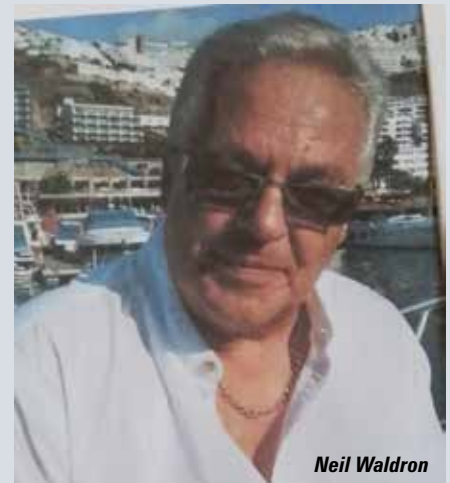
As far as we know Neil Waldron began his access career when he joined Hemel Hempstead based Access Equipment sometime in the 1970s. The company was acquired by UpRight in 1983, which also owned John Rusling. When the two companies were merged in 1987 to create Instant Zip-Up, Waldron not only remained on board but continued to do well and was appointed regional manager based at the company's Loughborough depot.

In 1998 he left the company to set up his own business which traded as Approved Access Training offering a range of courses, mostly IPAF and PASMA, and usually conducted at customer's premises.

In his personal life he loved to fly and has held a pilot's licence for at least the past 20 years. As a special treat for his 70th birthday he flew a wartime Spitfire, apparently with a massive smile on his face throughout the flight.

He leaves behind his wife Pauline and family.

Regards James O'Grady



Neil Waldron

"Very sad to hear of the passing of Neil.

Neil would turn up to our depot (Alfa Access) and we would always have a good catch up first off, it would always end up being a right laugh about something due to his great sense of humour. When it came to his work, he was so knowledgeable, he would pass this knowledge on along with his experiences to others and engage fully with the whole team.

He would never turn down fish and chips either! It really was always a pleasure seeing Neil, he was a lovely chap and will be missed greatly. My thoughts go out to his family and all his other friends."

James Skinner.

"All of us at Alfa Access Services Ltd were absolutely gutted to hear about the passing of Neil and our thoughts go out to his wife Pauline and family. I first met Neil in 2006 at Ranger Equipment Ltd. We then had Neil completing nearly all of our training at Alfa up until a few years ago when he retired. We stayed in touch and often had a chat about things. Neil was one of the most professional, funny and caring men I have ever met. He always had time for a chat about anything and would always do his best for you. His favourite job for us was at Duxford Imperial War Museum, need I say more. We also had a few nights out to remember but the next day I couldn't remember. A true gent and a good friend who will be sorely missed, RIP Neil."

Allen Freeman

Dear Editor.

"Neil was my manager at Access equipment and then Instant zip up and Frank Huish was his boss. Neil was a great mentor to me in my younger days. I was a scaffolder, and Neil would often come out with the scaffolding gang and drive the truck. He always made a point of stopping of at Ron's cafe in Leicester on the Abbey Lane and getting us all breakfast. These were good memories of a good man."

Kind Regards

Colin

"Very sad to hear of Neil's death and please pass on my condolences to Pauline, friends and family. I worked with Neil in my first sales role at Tidy Hire and remember Neil being briefly employed to develop the industrial accounts. Neil was a very nice, decent, funny person to be around but always remained focussed in his role and particularly in training combining his communication skills and strength of character to deliver successful training courses. I live in Southsea now and often watch the Spitfires flying over from Goodwood so will think of you Neil, a good man who's training excellence ensured people working at height returned each day to their loved ones."

PLATFORM GÜNLERİ 2025

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MICHAEL POSENER 1958-2025

Crane and access publication veteran and more recently tower crane sales & marketing professional Mike Posener has died.

He passed away on June 19th at the age of 67 after struggling with his health for many years. He was admitted to hospital just before Bauma, which he seemed to regret missing, more than his illness. He returned home a day or two before he passed away surrounded by his family as he had hoped it would be. He leaves behind his wife Silvia and son Liam.

Mike's parents emigrated from Germany to the UK just before World War II. He was born in London, but grew up in southern England, while developing a love for his parent's homeland, Germany. He trained and qualified as a carpenter and joiner and went on to set up his own contracting company in Germany where he had his first experience of working with cranes which he developed something of a passion for.

Having developed a serious and incurable lung ailment which gradually grew worse over the years, he was unable to continue working in construction, at least on site, and therefore decided to move into publishing, joining the Cranes Today team as an advertising sales manager, in or around 2001. He took to the new job 'like a duck to water' and particularly enjoyed covering the German speaking markets for the publication.

In 2003 Vertikal acquired a new owner, and with its base in Brighton close to where he lived, Mike began lobbying to join the business with considerable persistence, he eventually won his campaign in August 2005 when he joined Vertikal as customer support manager.

While he helped the business in many ways, the fact that he was not responsible for the German speaking market - which then as now, was handled by the Vertikal team in Freiburg - was always a something of an issue for him. So, when he received an offer from KHL - the publisher of International Cranes - in 2006 to cover the German speaking market he naturally jumped at it.

He remained with International Cranes until the end of 2023, and during his time with the company moved to the west of Ireland. This probably helped develop the good relationship he had with Irish American company Stafford Cranes, which had acquired the Portuguese tower crane manufacturer Soima in 2021. He joined the company as marketing and new business development manager in the spring of 2024, with his contract expiring just a few weeks ago.



Mike Posener had an incredible optimism and passion for life, even while battling with very severe bouts of illnesses, which he knew could not be cured. If he couldn't walk when undergoing a particularly challenging course of treatments, he would still turn up at show like Bauma or Conexpo and rent a mobility scooter to get around and see everyone. In February 2019 he underwent a Bi-lateral lung transplant in Dublin, which typically has a 12 month recovery time frame, combined with regular treatment for the rest of your life. That did not stop him at all, and as mentioned he was devastated having not made it to Bauma this year where he was due to man the Stafford Crane stand.

In his last email to C&A publisher Leigh Sparrow, just a few weeks ago, he said: "I bring you the latest news from Stafford Tower Cranes, where I have accepted a mutual agreement to cancel my work contract with the owners. My final day with the company will be the last day of May."

"It is a shame, as so much has been achieved in such a short time frame, developing the company into a transcending stage of the tower crane market. Also introducing the new 'brand' and livery colours, two complete crane series and all new luffing designs with the very first model on display at Bauma. The lack of crane sales due to the current tower crane market was the catalyst that forced the Staffords to make this decision. I wish the company and all of its staff much success and good health in the future."

Sparrow added: "We had agreed to hold off publishing his news until early June but had no idea at all that he was as ill as he was as his body began rejecting his lungs, you would never have guessed from his regular correspondence and seemingly positive mood."

"Mike Posener was an unusual man, soft spoken, calm and yet more determined and persistent than almost anyone I have ever met. Our relationship over the years has certainly not been as close as you would think whenever we met up, and he could be a real pain to deal with as he simply would not take No as an answer - in a nice and polite way though. Yet he was always good company, a pleasure to be with, measured, often very kind, generous and always good to see. I will miss seeing him, as will many others across the crane world."

While the news has not been online long, some of the comments include:

"The editorial staff of Solleware and staff of Mediapoint & Exhibitions reserve their deepest condolences to the family of Mike Posener, preserving his professional value and the memory of his extraordinary humanity."

"RIP Mike, was always a pleasure to meet you. Sad we won't be catching up soon."



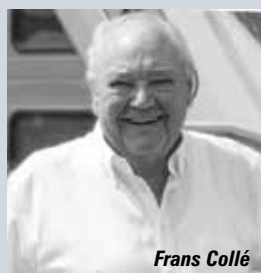
Mike Posener in 2005 when he joined Vertikal

FRANS COLLÉ 1946-2025

Dutch access and equipment rental veteran and entrepreneur Frans Collé, the face of Collé Rental & Sales for many years, has died. We understand that he passed away on the evening of Friday June 7th having suffered from ill health for some time, he was 78. He leaves behind his beloved wife Nelke, his children Frits and Esther, and several grandchildren.

Frans was the third generation to run the 125 year old family business, which has been owned and managed by his son Frits since 2005, although he remained very much involved especially during the first 10 years of the hand over. In addition to the business Frans had a passion for motorsport which he supported personally and financially. A minute's silence was observed on the local race track in his honour.

A statement on behalf of the company and its employees said: "Frans Collé was not only a successful entrepreneur but also a warm and sincere man. He had a big heart for his family, his employees, and his customers. His wisdom, humour, and determination will be deeply missed by all who knew him. We extend our heartfelt condolences to his family, friends, and



all who held him dear during this difficult time."

"Frans, we will always remember you as a man who worked with passion and dedication - but above all, as someone who made a meaningful difference in the lives of others. In loving memory of a remarkable man." The Management and Colleagues Collé Rental & Sales



Frans and Frits Collé during an interview with C&A in 2013

THOMAS RENWICK 1936-2025

UK crane and access pioneer and veteran Tom Renwick has died. He passed away on May 25th following a long period of ill health, he was 87 a few days short of his 88th birthday. He leaves behind son Alan and daughter Beth, having lost his wife Betty a few years ago.

In 1967 he got his first taste of the rental market with J. Bowen & Sons of Glasgow where he was appointed plant hire representative, taking up a similar role three years later with Rowan & Boden Plant Hire in Renfrew, before joining Motherwell Bridge Plant Hire as plant hire manager in 1971.

Over the next few years, he moved up through the ranks to director and then managing director. It was during this period that he played a key role in kicking off the self-propelled aerial lift market in the UK.

In February 1975, and by now a director of Motherwell Bridge Plant, he travelled to the USA to attend what was still widely known as the 'Chicago Road Show', but officially the International Construction Equipment Exposition, becoming Conexpo when it moved to Houston in 1981 and Las Vegas in 1987. The main purpose of the trip was to look at cranes following an invitation to join a trip organised by one of the US crane manufacturers. However, while at the show he wandered through the lesser visited back halls where he spotted a small stand, for a company that he had never heard of, called JLG.

What attracted his attention was a 40ft boom lift - the JLG 40F. Manning the young company's stand was chief executive John Grove. Renwick agreed to buy five units of a diesel powered model which became the 40FDR and was offered the distribution rights. When he got home he had a call from Paul Adorian of EPL who had agreed the same deal with one of Grove's colleagues. The two men recall what happened differently.

Speaking of the JLG deal a year or two ago, Renwick said "When the first machines arrived with us, John Grove arranged for an HSE inspection so that the new machines had some form of official approval. I recall collecting the two inspectors from Inverness airport and taking them to our yard in Evanton. The first thing they did not like about the booms was the fact that the gate was not self-closing, so we agreed to add a spring to it. Then when we did the overload test, the machine tipped - not an overturn, it just leaned forward as the back wheel lifted off the ground. When they asked what we were going to do about it we agreed to contact JLG and find a solution - probably more counterweight? Which we did."

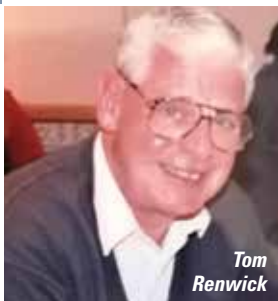
Tom Renwick spent most of his life in the construction equipment industry having started out in 1958 as a mechanical engineering draughtsman apprentice with Colvilles of Motherwell, with a focus on the erection and commissioning of a steelworks at Ravenscraig.

His entry into the construction equipment industry kicked off in 1964, when he joined Reekie Plant in Glasgow as an area sales representative selling Komatsu machines.

He said that he sold the first JLG booms to the Burrell Collection in Glasgow, an aluminium plant in North Wales, while Hewden Stuart took two and the fifth went into the Motherwell Bridge rental fleet.

That rental unit went to work at an offshore rig construction company, blasting topsides. When recalling the deal he said: "It replaced an 18 tonne Grove Rough Terrain crane with a basket, which tied up the high cost crane and its operator, while not providing the best solution for the blast crew. So, the switch to the JLG boom made sound economic sense as well as being safer. The company was delighted with the demonstration we organised, so when they asked for a rate, I quoted them £300/week which they jumped at. The list price of the machine at that time was £12,000, but we had a 25 percent dealer discount and then on top of that you could claim a 20 percent investment grant, reducing the effective cost to £7,000 - Happy Days!"

Motherwell Bridge was also a dealer for Acklift truck mounted lifts, and he claims to have sold the very first truck mounted lift



Tom Renwick



Tom Renwick early in his career

over 30 metres to arrive in Scotland - a 31.3 metre model. Adding: "There is much more to tell, but I was very fortunate to have come into the industry at a time when we seemed to be constantly trailblazing."

He left Motherwell Bridge in 1985 and for a year worked at Ingersoll Rand Sales as distribution manager for Scotland, before deciding to buy his local pub, the Craignethan in Lesmahagow, which he ran with his wife Betty, and their teenage children Alan and Beth for the next five years.

The pull of the equipment industry remained with him, and in 1991 he joined the Genie and Niftylift dealer William Laird as managing director, a role he held for the next 11 years, retiring in 2002.

However, as a member of the Contractors Mechanical Plant Engineers (CMPE) association for most of his career, he agreed to become vice chairman and secretary in 2004 and chairman the following year.

He said that he had been lucky to have led a fascinating and varied life, travelling the world to exhibitions and conventions in Chicago and Seattle as well as Iceland, and Germany to name just a few.

Tom Renwick was true character and always one to speak his mind, while forthright and 'not one to suffer fools gladly' he was genuine, straight forward and like things to be correct. Even long after he retired when he would call or write to us to suggest we deal with an issue or correct an inaccuracy he had come across or heard from others. We will miss his calls and suggestions.

"Tom was my 'MD' at Motherwell Bridge Plant at Ladywell Rd, some 40 odd years ago and taught me a hell lot about the 'plant game', he was a true gent and great boss and friend so sad to hear his passing and my condolences to Alan + Beth, R.I.P"

DFB

"Many fond memories of time spent with Tom during his decade at William Laird - always enjoyable company.

RIP Tom"

Paul Richards

"Another real Character from the Genie and Niftylift dealer network sadly lost. We enjoyed many a happy time at conferences, ARA's and Conexpo's including New Orleans amongst others. We enjoyed the best of times for the industry pioneering whilst enjoying it to the full. RIP Tom (we will raise a wee dram to you!). Sincere condolences to the family."

Tony Mort

"I was lucky enough to share many happy hours with Tom over the years. Warm, funny, knowledgeable, a great guy.

Condolences to his family, RIP Tom"

Mike Evans

"RIP Tom. A great access industry character who I got to know well back in the day as part of the Genie Dealer Group. My deepest sympathy to his family."

Julie Houston

"Tom was a character and a gentleman and an all-round nice guy. RIP"

Longstaff

I first met Tom when he was with William Laird and got on really well with him, he was a great character, very sad to hear of his passing, RIP Tom,

Kevin Fox



At an industry event in all his finery

MICHAEL KILLEEN R.I.P

We have received the sad news that Michael Killeen, the founder of Laois Hire in Ireland and chief executive of HSS Hire Ireland has died.

He passed away peacefully on Monday, surrounded by his family, following a short illness, he was - we understand - in his mid to late 60s. He leaves behind wife Maureen and son Mike, along with two grandchildren.

Killeen's father, John, was a well known hurler from Galway but moved to Portlaoise and set up an equipment rental company and land reclamation business in Laois at the start of the 1960s. Having worked alongside his father for several years, in 1989 he and his wife Maureen decided to set up their own rental business for tools and small equipment, which became Laois Hire, formally registering the company in 1992. Over the next 15 years they built it into one of the largest players in the Irish



Michael Killeen

equipment rental industry. In those early days Michael worked as delivery driver, warehouse manager and mechanic, while Maureen manned the hire desk and handled the administration.

The Laois Hire business was acquired by UK based HSS in 2005 for around €5 million, with the two remaining on board to manage the business. Then in 2021 Laois Hire was acquired by Briggs for €11.2 million. Michael then served as managing director of HSS Hire Ireland and Scotland. In April HSS Ireland was acquired by the Irish builders merchant group Chadwicks for €31.6 million.

Killeen was well known for being a hardworking and astute business man and was widely respected not only in his industry but locally, if not nationally. The couple also sponsored the Portlaoise Senior Hurlers later becoming a major sponsor of the Portlaoise GAA club for many years, having helped rescue it at one point. Michael Killeen was always passionate about machinery, the land, nature and animals and loved to keep fit, riding his bike and keeping active. Those who had dealings with him have said he was always a fair and honest businessman.

A funeral service was held at Saint Peter and Paul's Church, Portlaoise on June 19th, when HSS Ireland closed its branches as a mark of respect.

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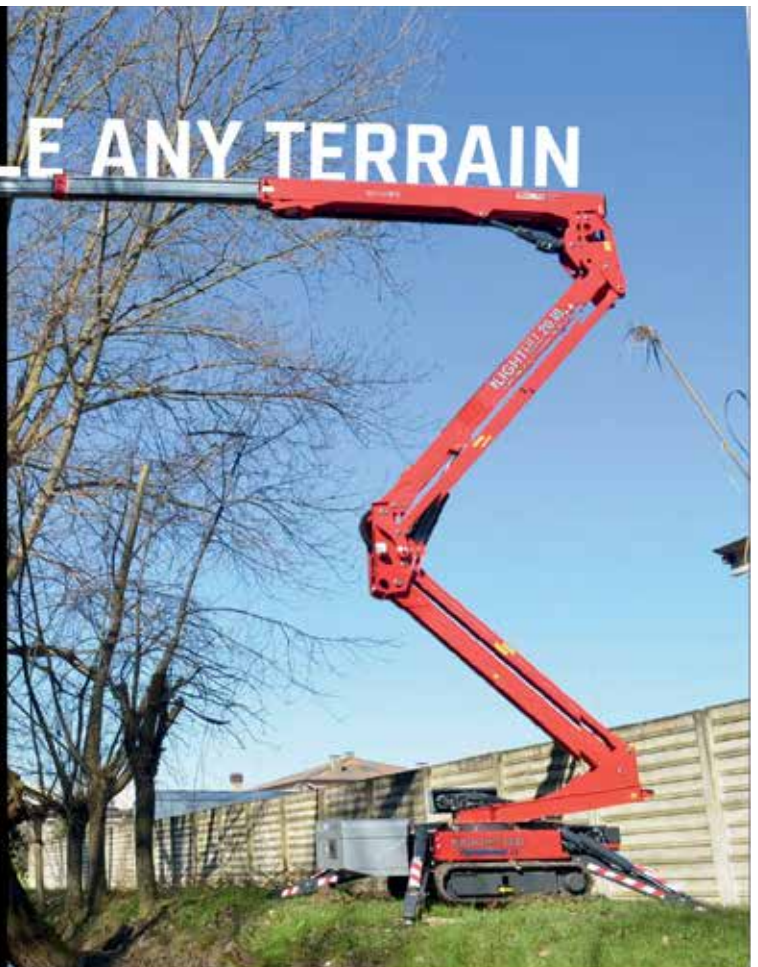
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September 10 - 11, 2025 Newark showground, Nottingham, UK UK/Ireland Crane, access and telehandler event.
Tel: +44 (0) 8448 155900
www.vertikaldays.net

Matexpo 2025

September 10-14, 2025
Belgian construction equipment exhibition Kortrijk, Belgium Tel: +32 56 98 07 60
www.matexpo.com/en/info@matexpo.com

Innovationstage der Höhenzugstechnik

September 12 - 13, 2025
Innovation Days, informal event for innovative access equipment, mini cranes and telehandlers Hohenroda, Hessen Hotel Park, Germany
www.bormtolift.de/innovationstag

JDL Expo

September 17 - 19, 2025 France's crane and access event Beaulieu
Tel: +33 (0)1 45 63 68 22
www.jdlexpo.com/
info@jdlexpo.com

HCEA Convention and Old Equipment Exposition

September 18 - 20, 2025
The Historical Construction Equipment Association's annual convention and expo Bowling Green, Ohio, USA
Tel: +1 419-352-5616
www.hcea.net/info@hcea.net

Platform Gunleri 25

September 18 - 20, 2025
Annual exhibition of Platformder - the Turkish aerial work platform association Istanbul, Turkey
Tel: +90 216 466 87 22
www.platformgunleri.org/
platformder@platformder.org.tr

Internationale Schwerlasttage

September 19 - 20, 2025
German conference on heavy lifting, transport, rigging, and installation Hohenroda, Germany
Tel: +49 (0) 6181 9060 705
www.schwerlasttage.de
info@schwerlasttage.de

Crane Safety 2025

September 23 2025
Crane safety conference organised by the Institution of Mechanical Engineers. London, UK
Tel: +44 (0)207 973 1251
www.eventsportal.imeche.org
eventenquiries@imeche.org

GIS 2025

September 25th - 27th 2025
Italian crane, access and heavy transport exhibition Piacenza, Italy
Tel: +39 010/5704948
www.gisexpo.it

**The Utility Expo**

October 7 - 9, 2025
US utility industry's largest equipment show Louisville, Kentucky, USA
Tel: +1 414-274-0644
www.theutilityexpo.com
TheUtilityExpo@Xpressreg.net

CICA National Conference 2025

Brisbane October 16 - 18, 2025
The annual conference of the Crane Industry Council of Australia Brisbane, Australia
Tel: +61 03 8320 0411
www.conference.cica.com.au/
wise@wiseconnections.com.au

TCL Expo 2025

November 06-08, 2025
Tree Care Industry Association annual exhibition St Louis, Missouri, USA
Tel: +1 603-314-5380
www.expo.tcia.org
EXP0@tcia.org

Liftex 2025

November 18 - 19, 2025 Liverpool
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Tel: +44 (0) 203 488 2865
www.leeaint.com
enquiries@L2Events.com

2026**Swissbau**

January 20 - 23, 2026
Swiss construction exhibition Basel, Switzerland
Tel: +41 58 200 20 20
www.swissbau.ch

The ARA Show 2026

March 02-05, 2026
The American Rental Association's annual trade show and convention Orlando, Florida
Tel: +1 800 334 2177
http://www.arashow.org/

Conexpo-Con/Agg 2026

March 3 - 7, 2026 The leading US construction show Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com

Hanover Messe 2026

April 20- April 24, 2026
World's largest industrial exhibition Hanover, Germany
Tel: +49 511 89-1
www.hannovermesse.de

SC&RA Annual Conference

April 20 - 24, 2026 Annual Conference of the US cranes and heavy transport association including the Jobs of the Year awards
Omni Amelia Island, Amelia Island, Florida, USA
Tel: +1 (703) 698-0291
https://www.scranet.org/SCRA/Events/

**IPAF Summit 2026**

April 21-22 2026
IPAF AGM, meetings and seminar, with networking opportunity and awards dinner.
Istanbul, Turkey
Tel: +44 (0)15395 66703
Website: https://ipaf-summit.info/
E-Mail: courtney.kellett@ipaf.org

Samoter

May 6 - 9, 2026
International earthmoving and building equipment show Verona, Italy
Tel: +39 045 8298111
www.samoter.it/it

Hire26

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The Hire and Rental association of Australia and Elevating Work Platform Association annual convention & expo Sydney, Australia
Tel: +61 (0) 299882255
www.hriaconvention.com.au
hire25@hria.com.au

Apex 2026

June 02-04, 2026
International powered access trade show Maastricht, The Netherlands
Tel: +31 (0)547 271 566
Fax: +31 (0)547 261 238
Website: https://apexshow.com/
E-Mail: marleen@ipi-bv.nl

ERA Convention 2026

June 2 - 4 2026, Maastricht
Tel: +32 2 761 16 04
www.erarental.org
era@erarental.org

Crane Rental Association of Canada Annual Conference

Date to be confirmed.
The annual Canadian crane conference Edmonton, Alberta, Canada
Tel: +1 780.790.2722
www.crac-aclg.ca/
info@crac-canada.com

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Tel: +49 30 897842-202
www.iaa-transportation.com/en
stephanie.glaesser@vda.de

Platformer Days 2026

October 8 - 9, 2026
German Access and lifting exhibition Karlsruhe, Germany



Tel: +49 721 3720 5096
www.platformers-days.de/
philipp.doll@messe-karlsruhe.de

Glasstec 2026

October 20 - 23, 2026
The largest event for glass lifting and installation Düsseldorf, Germany
Tel: +49 211 456001
www.glasstec-online.com/
online-support@glasstec-online.com

Bauma China 2026

November 24 - 27th 2026
Tel: +49(0)89 9 4920251
www.bcindia.com

Smopyc

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

Bauma Conexpo India

September 28 October 01, 2026
Exhibition in India Noida, Delhi, India
Tel: +49 89 949-20255
www.bcindia.com/en/

2027**Baumag**

January 21 - 24, 2027
Swiss construction equipment show Lucerne, Switzerland
Tel: +41 56 204 20 20
www.baumaschinen-messe.ch

Executive Hire Show

February 11-12, 2026 Coventry
UK general rental equipment
Tel: +44 (0)207 973 4630
www.executivehireshow.co.uk

SC&RA Annual Conference

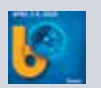
April 2027 Dates to be confirmed
Annual Conference of the US cranes and heavy transport association including the Jobs of the Year awards, Arizona Biltmore Hotel, Phoenix, Arizona, USA
Tel: Tel: +1(703) 698-0291
https://www.scranet.org/SCRA/Content/events/Annual-Conference.aspx

M&T Expo

November 16-19, 2027
Brazil's construction and mining equipment exhibition São Paulo Expo, Brazil
Tel: +49 89 949 20252
Website: www.mtexpo.com.br/en
E-Mail: info@bauma-network.com

2028**Bauma 2028**

April 03 - 09, 2028
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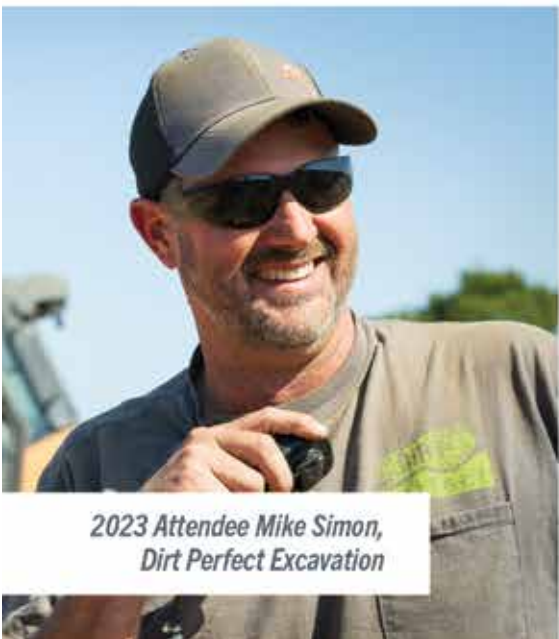


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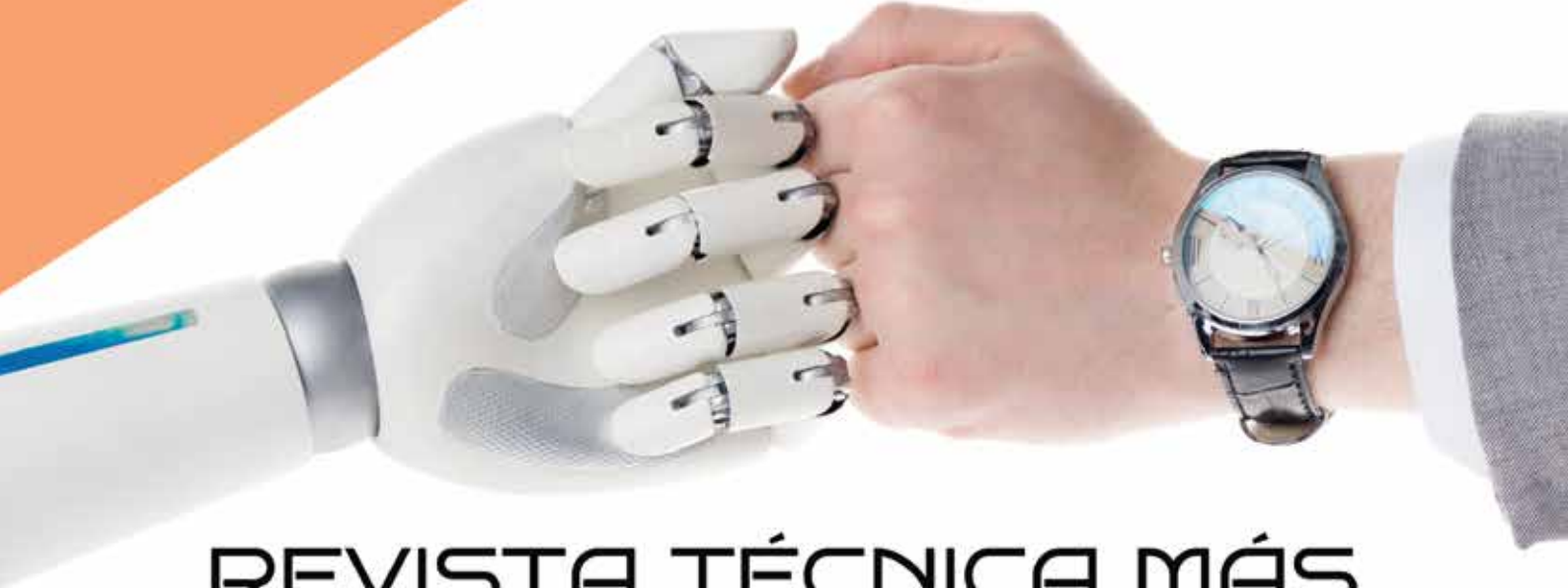
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Timbermat	www.timbermat.co.uk
Universal Crane Mats	www.universal-crane-mats.com
Welex Group	www.welexgroup.com

COMPONENT SUPPLIERS

PCE Instruments UK	www.pce-instruments.com
Tele Radio	www.tele-radio.com

WIRE ROPE & CABLE

Rope and Sling	www.ropeandsling.co.uk
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LIFTING GEAR MANUFACTURERS

Britlift	www.britlift.com
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PARTS & SERVICE SUPPLIERS

Alfa Access Services	www.alfa-access-services.com
Ernest Doe & Sons	www.ernestdoeladercranes.com
Gantic, Norway	www.gantic.no
Haulotte	www.haulotte.com
IPS	www.ipspartsonline.com
JLG	www.jlg.com
Lift-Manager	www.lift-manager.com

OTR Wheel Engineering Europe	www.otrwheel.co.uk
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PCE Instruments UK	www.pce-instruments.com
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TVH	www.tvh.be
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Vertimac	www.vertimac.com
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RECRUITMENT

Vertikal.Net	www.vertikal.net/en/recruitment
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SAFETY EQUIPMENT

Load Systems UK	www.loadsystems.co.uk
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RENTAL MANAGEMENT SOFTWARE

HireHop Equipment Rental Software	www.hirehop.co.uk
HireHop Equipment Rental Software	www.hirehop.com
Infosystem	www.levaplus.ch
inspHire	www.inspire.com
Matusch	www.matusch.de
MCS Rental Software	www.mcsrentalsoftware.com
vWork	www.vworkapp.com

STRUCTURAL REPAIRS

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

TRAFFIC MANAGEMENT

Atlas Traffic Management	www.atlatm.co.uk
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TECHNICAL & SAFETY CONSULTANCY

Access Safety Management	www.accesssafety.co.uk
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TRAINING ASSOCIATIONS & NETWORKS

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

TRAINING CENTRES & TRAINERS

Access Platform Sales (APS)	www.accessplatforms.co.uk
Astra Access	www.astratraining.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Boss Training	www.bosstraining.co.uk
Certora Training	certoratraining.co.uk
Davis Access	www.davisaccess.co.uk
Haulotte	www.haulotte.com
IAPS	www.iapsgroup.com
Lift-Manager	www.lift-manager.com
Smart Platform Rentals	www.smartplatforms.com
UTN	www.utntraining.co.uk
Versalift Training Direct	www.versalift.co.uk/training
Warren	www.warrenaccesstraining.co.uk/courses/Access Training

SAFETY TRAINING

Atlas Cranes UK	www.atlasgmbh.com
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TRAINING SERVICES

JLG Training	www.jlg.com
Liebherr Training (UK)	www.liebherr.co.uk
Lifting Equipment Training	www.lettd.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
TH White	www.thwhite.co.uk
TVH	www.tvh.com

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