July/August 2025 Vol.27 issue 4 www.vertikal.net TOWER CRANES SCISSOR LIFTS VERTIKAL DAYS PREVIEW GLASS HANDLING



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AC+ Series Scissor Aerial Work Platform

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CONTENTS

COMMENT 5

NEWS 6

Almac acquires Easy Lift, Manitou and Hangcha form Joint Venture, New Navigator push arounds, Sinoboom adds new narrow booms, Smartlift launches SLX 2000 glass handler, Two more acquisitions for Kiloutou, BG's electric spider, new OverWatch system, Wolffkran towers for Saudi stadium, US Customs finds against Sinoboom, Tower crane airlift in Austria, First 440 HC-L in Ireland, Spain's first fibre crane, New hard hat for all hair types, plus news highlights and financials round-up...

TOWER CRANES 17

After several years in the doldrums, the tower crane market appears to be gaining some, albeit modest, momentum possibly due to the increasing number of prominent high rise projects getting underway in several countries, along with new higher capacity models that provide a more efficient lifting solution. We review the latest developments and products.

SCISSOR LIFTS 29

We take a look at the latest safety initiatives for scissor lifts given the number of serious incidents, in spite of more training and safety measures. We also review the latest companies to join the sector and the new or updated products from those already in the market.

GLASS HANDLING 39

Changes in the use of structural glass and stricter manual handling regulations have led to an increase in the range of glass handling equipment coming onto the market as more companies switch from manual to mechanical handing of glass. We take a look at the latest glazing robots as well as a few interesting applications.

VERTIKAL DAYS PREVIEW 47

Vertikal Days returns to the Newark Showground in Nottinghamshire with more exhibitors and a wider range of exhibits than ever. Here is the essential information you need to plan your visit as well as a taster of some new product launches you might see.

COMPANY PROFILE - PLATFORM BASKET 57

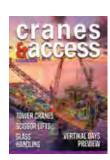
Italian aerial work platform manufacturer Platform Basket marks two significant anniversaries this year. TMC, the founding company of the Platform Basket group established in 1974 by the Scillia family, reaches 50 years in business, while Platform Basket itself completes 20 years under the group's ownership. Vertikal's Imogen Campion visited the company to find out more...

REGULARS

TRAINING CPA FOCUS IN THE NEXT ISSUE	61
	63 64
ALLMI FOCUS	67
BOOKS & MODELS	69
LETTERS AND OBITUARIES	7 1
WHAT'S ON	75
ONLINE DIRECTORY	80

ON THE COVER

Marine Masters has decommissioned the South Angsi Alpha platform, operated by Hibiscus Oil & Gas Malaysia, located 130km off the Terengganu coast. It is the largest



platform ever to be decommissioned in Malaysian waters.

IN THE NEXT ISSUE Scheduled for publication in late August, the next issue of Cranes & Access will include the Vertikal Days 2025 Show Guide along with features on loader cranes, spider lifts and Rough Terrain cranes. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.



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COMMENT

IT'S SHOWTIME!

Next month Europe's largest dedicated work at height and lifting event - Vertikal Days - returns to Newark Showground and is bigger than ever in terms of exhibitors and new products on display.

Vertikal Days is different to most exhibitions in that it is specifically focused on cranes, access equipment and telehandlers and has an 'all-inclusive' policy... turn up and everything for the day is free and included, while exhibitors are not 'nickel and dimed' with outrageous additional charges, in spite of having stand prices well below average.

But why is it thriving?

Consulting the sales 101 handbook - people buy from people, especially in the specialist market of crane or access rental and end users. Which would you rather deal with - a helpful, knowledgeable person who can answer your questions, or quickly find the answer from the senior managers, engineers and tech staff on the stand... or an automated Al chat bot that directs you to a list of standard answers that are of no help at all?

Another reason is that selling is far easier when people can see and touch the product, but even more importantly, you can look them in the eye when they pose questions or negotiate. Social media cannot replicate that.

It is interesting that during the pandemic virtual exhibitions were tried and were a total flop, nothing compares with face to face contact. Some also say that meeting on neutral turf is also an advantage.

But not every trade show is booming, some have shut their doors since Covid. Even mega shows such as Bauma and Conexpo felt the pinch but have recovered in terms of attendance. Intermat in Paris has suffered more and looks becoming regional rather than international.

From time to time some show organisers attempt to 'wipe out' a smaller event by choosing the same dates and making exhibitors choose. In the UK, SED killed the mostly crane and access show CMPE Haydock in the 1980s. 20 years later, the first Vertikal Days opened at Haydock Park with a new format. SED died a few years later, due to high costs and 'visitor quality' - with large groups bussed in to create the illusion of a busy show, but crowding out the serious buyers and specifiers.

Next year the ARA has moved its Rental Show forward more than six weeks to clash with Conexpo in March, it will be interesting to see how exhibitors and visitors respond. A mass exodus from one could have a serious effect on the other.

Vertikal Days has never had tens of thousands of visitors and never will - but everyone who attends is seriously interested in the products and suppliers. In September Vertikal Days will once again host all of the leading manufacturers and suppliers - ready to meet visitors and talk face to face about their new products, while visitors can find solutions to problems and learn about new ideas and technology.

If you haven't attended the event before, now might be a great time to go and meet the people behind the equipment.

See you there!

Mark Darwin

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