

# cranes & access

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August/September 2015 Vol.17 issue 6

Van mounted  
platforms  
Spider cranes  
Top 30 rental  
companies

...Terex and Konecranes to merge...APS teams up with Aldercote...Kato cranes return to Europe...

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## On the cover:

Through the summer four Unic spider cranes from Coppard Plant have been helping with the £14 million refurbishment of Hastings Pier in the UK, placing the steelwork for the base of the new visitor centre. Two cranes equipped with suspended man baskets provided erectors access when working over the water to connect the steelwork.



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In the 12 months since our last survey of the UK and Ireland crane, access and telehandler rental companies, business has continued to improve. Investment is high across all sectors with the majority of companies not only renewing fleets but also expanding them. See how the leading companies have fared in this year's Top 30 rental company survey.



Spider cranes 31

The continued growth of the spider crane market in recent years has resulted in it becoming more of mainstream rather than niche product. C&A takes a look at the leading manufacturers including Italian manufacturer Jekko trying to expand its market share and profiles UK rental company Lift as well as looking at several interesting applications.



In the next C&A

The next issue of Cranes & Access - scheduled for mid-October - will feature Rough Terrain and large scissor lifts, Outrigger mats and Heavy lifting/large crawler cranes. If you have any contributions or suggestions, or are interested in advertising in this issue, please contact our editorial or sales teams.

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After the initial product sale the ownership experience is defined by the quality of the parts and service back-up. If done well product support can allow a manufacturer to charge a premium for its products if poorly it can make good products flop. We look at the UK where the independent service supplier is becoming a highly developed alternative and two companies at opposite ends of the spectrum - IAPS and Alfa Access Services - to see how they go about providing independent parts and service support.



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Demand for van mounted aerial work platforms around the world is largely limited to a handful of Western European countries, although this may be changing. We take a look at several interesting developments that may affect the sector.....



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Your mission - to clean and maintain almost 3,600 curved glass panels on the new museum of modern art in Paris. The solution? A specially modified 33 metre Falcon F330Z spider lift.

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If Plan A fails remember you have 25 more letters left

Anon

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## A decade of progress?

This month we feature the C&A annual Top 30 rental company survey - a comprehensive round-up of the leading crane, access and telehandler rental companies in the UK and Ireland. The 2015 survey is my 10th with the magazine so I thought it would be interesting comparing now with back then. To my amazement surprisingly little has changed - in almost every category the market leaders in 2006 are still ahead in 2016.

Ainscough still has the largest mobile crane fleet but has just seven more cranes than 10 years ago. Hewden remains number two, although its fleet has halved. Many of the recognised names remain mid-table, but there are some big movers such as City Lifting and Emerson, climbing from nowhere to high in the rankings. The total number of cranes of the top 10 companies has also fallen over 10 years.

Weldex continues to lead the crawler crane market, and while maximum capacities of mobiles has remained fairly constant, crawler crane capacities have jumped from 800 to 1,350 tonnes driven by growth in the wind turbine sector. Spider/mini crane numbers have ballooned - see feature on page 31 - and GGR still runs the largest fleet jumping five-fold to 214!

It is a similar story with aerial lifts. Nationwide remains market leader but has almost doubled its fleet to more than 10,400, while AFI slips from second to third in spite of similar growth levels to 5,800. HSS moves into second place with almost 9,000 units as a result of acquisitions and low level units. The fleet of the Top 10 companies has shot up 67 percent, while the growth in the size and numbers of truck mounted lifts is even more remarkable. Telehandlers is the most changed sector with the 2006 leaders - Hewden and UK Forks - overtaken by Fork Rent and A-Plant. However there are still relatively few 360 degree machines in fleets.

So if the leading companies have remained stable, has anything changed?

We are polluting less with major reductions in CO2 ...although it seems now that concentrating on diesel particulates would have been better for our health. The average age of the workforce is getting older and it is harder to find skilled people. There is certainly more awareness of safety at work, the wearing of harnesses in boom lifts now almost taken for granted, and training has become a big business.

Working at height is now on every agenda including working on truck beds and mobile cranes. In spite of all the efforts major accidents continue, with possibly the worst crane accident ever occurring as we go to print, when a large crawler crane overturned onto the Grand Mosque in Mecca killing more than 100, and injuring over 200. So while rapid progress has resulted in cleaner, quieter, lighter, better performing equipment and a much greater safety awareness, the human element, it seems, remains a stubborn issue with little sign of change.

Have we really progressed that much over the past decade?

Mark Darwin

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

## Vertikal Press

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# Terex and Konecranes to merge ...

Terex has announced a planned merger with Finnish port and industrial lifting company Konecranes in an all-share deal creating a combined business with revenues in the region of \$10 billion. Once the deal is completed the new company plans to authorise a \$1.5 billion share repurchase programme. Terex shareholders will own approximately 60 percent of the combined company and Konecranes shareholders 40 percent. The new company will be named Konecranes Terex Plc and will be incorporated in Finland.

The chief executive of the combined group will be Konecranes' Stig Gustavson, while Ron DeFeo of Terex will be chairman. The company will have "significant headquarters" in Westport, Connecticut and in Hyvinkää, Finland and will be listed on Nasdaq Helsinki and the New York Stock Exchange. The deal, if approved is expected to close in the first quarter of 2016. The two companies say that the combination will offer "increased global scale with enhanced competitiveness to rival low-cost emerging market players and provide critical scale for new technology".

Terex chief executive Ron DeFeo

said: "This merger brings together two great businesses and through synergies provides another lever that is within our control to deliver value-creation to shareholders of Terex and Konecranes. We have a deep respect for Konecranes and look forward to joining forces to build a stronger and more diverse company that will be in an excellent position to succeed in a dynamic and highly competitive global industry."

In the week following the merger announcement, several securities lawyers filed investigative actions contesting the deal on the basis that it undervalued Terex stock.



A Terex reachstacker

## ...And Terex streamlines senior management team

Shortly after the announcement Terex announced a major streamlining and reshuffle of its senior management team, the most surprising change was the sudden departure of Terex Cranes president Tim Ford. Ken Lousberg moves from Terex China to take over his role - including Terex South America - while retaining his responsibility for China. Ford had been with Terex since 2006 and was previously president of Genie, taking over the crane business in 2013. Lousberg joined Terex when it acquired Genie in 2002 and has held several senior management positions since then.

Other moves include George

Ellis - another ex-Genie manager - taking over as president of Terex Construction, Scott Hensel becomes managing director of Terex Utilities and Services, while retaining his Terex Services position. Finally Kieran Hegarty, president, Terex Materials Processing adds Terex Fuchs to his responsibilities.

Ken Lousberg takes over from Tim Ford as president Terex Cranes.



## APS teams up with Aldercote

UK distributor APS has reached an agreement with UK aerial lift manufacturer Aldercote to mount and distribute its new range of van mounted aerial work platforms. Aldercote is owned by David and Paul Dillon and engineering director, Marc Paish - the Dillons previously owned van and trailer lift manufacturer Priestman Powered Access. They hope that the partnership with APS will finally convert the manufacturer into a major player in the UK van mounted market, currently dominated by Versalift.

The move follows APS's recent success with the distribution of the Isoli 3.5 tonne truck mounted range - its first major venture into vehicle mounted platforms. The company is investing in new workshops and personnel at its base in Telford, Shropshire to mount the Aldercote boom kits to vans, including the Ford Transit and Iveco Daily. Employees at the company's parts and service affiliates, IPS and PSR are being fully trained on the Aldercote products, along with APS sales staff with the objective to win a solid share of the market. The new range will be formally launched in October.



Aldercote van mounted lift

## A-Plant adds more than 200 platforms

UK-based A-Plant has invested almost £4 million in the purchase of more than 200 Genie booms and scissor lifts. The order - part of a major fleet extension and renewal programme - includes articulated booms from 34 to 80ft, straight booms from 45 to 85ft and electric booms from 30 to 45ft, as well as a wide range of diesel and electric scissors. New additions to the fleet include the Genie Z33/18 electric articulated electric boom and the Genie GS4047 narrow aisle 40ft slab scissor lift.

All booms are equipped with electronic secondary guarding and are telematics ready, allowing access to real-time information online, including the exact location of the machine and utilisation while incorporating the capability for remote machine disabling. The telematics system is also programmed to require an IPAF PAL card to operate, assuring that only trained operators use the machines.

A-Plant has spent £4 million on 200 Genie aerial lifts.





(L-R) Fork Rent owners Guy and Trudi Nicholls with Elaine Miller, Fork Rent's operations director

## Fork Rent acquired

Fork Rent - the UK's largest specialist telehandler rental company - has been acquired by private equity firms Searchlight Capital Partners and Duke Street and will be merged with another recent acquisition - One Call Plant Hire - with ex-Speedy chief executive Steve Corcoran leading the buy-out and the combined business.

Ipswich-based Fork Rent was owned by brother and sister team Guy and Trudi Nicholls and employs around 110, while excavator rental company One Call has 120 employees. Fork Rent was founded in 1972 as Guy's Hire, building on a truck rental business operated by father Percy Nicholls, which developed into Trucks R Us and Tipper R Us. The brother and sister team took over when their father died 17 years ago and will retain the other companies. Fork Rent managing director Elaine Miller is expected to move with the business.

The company had revenues last year of £33.5 million, with a profit of almost £7 million. One Call had similar revenues, creating a combined business with £70 million of sales. The company runs a fleet of around 1,700 telehandlers.

## Kato returns

Japan's second crane manufacturer Kato is returning to the European market with its City-type All Terrain cranes. The re-launch - more than 10 years after it stopped homologating and selling its cranes in the region - will begin with the 20 tonne CR-200Ri in partnership with Irish crane sales company Rivertek Services. Later in the year it will introduce the 35 tonne CR-350Ri City crane and then towards the end of the year the 13 tonne CR-130Ri.

The new CR 200i features a six section 28 metre boom, plus a four to 5.8 metre telescopic jib which offsets by up to 60 degrees. The crane weighs 19.7 tonnes, is 8.7 metres long, 2.3 metres wide and just 3.2 metres high. The outriggers have multiple width settings and automatic sensing, with a maximum spread of 5.4 metres.

Rivertek says that it is planning to open a dedicated Kato Crane Centre in the UK in 2016.



The new 35 tonne Kato CR-350Ri will be introduced after the CR-200i later in the year

## Coates takes Force

In Australia Coates Hire has acquired the assets of aerial lift rental company Force Corp and will merge them into its own operation. A statement from the company, which is owned by private equity firms Seven Group and Carlyle, says that it has only acquired the access and truck assets - a total of around 3,700 items of equipment - and not the goodwill and is paying market valuation for them. It will take around 100 of Force's 250 employees and "collapse the 13 Force depots into the Coates Hire operations over time".

## GSR unveils 20m compact

GSR has unveiled a new 20 metre B200PX, articulated truck mounted lift on a 3.5 tonne chassis, with 300kg platform capacity and a true 3,500 kg GVW with occupants, fuel and equipment. GSR says that it has not only reduced weight but also improved the rigidity or 'feel' in the platform, managed 8.7 metres of unrestricted outreach, 140 degrees of platform rotation and nine metres up and over height. It is available on Mercedes or Nissan/Renault chassis with Nationwide Platforms in the UK being a lead customer. The machine was unveiled at the recent Platformers Days in Germany when the company also celebrated 10 years partnership with Rothleher.



The new GSR B200PX in Nationwide Platform livery

## First Manitowoc MLC650

The first 650/700 tonne Manitowoc MLC650 has been delivered to Bigge Crane and Rigging for a job with Renewable Energy Systems America. The crane is erecting wind turbines at the Pleasant Valley Wind Farm near Austin, Minnesota, where the company is erecting 18 towers. The crane is configured with 104 metres of main boom, 7.5 metres of offset upper boom and 296 tonnes of counterweight to lift tower sections and nacelles weighing up to 107 tonnes and blades weighing 11.3 tonnes to heights of up to 90 metres.

The Manitowoc MLC650 with its variable counterweight does not require a large back mast.



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The new Ruthmann T360 has a maximum platform capacity of 350kg and 31 metres of outreach when reduced to 100kg

## Two new Ruthmanns

Ruthmann has launched two new telescopic truck mounted lifts at Platformers' Days - the Steiger T170 and the Steiger T360.

Aimed at the street lighting, tree and electricity line clearance sectors the T170 has compact dimensions, decent payload and a solid feel to the platform. Mounted on a 7.5 tonne chassis it has a 17 metre working height, 12 metres of outreach, 320kg platform capacity and 185 degree of jib articulation. With a GVW of 6,900kg it offers a cargo capacity of 600kg.

The second new machine is the 36 metre Steiger T360 mounted on a two axle 15 tonne chassis. With a substantial looking five section boom, long articulated jib with 185 degrees of articulation, it offers a class leading 31 metres of outreach with reduced 100kg in the platform, while maximum platform capacity is 350kg. As with the T170 the T360 offers 600kg of spare payload for tools, and equipment etc...



Both of the new platforms will also feature Ruthmann's new platform-mounted operator 'cockpit' information and control unit, which has been in development for the past two years.

The new Ruthmann T170 is mounted on a 7.5 tonne chassis and has a 12 metre outreach.

## First Manitowoc MLC300 goes to work

Manitowoc has started delivering its new 300 tonne MLC300 crawler crane with Variable Position Counterweight (VPC) that was launched at Conexpo last year.

The first MLC300 to go into action belongs to Milwaukee, Wisconsin-based Dawes Rigging & Crane rental - an ALL Erection group company - one of 10 MLC300s that ALL has on order. The crane was bare leased to Lunda Construction of Black River Falls, Wisconsin for a highway project to the west of Milwaukee scheduled for completion in 2018. The first lifts involved setting 62 tonne, 20 metre long tub girders for a highway ramp with the crane rigged with 48 metres of main boom and 172 tonnes of counterweight.

Joe Ruddell, sales manager at Dawes Milwaukee said: "One big challenge is the limited crane space both to lift and move from one location to another. The MLC300 offers a smaller footprint than other crawler cranes and its VPC counterweight system is perfect for this job."



The first Manitowoc MLC300 working on a Wisconsin highway project



The crane was rigged with 48 metres of main boom and 172 tonnes of counterweight

## Link Belt to launch new 90 tonne RT

Link Belt is planning another new crane launch - this time a 90 tonne (100 ton) Rough Terrain crane. The 100RT - features a six section 50 metre pinned boom with just four extension modes and the ability to telescope under load. The bi-fold 10.6 or 17.6 metre swingaway extension also has two additional 4.8 metre lattice inserts, taking the maximum tip height to almost 80 metres. It can also be offset by up to 45 degrees.

The new machine incorporates Link-Belt Pulse crane operating and telematics system, that utilises the in-cab display as a readout and operator interface, with on-board diagnostics including the rated capacity limiter, wireless wind speed, boom length and angle, radius of load and crane configuration. Fully equipped without its modular counterweights, the 100RT has a transport weight of 42.4 tonnes and an overall height of 3.91 metres. Once on site, it can drive off the low loader, quickly install its own counterweight and be ready for work.

The new 90 tonne Link-Belt 100RT.



The six section boom and can handle 24 tonnes on the three metre base extension.

## TVH acquires IPS Australia

TVH Australasia has acquired Independent Parts and Service Australia. IPS Australia was established in May 2005 as a division of UK-based IPS and now claims to be Australia's leading independent provider of spare parts for aerial work platforms and Merlo telehandlers. IPS Australia operates from a base in Capalaba, Queensland and has offices in Sydney and Brisbane. TVH Australasia is headquartered in Brisbane and has four other locations in Australia - Sydney, Perth, Adelaide and Melbourne.

TVH managing director Grant Adam said: "We are delighted to have the IPS staff join our team as they bring a wealth of product knowledge and industry experience."





The new Arcomet A47 Eco City is an evolution of the A45 Eco City

## New self-erector from Arcomet

C&A

news

Belgian tower crane specialist Arcomet has launched a new self-erecting tower crane. The A47 Eco City is based on the company's A45 Eco City but with a 47 metre jib and a maximum capacity of six tonnes. Most importantly it only requires a 32 amp power source, rather than the 63 amps of its predecessor. Other changes include structural alterations to help make the machine more versatile.

The company - now managed by ex-Manitowoc executive Philippe Cohet - has sold off its French operation and is now focussing all of its rental efforts on the Benelux, Germany and the UK. Revenues in the past 12 months were in the region of €70 million and the company now has 226 employees.

## JLG launches crawler boom

JLG has launched a new 40ft track mounted telescopic boom lift - the 400SC. Based on the regular wheeled 400 it offers more than 11 metres of outreach with dual platform capacities of 270kg unrestricted or 450kg with restricted outreach. Other features include 360 degree continuous slew, variable engine speed control for improved fuel consumption and quieter operation and Dura Tough covers.



The new 400SC is based on the standard 400 and joins JLG's 60ft 600SC crawler

## All change at Bronto

Bronto Skylift chief executive Esa Peltola has retired after 35 years with the company, having led the business since 1998, initially as managing director and then more recently as chief executive.

Dan Schueller from parent company Federal Signal in the US has taken over his role on an interim basis, expected to last for a year or so, after which time new managing director Harry Clayhills will take over. A Bronto veteran from the 1990s, Clayhills joins the business from Finnish-based Reka Cables where he was chief executive, having been recruited as chief financial officer.



Esa Peltola



Harry Clayhills



Dan Schueller



versalift.co.uk

**ETM38-F**  
VAN MOUNTED PLATFORM

# Two new cranes from Link Belt

Link Belt has announced details of two new cranes - a 90 tonne truck mount and a 125 tonne telescopic crawler. The 90 tonne HTC-86110 will be based on the current 85 tonne HTC-8100 and will feature a new 50 metre six section main boom with 10.7 to 17.7 metre bi-fold swingaway extension with offsets up to 45 degrees.

Fully equipped the HTC86110 can travel with its standard 7.2 tonnes of counterweight without the need for a boom dolly. An additional 14.7 tonnes of counterweight is also available bringing maximum ballast to 22 tonnes. If necessary it can quickly be stripped to weigh less than 41 tonnes where road regulations require. Maximum road speed is 60 mph.

The new telescopic crawler is the 125 tonne TCC-1400, now the largest in the company's four model range which has capacities from 45 to 125 tonnes. The TCC-1400 is equipped with a six section, 59.5 metre pinned boom, plus three part

bi-fold swingaway lattice extension taking the maximum tip height to 78.9 metres. Load charts are available for the crane working at up to four degrees off level.

New features include an electronic inclinometer providing a digital readout of the cranes angle, a new

The new crane has a 59.5 metre six section main boom.



The new HTC 86110 has a longer boom option than the current HTC 86100.

auto idle feature with operator selected ranges for improved fuel economy, automatically reducing engine speed to idle if no function is used for 10 seconds, resuming the pre-set speed once any function is re-engaged.

Serviceability features include LED backlit compartment lighting, a centralised grease bank and hydraulic pressure ports. The pressures can be viewed on the Link-Belt Pulse monitor. The main transport load for the new crane is just less than 44 tonnes and once on site, the wide stand jacks help unload the crane and provide a stable base for self-assembly. Tapered axles instead of traditional stub axles allow for easier side frame/track installation, while

the 22,680 kg six piece upper counterweight is easily installed and load charts are included for partial counterweight installation. The carbody counterweight weighs 11,340kg.



The new 125 tonne Link-Belt TCC 1400.

# Lithium Falcon

TCA has launched a lithium ion battery option for its FS 290 and FS320 spider lifts to substantially improve performance when working on battery power. The upgrade has been trialled in the USA by North American distributor Reachmaster which markets the two models as the FS95 and FS105.

The package is being sold as an upgrade over the regular 24 volt battery system. In addition to the higher speeds and gradeability matching that of the IC powered models, the lithium batteries are also recharged in a substantially shorter time and offer a much longer working life with less maintenance. As with the regular batteries it can also be combined with the IC diesel gas power packs. The company plans to make the lithium battery pack available on other Falcon models in the near future.



Falcon spider lifts can now be ordered with lithium battery power.

# First Wolff 700 in USA

Maxim Crane Works has taken delivery and installed the first Wolffkran 700 B luffing jib crane in the USA, on a project in San Francisco, California. The crane will help build a new 244 metre tower in Fremont Street, being constructed by Level 10 Construction.

The fully electric crane has a maximum capacity of 50 tonnes in three fall operation and can handle up to 16.5 tonnes on its jib tip at a radius of 50 metres. The heaviest lift on the site will be a support column weighing 45 tonnes lifted at a radius of 14 metres. In spite of its lifting capabilities, the crane stands on a relatively slim 2.1 x 2.1 metre tower and will climb with the building as it progresses to a total height of 233 metres, with 23 tower sections tied to the structure in 10 places.

The 700B will climb externally to 233 metres using 23 tower sections and 10 tie-in points - compact dimensions and quiet operation make it ideal for the downtown site.



The first Wolff 700B in the USA being erected in San Francisco



# Insulated Bluelift

Italian spider lift manufacturer Bluelift has unveiled a version of its 22 metre SA22 spider lift fitted with fully certified 1,000 volt insulated basket. Transportation company Kölner Verkehrsbetriebe has taken the first two units for cleaning and maintenance work on a new U-Bahn station in the city of Cologne, Germany. The SA22 takes its 250kg maximum platform capacity to an outreach of 9.9 metres and can reach 10.9 metres with 200kg. The machine weighs just under three tonnes when fully equipped with standard Honda power unit.



The new lifts will be used to carry out cleaning and maintenance work on the new U-Bahn station in Cologne

# First Sennebogen 6130 in UK

Poole Harbour Commissioners has taken delivery of the UK's first Sennebogen 6130 HCC - Harbour Crawler Crane - from E H Hassell & Sons.

The 84 tonne capacity 6130 HCC will handle high volumes of rebar in the port with some bundles up to 25 tonnes, making the HCCs four metre pylon and telescopic elevating cab essential, with its high level visibility.

"We also included a hydraulic tag line to operate bulk grabs up to 20 tonnes, efficiently and safely," said Paul Gillingham, engineering manager at Poole Harbour Commissioners. "We have future proofed the machine, which will allow us to grow our business in coming years."

Poole Harbour Commissioners has taken delivery of the UK's first Sennebogen 6130 HCC from E H Hassell & Sons



# First SX-150 in Europe

Danish re-rental company Steiness Liftcenter has taken delivery of two 150ft Genie SX-150 boom lifts - among the first to arrive in Europe. The SX-150 offers four pre-programmable working heights of 48, 43, 38 and 33 metres, a platform capacity of 340kg and more than 24 metres of outreach - 21 metres at a height of 36 metres.

Sharing the same chassis and principal components as the 180ft SX-180 and ZX-135, features include a rotating three metre articulated jib, a 7.5kW on-board generator for power tools and a Deutz Tier 4 final engine without the need for Diesel Particulate Filters.



Steiness Liftcenter has taken delivery of one of the first 150ft Genie SX-150 boom lifts in Europe



versalift.co.uk

**ETM36-F**  
VAN MOUNTED PLATFORM

**Skyjack** has reported a 25 percent rise in first half revenues to \$499.6 million, while operating profits jumped almost 45 percent to \$98.9 million.



**Essex Crane** has reported first half revenues of \$47.3 million - up four percent - thanks to higher sales while rental remained flat. Pre-tax losses increased from \$9.4 million last year to \$10.5 million this year.

**Ramirent** has reported a solid increase in first half profits on revenues up 3.7 percent to €300 million, while pre-tax profits jumped almost 33 percent to €16.4 million.



The rental division of Brazilian scaffold group **Mills** saw half year revenues drop 22 percent to R154.1 million (\$44.3 million) as aerial lift/telehandler utilisation fell to 60 percent and rates softened. Pre-tax profits were R14.1 million (\$4 million), roughly a quarter of what they were this time last year. The company is planning to sell off some of its fleet and has opened two new locations.



**Lavendon** has reported first half revenues of £119.1 million, one percent up on last year, while pre-tax profits jumped 27 percent to £10.8 million.



First half revenues at **Haulotte** were flat at €207 million, while net income jumped 67 percent to €17.2 million thanks to the positive effect of a weak Euro.



**Cramo** has reported a modest improvement in revenues for the first half at €308.4 million, a rise of 2.8 percent, while profits almost quadrupled to €17.9 million. The improvement was widespread with Finland, Sweden and Eastern Europe all showing solid revenue and profit growth.



**Ashtead**, owner of **Sunbelt** in the US and **A-Plant** in the UK, boosted first quarter revenues by 26 percent to £618.6 million, while pre-tax profits rose by 23 percent to £155.4 million.



**Wacker Neuson** managed a 13.9 percent boost in first half revenues to €706.4 million, while pre-tax profits climbed 3.5 percent to €62.5 million.



**H&E Equipment Services** saw first half revenues decline 5.5 percent to \$489.77 million, although rental improved around 14 percent while sales fell. Pre-tax profits were hammered falling 22 percent to \$29.7 million.

**Palfinger** has reported a strong first half with 14 percent rise in revenues to €606.2 million thanks to strong loader crane sales in Europe, particularly in Denmark, Sweden, the UK, Netherlands, Czech Republic and Austria. Pre-tax profits increased 36 percent to €48.9 million.



**JLG** has announced nine month revenues of \$2.63 billion - 2.5 percent up on last year - with aerial lifts down three percent to \$1.25 billion and telehandler shipments up six percent to \$891.5 million. Operating profits were six percent lower at \$350.5 million.



First half revenues at **Terex Cranes** fell five percent to \$850.7 million, while operating profits dropped just over 10 percent to \$26.2 million, mostly due to higher sales of lower margin products.



Six month revenues at **Genie/Terex AWP** were \$1.18 billion, down nine percent due to challenges faced in the first quarter. Operating profits were almost 25 percent lower at \$147.2 million.



**Manitowoc Crane** has reported a 17.5 percent drop in first half revenues to \$884.4 million, due to lower sales of Rough Terrain cranes and boom trucks and a weak Euro. Operating profit almost halved to \$77 million.



**Manitou** revenues in the first half increased six percent to €681.2 million, while operating profits improved 36 percent to \$29.8 million. In the second quarter revenues rose two percent to €358 million, with a three percent drop in telehandlers and platforms to €227 million.



First half revenues at **Bronto Skylift** dropped almost 14 percent to \$50.5 million, mostly due to the exchange rate, but last year's operating loss of \$1.1 million was converted into a \$300,000 profit.



**Tanfield**, the previous owner of Snorkel which retains 49 percent of its equity, continues to consume cash, in spite of having no operational business.



**United Rentals** has issued its half year results with revenues up almost seven percent to \$2.74 billion, while pre-tax profits jumped more than 40 percent to \$331 million. However it has trimmed its full year expectations.



**Hiab** increased first half revenues five percent to €450 million and more than doubled operating profits to €43.9 million.



**Hertz Equipment** has published its first half results with revenues down two percent to \$730 million, while pre-tax profits were more than halved to \$32 million, due to higher depreciation, higher sales/admin costs and higher interest charges.



First quarter crane shipments at **Kobelco** were similar to last year, although revenues increased 6.7 percent to ¥18.1 billion (\$145.6 million) thanks to strong demand in Japan, North America and parts of Asia. Pre-tax profits fell 41.6 percent to ¥1 billion (\$8 million), due to higher promotional costs. As a result the company has reduced full year revenue forecasts from ¥81 to ¥80 billion, while maintaining its profits at ¥5 billion (\$40.5 million).

**HSS** boosted first half revenues 12 percent to £146.4 million, but pre-tax losses almost doubled to £15.7 million, due to high debt and financing costs.



**Penny Hydraulics** has reported a record year with revenues up eight percent to £6.1 million with pre-tax profits of more than £500,000 on sales of £5.65 million.

Revenues at **Manitex** which owns PM, Oil&Steel, Valla, ASV and Ferrari port products, soared 61 percent to \$211.5 million thanks to acquisitions, however pre-tax profits slumped to \$633,000 from \$7.2 million last year, due to lower crane margins and higher costs related to acquisitions and the integration of PM.



For the full reports on these results check out [Vertikal.net](http://Vertikal.net)

# 1,200 Hiabs for India

Hiab has won an order for more than 1,230 loader cranes from Tata Motors India. Deliveries will start later this year with completion by the end of 2016.

The cranes will form part of a contract that Tata has won to supply the Indian army with 1,239 6x6 trucks equipped with an eight tonne/metre Hiab 088 loader crane. The trucks and cranes had to undergo extensive tests and

trials in various environmental conditions for more than two years before being selected. The Hiab 088 was designed for tough operations and the cranes delivered for Tata Motors have been adapted to meet



Hiab is supplying more than 1,230 cranes to Tata Motors and the Indian Army

the army's requirements. The trucks and cranes will be used for transporting, loading and unloading of pallets, munitions, spare parts and other equipment.

# Almac arrives in Australia

The first Almac tracked scissor lifts from Italy have arrived in Australia, where they are being distributed by Melbourne-based Aspac under the Athena brand. The units are all painted in the Aspac colours of deep red and join a range that includes Winlet glazing robots, Hinowa tracked chassis and 'Zeus' branded spider lifts. The units will be available nationally through Aspac's dealer network. The move follows the recent launch of Almac tracked scissor lifts in North America with the appointment of TCA/Bluelift/Dinolift/Galizia distributor ReachMaster.



The first batch of Almac tracked self-levelling scissor lifts lined up outside Aspac headquarters in Hallam, Melbourne

# Record Maeda order

German rental company Beyer-Mietservice has ordered 50 Maeda spider and mini crawler cranes - the largest single order ever placed for Maeda cranes in Europe. The order - placed with master dealer Kranlyft - includes a mix of 0.99 tonne MC104s, 2.82 tonne MC285s and 3.83 tonne MC405 spider cranes, as well as Maeda's latest articulated boom model the MK1033 spider crane. It also includes several 2.93 tonne LC383 and six tonne LC1385 mini cranes. The company has already taken delivery of the first units with the remaining scheduled for delivery to the company's six depots in the coming months. Once delivered, the company will have close to 100 spider and mini cranes in its fleet.



Christer Dijnér of Kranlyft (L) with Dieter Beyer and some of the first Maeda crane deliveries



The first of 50 Maeda crane for German rental company Beyer.



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SJ45 T



SJ46/51 AJ



SJ63 AJ



SJ61/66 T



SJ86 T



**SKYJACK**  
simply reliable

• **PSR** - the service division of **IAPS** - has appointed **Ken Cooke** as production manager.



**Ken Cooke**

• Dutch rental company **Debru** has purchased a **Ruthmann T 540** truck mounted lift.

• **UK County Lifting** has taken delivery of a **Tadano ATF100G-4** crane.

• **H&E Equipment** has opened a branch in San Jose, California.

• **CTE** has shipped its 10,000th aerial work platform.

• **Manitowoc** has started the separation of its Cranes and Foodservice businesses.

• **Orion Access** has taken the first **55m Palfinger P550** truck mounted platform in the UK.

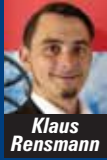
• German rental company **Gardemann** has won a three year supply deal with **BASF**.

• **Eberspächer** has appointed **Steve Cranfield** as UK chief financial officer.

• Germany's **System Lift** has added members in Lichtenstein and North Italy.

• Russian contractor **Velesstroy** has taken delivery of 14 **JLG** booms.

• **Palfinger Platforms** has appointed **Klaus Rensmann** to handle sales in western Germany.



**Klaus Rensmann**

• **Platform Basket** has appointed **Vaeta** in Ecuador.

• UK-based **AFI** has opened a depot in Newquay, Cornwall its first in the county.

• US rental company **Crane Service/ML Holdings Crane group**, has purchased four new cranes.

• UK-based **NMT** has taken delivery of its fifth new **Terex** crane for a new Birmingham depot.

• **Andrew Bailey**, powered access manager at UK-based **Banner Plant** has died aged 46.

• US-based **Acme Rental** has hired **Troy Dodd** as product support director.



**Troy Dodd**

• **IAPS** has moved into new headquarters in Telford, UK.

• **CTE** has launched a Lithium battery version of its **Tracess 230** spider lift.

• UK rental company **JMS** has taken delivery of a new **Teupen Leo 36T** spider lift.

• German rental company **Sommer** has taken delivery of its first **Grove** crane - a 400t **GMK6400**.

• **KAM Trading (UK) /Dingli Platform Sales UK** has parted company with **Philip O'Donnell**.

• Colombian port **SPRBun** has ordered 14 **Kalmar** rubber tyred gantry cranes.

• Swedish rental company **Stavdal** has appointed **Genie Service Solutions** to handle service support.



**Gary Chudleigh**

• **PASMA** has appointed **Gary Chudleigh** as marketing & communications officer.

• UK crane company **J&M** has taken delivery of a 130t **Tadano ATF 130G-5** crane.

• **TCA Lift** has delivered a 33m **Falcon FS330Z** spider lift to UK-based **Paramount Platforms**.

• **NCC** has given **Ramirent** a €10 million supply agreement.

• UK-based **Elavation** has taken delivery of its first lithium powered spider lift.

• UK rental company **MBS Access** has taken delivery of a new 36m **Teupen Leo36T** spider lift.

• UK rental company **Star Platforms** has opened a new depot - its second - near Sevenoaks, Kent.

• **Custom Equipment** has appointed **Star Rentals** of Seattle, as a dealer for its **HB-1230** low level lifts.

• South Korean **Garam Industrial** has placed a €1 million order for **Alimak** hoists.

• **AJ Access Platforms** has promoted **Richard Onslow** to sales director.



**Richard Onslow**

• UK-based **Emerson Crane Hire** has taken delivery of a 300t **Liebherr LTM 1300-6.2** crane.

• **Wacker Neuson** has announced plans to expand its UK operation.

• UK food company **Culina** has taken five **Airo** scissor lifts from **AHS**.

• German rental company **Freker** has acquired a **Barin AB 20/S** underbridge inspection platform.

• The **CSA** has published a draft standard for aerial work platforms.

• **Leif Gustafsson**, 48, will take over as chief executive of **Cramo** next year when **Vesa Koivula** retires.

• Oil and gas specialist **Alderley** has ordered 27 **Modulift** spreader beams for a project in Azerbaijan.

• **Manitowoc Australia** has appointed **John Stewart** as general manager, moved premises in Brisbane and expanded in Sydney.



**John Stewart**

• UK **Elev8 Access Platforms** has taken delivery of a **Teupen Leo25T Plus** and **Leo36T** spider lift.

• **NCCCO** has acquired the International Assessment Institute.

• **Oil&Steel** has restructured its sales and service coverage in Germany.

• The first **Magni** telehandlers have been sold in Australia.

• **Palfinger** has appointed **Enka Pazarlama** as its distributor in Turkey.

• **Lucca Fire Brigade**, has taken delivery of a second 18m **CTE B-Lift 187** truck mounted lift.

• Chinese aerial lift manufacturer **Dingli** has moved into its new plant and hosted an ASEAN delegation.

• **Jeffrey Michael Johnson** owner of **All Access Equipment Rentals**, San Diego, has died in an air accident.



**Jeff Johnson**

• UK-based **AJ Access Platforms** has modified two **Genie** booms for work in Antarctica.

• Romanian lighting company **Amiras** has taken delivery of two **GSR E140TJV** van mounted lifts.

• Italian rental company **Minoege** has taken delivery of an **Isoll PNT205** truck mounted lift.

• **Jimmy Lomma** will pay \$47.8 million to those who died in a 2008 crane collapse in New York.

• **Highcliffe Engineering** has purchased the first **UniMat** aluminium load spreading system.

• German access rental company **Hundrup** has received four **Ruthmann** truck mounted lifts.

• German crane rental company **ESB Kranverleih** has taken delivery of a **Liebherr LTM 1200-5.1** crane.

• Cambodian contractor **Daun Penh** has purchased the country's first **Potain MCT 85** tower crane.

• German-based **Hüffermann** has launched a new version of its electric crane.

• **Hertz Equipment** has appointed **Carlo Cavecchi** as vice president of speciality rentals.



**Carlo Cavecchi**

• **Mitas Tyres** has appointed **David Brassington** as sales manager for Ireland.

• **Scott Equipment** of Louisiana has purchased the 1,000th **Tadano GR-1000XL/GR800EX RT** crane.

• **Genie** has appointed **Ken Doan** as regional sales manager for southern Texas.



**Ken Doan**

• Mexican rental company **GMVyon** has taken the country's first **Liebherr LTM 1750-9.1**.

• UK equipment finance specialist **Simon Wilkinson** has died after a short illness.

• **Manitowoc** is building a product verification centre near its **Wilhelmshaven** factory.

• **Platform Basket** has appointed **Skybasket** as its dealer for Poland.

• **Altrad NSG** has renewed contracts with **Inovyn ChlorVinyls** and **Tata Chemicals**.

• UK-based **Millennium Crane Hire** has added a 70t **Tadano ATF 70G-4** crane.

• German rental company **Autokran Schares** has purchased a **Liebherr LTM 1500-8.1**.

• **Riwal** has appointed **Pat Witte** as senior manager global accounts.



**Pat Witte**

• **Cannon Access** has received the first **Genie Z-62/40** boom lift in the UK.

• Boom camera manufacturer **Orlaco** and **Stoneridge** have formed a strategic alliance.

• German rental company **Autokran Wissel** has purchased a **Terex Explorer 5600**.

• **Rothlehner** has appointed **Alfa Access Services** to provide service and parts for **Denka Lift** in the UK.

• **Cummins** has opened a logistics centre in Singapore consolidating three centres into one.

• **Bigge Crane & Rigging** has delivered two **Terex T340-1XL** truck cranes to contractor **OHL**.

• **Snorkel** has appointed **Bernhard Kahn** to head a direct sales operation in Germany - **Ahern Deutschland**.

• **Konecranes** has delivered its 5,000th reach stacker to **Hans Lehmann group** in Germany.

• German rental company **Hubert Müller** has taken the first **Snorkel T46JRT** boom lift in the country.

• US-based **Acme Lift** has promoted **Jeff Heep** to vice president service and maintenance.



**Jeff Heep**

• Italian rental company **Scaligera Service** has taken a **Palazzani XT J 32/C**.

• **Manitou Australia** has signed a long term distribution agreement with **NTP Forklifts Australia**.

• UK-based **Horizon Crane Hire** has taken delivery of two new **Tadano** cranes.

• Scotland's **Jarvie Plant** has purchased 20 **JCB** telehandlers, in a deal worth £2.75 million.

• **Skyking Lift Rentals** of Chicago has purchased 130 **Skyjack** scissors.

• **Kobe Steel** may merge **Kobelco Construction Machinery** and **Kobelco Cranes**.

• **Ashtead** has extended its \$2 billion senior credit facility maturing in 2018.

• **Tat Hong** has applied to the Taiwan stock exchange for a listing of its Chinese tower crane business.

• US-based **Acme Lift** has received \$40 million funding to invest in big booms.

• Irish rental company **Clerkin Elevation** has taken delivery of a **Ruthmann T 720** truck mounted lift.

• **US Markets** has appointed **Alan Hunt** as Great Lakes region account manager.



**Alan Hunt**

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

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# UK & Ireland Top 30 rental companies

C&A

top 30

## Renewal and growth

In the 12 months since our last survey of the UK and Ireland crane, access and telehandler rental companies, business across all sectors has continued to improve. Better rates and utilisation have provided the confidence to step up investment with most companies adding new models which include new technology, features and better performance - not to mention new safety gear and lower emissions.

There is also an increased push by companies - especially the larger hirers which held on to equipment during the recession - to reduce the average age of their fleets, and possibly as a backlash against the shortage of experienced service engineers? A surprising number of companies - the smaller in particular - are also clearly keen to expand, either to take advantage of a growing market, as in the case of the access market where increased usage of powered access equipment is combining with the overall improvement in the economy.

The telehandler rental market has also received a significant boost from the push to build more new homes as well as to complete the 'de-fleeting' that took place between 2007 and around 2010. The crane market while being relatively

mature, has seen substantial movement in some market sectors away from bigger mobiles and more tower cranes on a site, towards spider and mini crawler cranes and this clearly shows up in this year's numbers. It is also interesting to see that the Irish market is back on the move again.

In the access market we have also seen a substantial rise in the number of new entrants often led by, or funded by entrepreneurs who sold their first rental companies to one of the major rental companies and have now decided to re-enter the market. Ample funding and plenty of experience is seeing some of these move towards the Top 30 in their first or second year - something that traditionally takes at least five or six years. The rapid growth among the smaller companies and new entrants has seen the entry threshold increase



significantly on last year.

In recent months we have seen some softening in the rental market, with many companies reporting a slower second quarter. But so far they seem to be holding steady and treating it as a short term correction rather than a start of a downward cycle. As a result they are now allowing it to affect rental rates or change investment plans. All in all it looks as though we are seeing a new maturity from the specialist

anything, we estimate the fleet size, usually speaking to those who are knowledgeable of the company concerned for a 'reality check'. As always our aim is to keep the number of fleets that we estimate to less than five percent, or a couple of companies per chart. This year we have again achieved that target in almost all areas. We are of course aware that while most companies do treat the exercise seriously, some cannot help but exaggerate or



rental companies - both large and small - at a time when some of the big general rental companies in the UK have been struggling to adapt and deal with a growing market.

### Methodology

As in previous years, forms were sent out to every company that might qualify as having one of the largest overall or leading niche sector fleet, as well as to those that have large machines. We also advertised the survey online at [www.verikal.net](http://www.verikal.net). The most likely candidates are then sent reminders and followed up with telephone calls. Finally, if all else fails or a company refuses to send

understate their fleets, depending on their strategy or mentality. When we spot one that does not seem to stack up, or is clearly way off, we try and check it with people who would know, and may from time to time tweak the numbers via our own estimates. One thing that we know with absolute certainty is that some errors will creep in so we do ask readers to inform us of any discrepancies. Finally, and most importantly, we would like to thank all of the companies that participated and who took the time to help and especially those that supported this survey as sponsors, in what we hope proves to be a very useful report.



# TOP 30

## Cranes

In what tends to be a fairly static and mature market, 65 percent of companies reported that they had increased their fleets this year. With total investment at similar levels as last year, 29 percent was spent on replacing

older machines while 71 percent accounted for fleet growth. On a positive note, the Irish market has picked up this year with a significant number of new cranes delivered. The number of mini crawler, spider and pick & carry cranes in rental fleets has increased by 18 percent on last year, while full size crawler cranes fleets have only increased by five percent. The tower crane sector appears once again to be the only crane sector to post a reduction in crane numbers - in spite of a buoyant market. The nine percent reduction is somewhat misleading though, as a good number of companies have in fact added to their fleets.

### TOP 30 MOBILE CRANE HIRERS

Company	Total	ATs/RTs Trucks	Crawlers Over 12t	Crawlers Under 12t	Mobile Tower Cranes	Industrial Pick & Carry	Spider Cranes
Ainscough*	461	▲	447	4	0	3	7
Hewden	142	▲	139	0	0	0	3
King Lifting	94	▲	85	0	2	1	4
Emerson	80	▲	70	1	6	0	0
Baldwins*	72	▲	72	0	0	0	0
Select Plant	63	▼	14	45	4	0	0
Quinto*	63	▲	57	0	0	2	3
Marsh Plant	62	—	62	0	0	0	0
Emsley	62	▼	61	0	0	1	0
Bronzeshield	60	▲	54	0	0	4	0
Sparrow Crane	54	▲	38	0	10	1	0
City Lifting	53	▼	26	1	1	17	0
Mammoet	49	▲	48	1	0	0	0
John Sutch Cranes	46	▲	41	0	0	5	0
Southern Cranes	45	▲	42	0	0	2	1
NMT Crane Hire	45	▲	42	0	0	3	0
Davies Crane Hire	40	▼	38	1	0	0	1
Sarens UK	40	▲	23	17	0	0	0
Bob Francis	37	▼	21	15	1	0	0
Windhoist/McNally's	37	▲	32	5	0	0	0
Dewsbury & Proud	37	▲	34	0	1	0	0
William O'Brien	35	▲	35	0	0	0	0
Bryn Thomas Cranes	33	▲	27	0	0	5	1
Kavanagh Crane Hire	32	▲	31	0	0	1	0
Crowland Cranes	29	▲	25	0	0	0	2
J Hewitt Crane Hire	27	—	27	0	0	0	0
Whyte Crane Hire	27	▼	27	0	0	0	0
Specialist Hire Group	26	▼	26	0	0	0	0
MacSalvors	26	—	26	0	0	0	0
ABA Crane hire	25	▲	25	0	0	0	0
Crane Hire Ltd	22	▼	21	0	0	0	0
PP Engineering	21	▲	21	0	0	0	0
Global Port Services	21	▲	21	0	0	0	0
Millenium Crane Hire	18	—	18	0	0	0	0

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same  
\* Estimated



### TOP CRAWLER CRANE HIRERS

Company	Total	Full Size		Under 12t
		Lattice	Tele	
Weldex	127	100	25	2
NRC Plant	64	38	0	25
AGD Equipment	51	15	21	15
Select Plant	49	37	8	4
BPH Equipment	42	39	3	0
GH Johnson	40	35	4	1
Q Crane and Plant Hire	37	32	0	5
Delden	36	32	4	0
Sarens UK	17	15	2	0
Bob Francis	16	15	0	1
Emerson	7	0	1	6
Windhoist/McNally's	5	0	5	0

### MINI CRAWLERS / SPIDER CRANES / PICK & CARRY

Company	Total	Under 12t	Spider Crane	Pick & Carry
GGR UNIC	214	18	153	43
Hird	68	0	24	44
A Mini Crane Co.	50	1	47	2
NRC Plant	26	26	0	0
Lift Ltd	25	0	25	0
TCA Lifting	25	2	20	3
Height for Hire	24	1	20	3
Coppard Plant	23	1	22	0
JT Cranes	15	0	15	0
Sparrow Crane	15	10	5	0



## LARGEST TOWER CRANES

Company	Capacity	Model	Units in fleet
Select Plant	1650tm	Terex CTL1600	2
HTC Wolffkran	710tm	Wolff 700B	2
Falcon Crane Hire	410tm	Jaso J600	1
Bennetts Cranes	316tm	Jost JL316.16	3
London Tower Crane	316tm	Jost JL316.16	1
City Lifting	290tm	Comansa 21LC290	1
Irish Crane & Lifting	206tm	Comedil CT651	1
Mantis Cranes	130tm	Saez TLS65	7
Ladybird Cranes	88tm	Potain MCT 88	6



**C&a**

**top 30**

## TOP 10 TOWER CRANE COMPANIES

Company	Total	Self Erectors	Top Slewlers
Falcon Crane Hire	334	50	279
Select Plant	245	0	245
HTC Wolffkran	223	0	223
London Tower Crane	203	8	195
City Lifting	119	18	101
Mantis Cranes	80	64	16
Ladybird Cranes	80	28	52
Bennetts Cranes	81	0	81
Irish Crane & Lifting	27	3	24
Sparrow Crane	24	24	0

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LARGEST MOBILE CRANES

Company	Capacity tonnes	Model	Units in fleet
Sarens UK	2,000	Demag PC9600	1
Mammoet	1,200	Liebherr LTM11200	1
William O'Brien	1,200	Liebherr LTM11200	1
Windhoist/McNally's	1,200	Liebherr LTM11200	1
ALE	1,200	Gottwald AK912	1
Baldwins	1,000	Liebherr LTM 11000D	N/D
Ainscough	1,000	Liebherr LTM11000	N/D
Global Port Services	750	Liebherr LG1750	N/D
Crane Hire Ltd	750	Liebherr 1750-9.1	1
NMT Crane Hire	700	Terex AC700	1
Whyte Crane Hire	500	Liebherr LTM1500-8.1	1
Bronzeshield	500	Liebherr LTM1500-8.1	1
Bernard Hunter	500	Liebherr LTM1500-8.1	N/D
Quigley Crane Hire	500	Liebherr LTM1500-8.1	1
King Lifting	500	Liebherr LTM1500-8.1	1
Davies Crane Hire	400	Tadano ATF400G-6	1
City Lifting	400	Grove GMK6400L	1
John Sutch Cranes	350	Liebherr LTM 1350-6.1	1
Southern Cranes	350	Liebherr LTM1350	1
Kavanagh Crane Hire	350	Terex Demag AC350	N/D
Cramscene	300	Grove GMK64300	1
Horizon Crane Hire	300	Grove GMK300L	1
Emerson	300	Liebherr LTM1300-6.2	1
HTC Wolffkran	250	Terex AC250-1	1
Crowland Cranes	220	Tadano ATF 220G-5	2
PP Engineering	220	Tadano ATF 220G-5	1
Quinto	220	Grove GMK5220	N/D
Walsh Crane Hire	220	Liebherr LTM1220-5.2	1
Emsley	220	Liebherr LTM1220-5.1	1
Glover Crane Hire	220	Tadano ATF220G-5	1
Select Plant	200	Liebherr LTM1200	2
Sparrow Crane	200	Terex-Demag AC200-1	1
J Hewitt Crane Hire	180	Grove GMK5180	1
Bryn Thomas	160	Liebherr LTM1160-5.1	1
ABA Crane Hire	160	Terex Explorer 5600	1
Specialist Hire Group	130	Liebherr LTM1130-5.1	1
Marsh Plant	130	Liebherr LTM1130-5.1	1
County Lifting	130	Liebherr LTM1130-5.1	1
MacSalvors	130	Grove GMK5130	N/D
Bob Francis	130	Grove GMK5130	N/D
Dewsbury & Proud	130	Grove GMK5130	2
Hewden	130	Tadano ATF130	2
Millenium Crane Hire	120	Terex Demag AC120-1	N/D
Raymond Crane Hire	100	Grove GMK4100L	N/D
Berry Cranes	100	Grove GMK4100L	1
Hird	100	Grove GMK4100L	1

CRANE COMPANIES & INVESTMENT

Company	Investment	Depots	Employees	Units Bought	Units Sold
Select Plant	£35,000,000	6	405	N/D	N/D
Global Port Services	£25,000,000	3	80	N/D	N/D
King Lifting	£10,800,000	8	238	N/D	N/D
Windhoist/McNally's	£10,000,000	6	380	5	0
Mammoet	£10,000,000	2	215	3	1
Hewden	£9,000,000	30	900	16	16
NMT Crane Hire	£5,800,000	3	58	10	1
City Lifting	£4,200,000	2	117	16	0
Crane Hire Ltd	£4,000,000	2	50	1	0
Southern Cranes	£4,000,000	4	85	6	5
Bronzeshield	£3,700,000	3	76	5	14
John Sutch Cranes	£3,600,000	2	76	7	6
GH Johnson	£3,500,000	1	25	11	1
Horizon Crane Hire	£3,400,000	2	22	5	3
Marsh Plant	£3,150,000	5	100	8	6
Bryn Thomas	£2,900,000	4	68	10	6
Emerson	£2,740,000	3	120	8	2
HTC Wolffkran	£2,600,000	1	350	N/D	N/D
Q. Crane and Plant Hire	£2,500,000	1	55	5	2
Davies Crane Hire	£2,250,000	4	50	6	5
Kavanagh Crane Hire	£2,200,000	4	60	7	0
GGR UNIC	£2,000,000	3	112	30	0
AGD Equipment	£1,200,000	1	80	5	5
Hird	£1,110,000	3	72	11	0
Ellis Crane Hire	£1,100,000	2	14	3	1
Specialist Crane Hire	£880,000	3	40	2	2
Ladybird	£800,000	1	20	N/D	N/D
County Lifting	£750,000	1	27	1	1
Mantis Cranes	£700,000	2	18	N/D	N/D
Walsh Crane Hire	£700,000	3	20	2	0
Dorset Crane Hire	£350,000	1	6	1	0
Lift Ltd	£280,000	1	10	5	0
Berry Crane Hire	£220,000	1	16	1	1



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# TOP 30 Cranes continued



## LARGEST CRAWLER CRANES

Company	Capacity(t)	Make & model	Units in fleet
Weldex	1,350	Liebherr LR 11350 + P Boom	3
Sarens UK	1,250	Terex CC6800	1
Windhoist/McNally's	1,200	Liebherr LTR 11200	2
ALE	600	Terex CC2800-1	2
Ainscough	600	Terex CC2800	1
Mammoet	600	Liebherr LR1600	1
Select Plant	300	Liebherr LR1300	1
Delden	300	Liebherr LR1300	1
BPH Equipment	250	Kobelco CKE2500	1
GH Johnson	250	Kobelco CKE2500E	2
Q Crane and Plant Hire	180	Kobelco CKE1800	1
NRC Plant	120	Sumitomo SC1200	3
AGD Equipment	120	IHI CCH1200	4
Emerson Crane Hire	100	Liebherr LTR1100	1
Bob Francis	100	Manitowoc 1000	1
City Lifting	95	Liebherr HS 85-3	1
Davies Crane Hire	60	Terex TCC60	1



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# TOP 30



the few companies that reduced fleet numbers (excluding Nationwide and Kimberly which reduced its fleet by 474 and 260 respectively), the remaining companies

reduced their fleets on average by 10 machines, whilst collectively they reinvested more than £11.7 million in new equipment.

With the addition of 592 machines HSS continues to close on Nationwide Platforms which has cut unit numbers again, but spent close to £45 million on 1,487 new machines. Plantfinder has also moved into the Top 10, replacing Hewden which drops to 14th place. Substantial investment from companies towards the bottom of the table has pushed the entry point from 159 to 250. On average, 20 companies outside of the top 10 increased their fleets by up to 25 percent or more.

## Access

Building on progress made last year, the past 12 months has shown further signs that the post-2008 gloom has now gone. Similar to last year, 70 percent of companies reported an increase in fleet size, while 22 percent reduced their numbers and eight percent remained the same. Looking at the average number of machines bought and sold, 47 percent of purchases were direct replacement while 53 percent were intended for expansion. Among

### TOP VEHICLE MOUNTED FLEETS

Company	Total	Truck	Van
Access Hire Nationwide	529	39	490
Nationwide Platforms	518	286	232
Loxam	202	95	107
Facelift	160	95	65
Height for Hire	133	35	98
Smart Platform Rental	115	107	8
Orion Access	52	52	0
AFI	49	49	0
Blade Access	36	36	0
Manlift Hire	29	26	3
Warren Access	28	10	18
Elev8 Access Platforms	23	18	5
Outreach	22	17	5
RKP Access Platforms	12	9	3
Rapid Platforms	9	9	0
UK Powered Access	9	6	3
AA Access	8	8	0
LTC Powered Access	8	0	8

### TOP 30 POWERED ACCESS COMPANIES

Company	Total	Booms	Scissors	Spider lifts	Push arounds	Truck mounts	Van mounts	Trailer lifts
Nationwide Platforms	10,410 ▼	3,880	4,947	0	1,064	286	232	1
HSS Hire	8,988 ▲	2657	4,291	0	1,969	0	0	71
AFI	5,729 ▲	1,789	3,497	24	370	49	0	0
Vp Hire Station	3,600 ▲	0	0	0	3600	0	0	0
Speedy	3,136 ▲	0	1326	0	1809	0	0	1
A-Plant	3,027 ▲	1,294	1,668	0	65	0	0	0
Height for Hire	2,488 ▼	1,382	821	98	55	35	95	8
Loxam	1,887 ▲	744	930	11	0	95	107	0
Kimberly	1,641 ▼	720	872	0	49	0	0	0
Plantfinder	1,587 ▲	550	675	12	350	0	0	0
JMS	1,389 ▲	238	563	9	579	0	0	0
GT Access AA	1,204 ▲	377	756	19	33	0	6	13
CW Access Rental	1,052 ▼	468	472	3	106	0	0	3
Hewden	1,050 ▼	700	350	0	0	0	0	0
Lifterz AL	833 ▲	270	411	19	130	2	0	1
Facelift AL	821 ▲	239	358	22	7	95	65	35
Select Plant Hire	799 <small>NEW ENTRY</small>	42	357	0	400	0	0	0
Riwal UK	793 ▲	293	424	6	70	0	0	0
Horizon Platforms AA	790 ▲	137	598	0	54	0	0	1
Elavation	746 ▼	288	382	4	60	0	0	12
Platform Sales & Hire AA	704 ▲	181	444	2	75	0	0	2
Prolift Access AA	663 ▲	205	392	4	57	2	0	3
Access Hire Nationwide	529 ▼	0	0	0	0	39	490	0
Mr Plant Hire AA	470 ▲	70	194	2	204	0	0	0
Highway Plant AL	445 —	150	250	5	25	0	0	15
Smiths Equipment Hire	434 ▲	79	241	3	108	0	0	3
Access Plus AA	420 <small>NEW ENTRY</small>	134	286	0	0	0	0	0
Mainline Access AL	409 ▲	144	167	9	77	0	0	12
Hird AL	385 ▲	128	233	5	18	0	0	1
Star Platforms AA	376 <small>NEW ENTRY</small>	84	285	0	6	1	0	0
Premier Platforms AA	368 ▲	132	224	0	9	2	0	1
KDM Hire AA	356 ▼	98	218	7	22	3	0	8
London Tower Service AA	354 ▼	80	190	0	80	0	0	4
Advanced Access AL	353 ▲	80	225	4	40	0	0	4
1 Up Access AA	352 ▲	150	160	0	40	1	0	1
JPS Tool and Access AL	330 ▲	70	210	0	50	0	0	0
Aerial Platform Hire	315 —	120	175	10	5	0	0	5
2 Cousins AL	315 ▲	100	198	6	10	0	0	1
Manlift Hire	309 ▲	145	120	7	5	26	3	3
UK Powered Access AA	292 ▲	87	166	0	27	6	3	3
PAS (Powered Access Services)	290 ▲	152	138	0	0	0	0	0
LTC Powered Access AL	271 ▲	102	143	5	12	0	8	1
Bella Access	270 ▲	60	185	0	24	1	0	0
Anglia Access Platforms AL	261 <small>NEW ENTRY</small>	73	183	3	0	0	0	2
GPT	260 —	125	125	0	0	0	0	10
One Stop Hire	251 ▲	0	20	0	226	0	0	5
Neon Hire Services AL	250 <small>NEW ENTRY</small>	50	150	0	50	0	0	0

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same

AL - Access Link AA - Access Alliance

# Access

continued



## LARGEST TRUCK MOUNTED LIFTS

Company	Height & Model	Units in fleet
Blade Access	101m Palfinger WT1000	3
Height for Hire	88m Bronto S90HLA	3
Outreach	70m Palfinger WT700	1
Elev8 Access Platforms	70m Ruthmann T720	1
Clerkin Elevation	70m Ruthmann T720	1
Nationwide Platforms	68m Bronto S70XDT	3
AA Access	68m Bronto S70XDT	2
Loxam	68m Bronto S70XDT	1
Facelift	59m Bronto S61XDT	2
Orion Access	59m Wumag WT610	1
Manlift Hire	54m Wumag WT560	1
AFI	51m Wumag WT530	N/D
Rapid Platforms	43m Wumag WT 450	1
RKP Access Platforms	36m Bronto S38XDT	N/D
Warren Access	31m Ruthmann T330	1
Cramscene	29m Bronto Sky Lift 28-2T1	1
Bella Access	25m Ruthmann T270	1
Acrolift	25m Ruthmann 270T	1
Smart Platforms	24m Ruthmann T265	1
UK Powered Access	22m Palfinger P240A	1
Premier Platforms	19m CTE Zed21JH	2
1 Up Access	19m Gemini 20.35	1
Lifterz	19m CTE Zed21JH	1
Prolift Access	18m CTE Z20	1
GT Access	18m CTE Z20	1
KDM Hire	18m CTE Z20CH	3

## LARGEST SCISSOR LIFTS

Company	Height & Model	Units in fleet
Nationwide Platforms	32m Liftlux SL320-25	2
HSS Hire	31.7m Holland Lift G-320	1
Riwal UK	31.7m Holland Lift G-320	5
AFI	31.7m Holland Lift G-320	N/D
JMS	31.7m Holland Lift G-320	2
Mainline Access	31.7m Holland Lift G-320	2
Kimberly	26m Liftlux SL260-25	3
Aerial Platform Hire	26m Liftlux SL260-25	N/D
Height for Hire	24.5m Liftlux SL245-25	8
A-Plant	24m JLG 245/25	3
Manlift Hire	21m Liftlux 2312	1
Premier Platforms	21m Liftlux 210-25	1
KDM Hire	20.5m Liftlux SL205 25	1
PAS (Powered Access Services)	20.5m Liftlux 205/25	3
Lifterz	20.5m PB 225-12	4
Horizon Platforms	20.5m PB 225-12E	2
CW Access Rental	17.2m Airo XL19E	2
Platform Sales & Hire	16.5m Holland Lift 165	2
1 Up Access	16.5m JLG 165/12	1
Hewden	16m Genie GS5390	14
Plantfinder	16m Genie GS5390	15
Active Rentals	16m Genie GS5390	N/D
GPT	16m Genie GS5390	6
Loxam	16m Genie GS5390	48
Hird	16m Genie GS5390	7
Elevation	16m Genie GS5390	10
GT Access	16m Genie GS5390	6
Access Plus	16m Genie GS5390	18
Anglia Access Platforms	16m Genie GS5390	4
LTC Powered Access	15.2m Skyjack 9250RT	15
Mark1Access	15.2m Skyjack 9250RT	1
Mr Plant Hire	15.2m Skyjack 9250RT	2
Facelift	15.2m Skyjack 9250	39
JPS Tool and Hire	15.2m Skyjack 9250	8
Bella Access	15.2m Skyjack 9250	4
London Tower Service	15.2m Skyjack 9250	3
Rapid Platforms	15.2m Skyjack 9250	1
Huntley Plant	15.2m Skyjack 9250	6
Advanced Access	15.2m Skyjack 9250	2
Orion Access	15.2m Skyjack 9250	1
Prolift Access	15.2m Skyjack 9250	20
United Powered Access	15.2m Skyjack 9250	30
Smiths Equipment Hire	15.2m Skyjack 9250	3
Star Platforms	15.2m Skyjack 9250	12
UK Powered Access	15.2m Skyjack 9250	10

## LARGEST SPIDER LIFTS

Company	Height & Model	Units in fleet
Height for Hire	50m Skako Lift FS 520C	1
TCA Lifting	50m Palazzani XTJ52	1
Higher Access	37.5m Teupen 40GTx	1
Facelift	35m World Lift FS370	1
Avon Access	35m Omme 3700RBDJ	1
Riwal UK	34m Teupen Leo36T	2
Elev8 Access Platforms	34m Teupen Leo36T	1
Blade Access	34m Teupen Leo36T	N/D
JMS	34m Teupen Leo36T	1
MBS Access	34m Teupen Leo36T	1
Manlift Hire	32m Palazzani TSJ34	2
Orion Access	32m Palazzani TSJ34	1
Lifterz	28m Teupen Leo30GT	1
Acrolift	28m Teupen Leo30T	1
Rapid Platforms	28m Teupen Leo30T	1
Clerkin Elevation	28m Teupen Leo30T	1
Highway Plant	28m Omme 3000	N/D
Specialized Access	28m Omme 3000RBD	1
JMS	22m Bluelift C22hybrid	1
GT Access	21m Hinowa LL23/12	2
Loxam	21m Hinowa 23.12	6
AFI	21m Teupen Leo23GT	N/D
Advanced Access	21m Teupen Leo23GT	1
Hird	21m Hinowa 23.12	1
KDM Hire	21m Hinowa 23.12	2







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**LARGEST BOOM LIFTS**

Company	Height & Model	Units in fleet
Kardon Kontracts	56m JLG 1850SJ	10
JMS	56m JLG 1850SJ	3
Kimberly	56m JLG 1850SJ	1
Riwal UK	56m JLG 1850SJ	1
Nationwide Platforms	54.8m Genie SX180	1
Height for Hire	46m JLG 1500SJ	3
AFI	46m JLG 1500SJ	N/D
Plantfinder	46m JLG 1500SJ	1
KDM Hire	41m Genie Z135/70	1
1 Up Access	41m Genie Z135/70	3
TCA Lifting	41m Genie Z135/70	N/D
Mainline Access	41m Genie Z135/70	7
PAS (Powered Access Services)	41m Genie Z135/70	2
Manlift Hire	41m JLG 1350SJP	3
A-Plant	41m JLG 1350SJP	6
CW Access Rental	41m JLG 1350JP	7
Aerial Platform Hire	41m JLG 1350SJ	N/D
HSS Hire	41m JLG 1350AJ	2
Loxam	41m Genie Z135/70	5
Active Rentals	38m Genie S125	N/D
GPT	38m Genie S125	N/D
Anglia Access Platforms	38m JLG 1250AJ	2
2 Cousins	38m JLG 1250	2
GT Access	26m Nifty HR28	4
Elavation	26m Nifty HR28	8
UK Powered Access	26m Nifty HR28	2
Southern Cranes & Access	26m Genie S85	1
Advanced Access	26m Genie S85	1
Bella Access	26m Genie S85	1
Premier Platforms	26m JLG 860SJ	2
LTC Powered Access	26m JLG 860SJ	6
Access Plus	26m JLG 860SJ	4
Facelift	24m Haulotte HA260PX	6
Lifterz	24m Genie Z80/60	8
Hewden	24m Genie Z80/60	40
Hird	24m Genie Z80/60	7
Select Plant Hire	24m Genie Z80/60	3
Platform Sales & Hire	24m JLG 800AJ	2
JPS Tool and Access	24m JLG 800AJ	2
Prolift Access	24m JLG 800AJ	4
Orion Access	21m Haulotte HA23TPX	2
Horizon Platforms	20m JLG 660SJ	3
Neon Hire Services	19m Skyjack SJ63 AJ	3
Elavation	19m Nifty HR21	N/D
London Tower Service	19m Nifty HR21	17
Rapid Platforms	19m Nifty HR21	7
Smiths Equipment Hire	19m Nifty HR21	13
United Powered Access	19m Nifty HR21	10
Star Platforms	19m Nifty HR21	4

**COMPANY DETAILS & INVESTMENT**

Company	Investment	Depots	Employees	Units bought	Units sold
Nationwide Platforms	£44,900,000	26	677	1487	1961
A-Plant	£16,697,945	135	2825	749	0
Loxam	£10,400,000	13	97	374	89
Speedy Services	£9,400,000	220	3800	762	127
Hewden	£9,000,000	30	900	275	275
JMS	£6,900,000	3	75	408	0
GT Access	£6,000,000	5	70	225	20
CW Access Rental	£5,292,000	16	246	127	143
Star Platforms	£4,836,000	2	18	376	0
Access Hire Nationwide	£4,385,000	1	21	102	106
Facelift	£3,692,000	7	146	70	15
Elavation	£3,600,000	1	28	58	34
Kimberly	£2,750,000	6	85	81	341
Prolift Access	£2,500,000	N/D	N/D	N/D	N/D
Lifterz	£2,209,027	3	62	114	29
Platform Sales & Hire	£2,200,000	2	50	N/D	N/D
Access Plus	£2,200,000	2	25	80	30
Kardon Kontracts	£1,800,000	1	2	8	18
1 Up Access	£1,638,700	2	35	55	2
PAS (Powered Access Services)	£1,540,000	2	18	43	30
MEP Hire Station	£1,500,000	9	90	800	200
JPS Tool and Access	£1,450,000	1	12	80	0
Advanced Access	£1,385,000	2	15	102	27
Outreach	£1,350,000	3	100	4	2
Elev8 Access Platforms	£1,300,000	1	21	6	0
Mr Plant Hire	£1,286,000	2	52	56	12
UK Powered Access	£1,270,000	4	40	79	26
Higher Access	£1,211,000	2	30	24	0
Plantfinder	£1,150,000	2	35	250	0
Smart Platform Rental	£1,100,000	4	30	19	0
Select Plant Hire	£1,050,000	4	N/D	113	N/D
Smiths Equipment Hire	£1,030,840	10	135	64	7
Premier Platforms	£1,030,000	2	15	64	N/D
2 Cousins	£1,003,000	2	18	48	0
Hird	£985,000	4	N/D	38	4
Clerkin Elavation	£935,520	1	6	4	0
LTC Powered Access	£914,000	2	18	40	1
Orion Access	£825,000	2	58	20	2
Neon Hire Services	£750,000	N/D	N/D	72	15
Anglia Access Platforms	£670,000	3	6	40	0
Specialized Access	£449,126	1	7	12	0
MBS Access	£441,000	1	10	7	0
Mark1Hire	£405,768	3	60	27	10
London Tower Service	£400,000	1	12	48	0
Southern Cranes & Access	£250,000	4	85	9	38
Cramscene	£200,000	2	30	1	0
Arcolift	£150,000	1	4	3	2
One Stop	£140,000	11	85	28	2
AFI	N/D	27	463	N/D	N/D



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# TOP 30



## Telehandlers

As in previous years obtaining input from non-specialist rental companies with respectable telehandler fleets continues to be a challenge, but that being said more companies are taking the survey seriously and it has to be remembered that the crane and access surveys have been going far longer than telehandlers. The main news this year is the impending

merger of Fork Rent and One Call, following the acquisition by private equity firms Searchlight Capital Partners and Duke Street. Prior to the deal Fork Rent continued to invest heavily to maintain its young fleet, but A-Plant made clear gains to close the gap. Height for Hire dropped out the charts as it winds down its telehandler business in the UK.

### TOP 30 TELESCOPIC HANDLER COMPANIES

Company	Total	Fixed	Largest fixed	360°	Largest 360°	Compact	Heavy duty	Main brand	Depots	Employees	Investment	Units bought	Units sold
Fork Rent*	2,900 ▲	2,500	20m	0	N/A	400	0	JCB	4	100	N/D	N/D	N/D
A-Plant	1,678 ▲	1,421	18m	0	N/A	257	0	JCB	135	2,828	£15,813,260	396	0
UK Forks	1,646 ▲	1,400	20m	36	30m	210	0	JCB	6	110	£11,200,000	N/D	N/D
Hewden	1,065 ▼	1,000	17m	0	N/A	65	0	CAT	30	900	£10,000,000	200	195
Morris Leslie	910 ▲	750	20m	0	N/A	150	10	JCB/Manitou	9	225	£24,850,000	495	290
CW Plant Hire	731 ▲	553	20m	0	N/A	178	0	JCB	16	245	£4,500,000	90	80
Hessle	577 ▲	469	18m	23	25m	62	23	Manitou	4	42	£3,250,000	N/D	N/D
Hawk	450 ▲	440	17m	0	N/A	10	0	JCB	6	140	N/D	85	3
B&T Plant Hire	360 ▲	314	20m	0	N/A	46	0	JCB	2	28	N/D	70	20
Jarvie Plant	360 ▲	250	20m	25	30m	80	5	Manitou	6	140	N/D	N/D	N/D
HE Services	300 <small>NEW ENTRY</small>	265	17m	0	N/A	35	0	JCB	11	140	N/D	N/D	N/D
Plant Hire UK	320 ▲	320	20m	0	N/A	0	0	JCB	1	N/D	N/D	N/D	N/D
One Call*	250 ▲	200	17m	0	N/A	0	50	JCB	8	90	N/D	50	25
Chippindale Plant	290 <small>NEW ENTRY</small>	269	18m	0	N/A	21	0	JCB	9	100+	£3,500,000	90	0
Nixon Hire	288 ▲	201	17m	0	N/A	0	87	JCB	13	455	£6,285,660	134	89
Greenwood Hire	225 ▲	125	10m	80	25m	20	0	Merlo	4	N/D	N/D	N/D	N/D
GPT	195 —	170	17m	25	21m	0	0	Manitou	10	100	N/D	N/D	N/D
Huntley Plant	189 ▲	154	18m	19	30m	8	8	JCB/Manitou	2	20	£1,900,000	N/D	N/D
AFC	150 —	150	17m	0	N/A	0		JLG/JCB/Genie	1	20	N/D	N/D	N/D
Selwood	136 ▼	97	17m	0	N/A	39	0	Merlo	29	420	N/D	N/D	N/D
Lynch Plant	134 ▼	85	20m	1	26m	48	0	JCB	5	500	£300,000	57	42
Emmitt Plant	119 ▲	100	17m	9	16m	10	0	JCB	9	25	N/D	N/D	N/D
AFI Uplift	110 <small>NEW ENTRY</small>	89	18m	0	N/A	21	0	JCB	27	463	N/D	N/D	N/D

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same  
 n/a Non applicable n/d Not disclosed \* Fork Rent and One Call have now combined



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# Spiders- niche no more

While the spider crane has continued to increase its presence and market penetration around the world Japan still dominates the world population, with a reputed 10,000 units operating in its country of origin. With this in mind it is easy to imagine the incredible potential still to be realised in the rest of the world. This in spite of its increased international popularity, particularly in Europe which now has roughly 5-6,000 units as well as small but growing numbers in North America, the Middle East, Australia and even Africa.

While sales have generally been good in Western Europe - the best market outside of Japan - there are many who think the spider crane is still very early on in its adoption cycle, with a massive growth spurt likely to happen. It has certainly become a more established and recognisable piece of equipment - even compared with three years ago - as it moves from a niche to a mainstream product. But there is still a major job to do to educate potential users on their benefits - even in Europe.

What is interesting is that the rise in sales has not drawn in new producers, with the market still dominated by the Japanese with Maeda and Unic leading the charge, followed by R&B Mighty Cranes (the old Toah company) which is

still struggling to gain a foot hold in Europe and North America.

Of the European spider crane manufacturers only Jekko is has managed to build any significant volume. Others - such as Hoefflon and Reedyk - are more small capacity tracked cranes with moveable beam-type outriggers, than true spider cranes. These machines are ideal in very tight situations, but are more specialist and not as rental friendly, and tend to be used only when the more popular spider-type cranes cannot gain access because of their fixed and relatively large outrigger spread.

What still surprises all those that work with spider cranes is their ability to complete lifts that would need much larger capacity mobile cranes. Most of the spider cranes



sold have nominal capacities of between three to six tonnes, but their ability to manoeuvre very close to the lift allows them to operate at a minimum radius, while bigger cranes have to carry out the same lift from afar. Generally the only limitation of using a spider crane is the ability of its operator to get it into its lift position.

Being so compact in travel mode the cranes can travel up stairs, through narrow doors and be lifted over obstacles. The downside of the spider crane is its relatively large outrigger spread that may restrict its set up in some very tight spots. But the positive is that they can carry out work more efficiently and safely for a fraction of the cost of a mobile crane, with much less disruption.

## Market leaders

Unic and Maeda account for the vast majority of global spider crane shipments, having been produced in Japan for more than 30 years. Maeda became the first manufacturer to enter the European market in the late 1990s through European master dealer Kranlyft, the Kato crane dealer at the time. Unic followed several years later when GGR became its European master dealer. At that time there were two other Japanese manufacturers - Tadano and Toah. Tadano produced and sold cranes until 2006 but they

are no longer exported and Toah (now R&B Engineering) is struggling to build sales volume outside of Japan.

Maeda has been the dominant producer and claims to have around 65 percent of the home market. However in Europe Unic and Maeda vie for market leadership with the two accounting for between 80 and 90 percent of the total global sales. Unic has the wider range of the two, with capacities from one to 10 tonnes whereas Maeda builds cranes from one to almost four tonnes. However it has now confirmed that it will be launching its largest crane - probably a six tonner - to compete with the popular six tonne capacity Unic URW-706 - at Bauma next year although no details have yet been released.

The only manufacturer looking like breaking the Maeda-Unic dominance is Ormet with its range of Jekko cranes. Based in Umberto, Italy the company over the past year or two has re-launched its range and is finding success, particularly in the Netherlands and Germany as well as in the USA. The company says that it has been working on new models and expanding its dealer network and hopes to increase its market share to about 20 percent over the next four years. Last year it introduced a complete new range



*The main focus for Jekko this year is on the SPX 424 CDH*



*The new Heoflon C6 and new four tonne tracked carrier on the J T Cranes stand at Vertical Days*



of products and it will be launching another new spider crane at Bauma also expected to be around the six tonne mark.

Tying in with its product range expansion, the company has increased production capacity by adding more than 1,500 square metres to its existing plant, to cope with sales growing at between 15 and 20 percent each year. Its product range currently includes the 990kg - 7.5 metre lift height SPB209CP, the 1,200kg - 10.7 metre SPB312, the 2,400kg - 13.5 metre SPX424, the 4,000kg - 23.5 metre SPX 1040 and its largest so far, the 7.5 tonne - 26.7 metre SPX 1275. Both the SPX1040 and SPX1275 can pick & carry a useful two tonnes. Both are powered by either diesel and/or battery electric and can slew through 360 degrees.

As well as its cranes, Jekko has been busy adding a variety of options, recently launching a new jib - the Jib1500.3HL - for the SPX1275 which features three hydraulic extensions. Maximum capacity is 1,500kg and the length ranges from 3.5 to eight metres. The first unit of this new jib has been delivered to Hocap in Holland with a second

going to Jaromin in Germany. A manual fly jib - the Jib1500.1FL - is also available. As well as various types of hydraulic and standard jibs the company makes other attachments including manipulators and forks.

The main focus for Jekko this year is on the SPX 424 CDH. With a maximum weight of 2,400kg, the company claims it is the only crane in its class (2,400kg capacity) which can be transported on a 3.5 tonne flatbed trailer. More than 20 were sold in the first six months of the year.

Other new options include the first fork designed for a mini crane - the 455kg capacity Jekko Drywall Fork JDF450 - which can be used with a rotator lift and place up to 16 x 15mm thick plasterboard panels or 20 x 12.5mm boards up to 1479mm wide. Also new is the 600kg capacity MV600.3 glass manipulator with plug and play LMI, full remote control and dual vacuum system for the SPX 312. Finally there is a 3,500kg capacity runner jib for the larger SPX1040 and SPX1275.

This month Jekko USA will introduce a new JIB300GR modular grabber, which can grasp, rotate, manoeuvre pipes and poles from 100 to 325mm in diameter.

With a capacity of 7.5 tonnes the SPX1275 has the second biggest lifting capacity of any spider crane

*The Maeda LC1385 mini crane has a pick and carry capacity of two tonnes*



*Jekko is finding success particularly in the Netherlands, Germany and the USA*



(largest is the 10 tonne Unic URW-1006). It has a five section 17.7 metre main boom with a 19 metre maximum tip height, at which it can handle 1,700kg. An 8.8 metre telescopic extension takes the tip height to 27.8 metres with a 900kg capacity. The outrigger base can be set from a minimum 3.36 x 3.36 metre footprint up to a maximum 4.6 x 4.6 metres, while the tracks can extend from 1.45 to 2.05 metres at which it can pick and carry 2,000kg. The unit is operated by a Scanreco radio remote control and power comes from an Isuzu diesel or an electric motor.

### Pick and carry capability

With Maeda the only other spider crane manufacturer offering a model that can pick and carry - the MC405 with 500kg - the two tonnes offered by the Jekko SPX 1040 and 1275 stand out. The larger SPX 1275 still weighs less than seven tonnes - half the weight of a mini crawler crane such as the Maeda LC1385 which also has a two tonne capacity pick & carry capability.

The comparison between the two cranes is interesting with the new Jekko weighing in at less than half the weight of the LC1385, while offering the same pick & carry

capacity. It also has better lift capacity and more boom as well as being more compact in transport mode. Of course the advantage of any mini crane over a spider is that it does not need to put down outriggers and therefore is as compact when working as when travelling. The LC1385 also has a cab, better travel speed, gradeability and faster line speeds. Overall the Jekko stacks up well, and there are indications that the company will introduce cranes with cabs in the future - possibly at Bauma.

Spider cranes generally do not offer pick & carry capability, leaving the user to sort out additional equipment to move loads around,

*The Jekko SPX1275 has a two tonne pick & carry capability*



### Pick and carry capabilities of the Jekko SPX1275 and Maeda LC1385

	Maeda LC1385	Jekko SPX1275
Max capacity	6 tonnes	7.5 tonnes
Pick and carry capacity	2.0 tonnes	2.0 tonnes
Max main boom/capacity	16.7m/2,600kg	18.2m/1,700kg
Max with fly jib	22m with 820kg	26.7m with 900kg
Travel speed	2.9/5.1 km/h	1.6/3.1 km/h
Max outrigger spread	3.61 x 2.49m (track size)	4.60m x 4.60m
Weight	15,640kg	6,800kg
Dimensions incl boom	6545 x 2490 x 2965mm	5730 x 1450 x 2040mm
Gradeability	34 degrees	20 degrees
Ground pressure	0.54kg/sq cm	0.72kg/sq cm
Single line speed	112/164m/min twin speed	116m/min
Hoist rope	10mm x 115m	10mm x 125m



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The 1.5 tonne capacity Hoeflon C6 at Vertikal days



for example when loading and unloading from a wagon.

A novel but increasingly popular solution is using tracked carriers. J T Cranes the UK Hoeflon dealer now has two units with carrying capacities of two and four tonnes which it uses with spider cranes to carry the loads between lifts. Hoeflon has also launched a revised version of its 1.5 tonne capacity C6 mini crane with infinitely variable outrigger configurations. It is also now available with or without fly jib which has a 15 degree negative angle and can lift 210kg to 14.5 metres. Maximum lift height is 16 metres with a capacity of 500kg. The crane can also remove its own ballast to reduce weight, giving a minimum GVW of 2,100kg, compared to 2,800kg with counterweight and jib but can still be towed by a standard 4x4, particularly as it carries everything - pads, searcher hook, hoist winch and remote - on board.

### Maeda changes

Distributor Kranlyft was single-handedly responsible for

establishing the spider crane in Europe when it introduced the Maeda range in 2002. Over the years it has seen a huge change in attitudes towards the equipment, with much higher awareness recently.

“We don’t have to explain the product or concept as we did a few years ago - people generally now know what a mini crane is,” says Christer Dijner managing director of Kranlyft, “but there is still a long way to go before it becomes an established, mainline product. European sales are going very well - a combination of new customers and existing users who purchased machines up to 10 years ago renewing their fleet.”

Unlike GGR which has a rental fleet in the UK of more than 150 spider cranes, Maeda sticks to the principal that combining sales with rentals is not the way to go.

“We have had up to 12 spider cranes in a rental fleet for more than 10 years but these are more to help customers with equipment problems rather than hiring them out to make

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The articulated boom Maeda MK1033



The Jekko SPX1275 has a 7.5 tonne capacity



A Unic URW-376 helping mount a large steel sculpture at the Queen Elizabeth Hospital in Gateshead

money," says Kranlyft's Alan Peck.

The most recent new spider crane from Maeda is its articulated boom MK1033. To date the company claims to have sold more than 30 in mainland Europe. "The MK1033 is a more of a technical crane with a different SLI system and full radio telemetry," says Peck, "and so people need to be brought up to speed with the new technology which over time will be added to other cranes in the range."

Maeda is also changing the nomenclature for its mini crawler cranes from LC to CC. The LC was used because of the links with Komatsu and its excavator undercarriages. However the new CC models will be built on Maeda undercarriages and use tier 3B/4 compliant Isuzu engines. Hence the LC1385 will be replaced by the CC1485 and the 4.9 tonne capacity LC 785B will become the CC985. The first CC1485 will be shipped at the end of December and has been sold to Heli in Belgium, with the second and third sold in the UK to mini crane rental company NRC and an un-named user.

So far the LC1385 has had limited success, however the change of engines is attracting more interest. In mainland Europe German rental company Beyer-Mietservice's recently ordered 50 new Maeda cranes including seven LC383 and LC1385s, along with some MK1033s. The new CC1485 will be lighter as it dispenses with the front blade but even so still weighs almost 15 tonnes so transport is still an issue.

Maeda is also adding more bolt-on options such as larger searcher hooks which now



A Jekko SPX424 with jib installing glazing

offer up to 850kg capacity and can be fitted to its MC285, MC 305 and MC405 cranes. The MC285 is now powered by petrol or LPG and has an auxiliary winch mounted onto the base boom, giving it 100 metre below ground performance with 990kg safe working load - ideal for glazing companies working on high rise buildings.

#### Unic developments

Perhaps as an answer to the Maeda MK1033, Unic Cranes Europe has developed a hydraulic luffing jib attachment for the URW295 and URW706 spider cranes, which effectively converts them into a form of articulated spider crane - while retaining the same lift-to-weight ratio and dimensions as the original models. The URW295-2 has a hook height of 11.6 metres and a 700kg lift capacity, while the URW706-2 has a hook height of 25.9 metres and an 800kg capacity. Both hydraulic luffing jibs can offset by up to 60 degrees and can be fitted with a jib nose mounted hook.

Unic Cranes Europe has developed a hydraulic luffing jib attachment for the URW295 and URW706 spider cranes.



The LC785T rail mounted crane is available and has track adjustable from 1047 to 1465mm. The cost of getting network rail type approved means it will probably not be available in the UK.



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# Lift Mini Cranes expands

Lift Mini Cranes is the largest spider crane rental company in the UK Midlands. Part of Darren Lee Construction, which specialises in on-site steel fabrication and erection, the Leicester-based company grew out of the group's internal demand.

Managing director Darren Palfrey spotted the spider crane's potential for steel erection in 2008, when he purchased a second hand Unic 095 to help with a job - up to this point the company had either rented in or used its own mobile cranes. The small Unic worked well and is still in the fleet today. Palfrey soon purchased a second spider crane - a 2.9 tonne Unic 295 - and both worked for the steel business, attracting interest from contractors on site which eventually led to them being rented out on short contracts when being used internally.

Palfrey decided to build on this external rental potential and drafted in Kevin Conception to run the new division called Lift - complete with



Kevin Conception with hire manager Jade Burton.

its distinctive yellow and red livery. It now operates as a separate business still supplying spider cranes to Darren Lee Construction although external rentals now make up the majority of its activities.

In the early days Conception was one of only three staff. Initially an operator he was put through slinger/banksman, crane supervisor and AP courses, allowing him to survey jobs. As demand increased more



Lift erected and dismantled a large aluminium frame marquee for an event on the Queens Lawn at the Imperial College in London

cranes were added and the fleet now includes 25 spider cranes and a Klaas TC-30 trailer crane with big ambitions for further expansion. "We are all about being a one stop shop and keeping the customers happy, so we are constantly looking to add more machines," says Conception. "We have a mixed fleet of Unics and Maedas and with a range from one to six tonnes we can cover most eventualities. When we started there was GGR and also JT Cranes with one or two units, but very few companies offered spiders at the time. A Mini Crane Company and Hird entered the market just after us and we have very good relationships with them all, helping each other when we can. The sector is too small not to get along with the others. There is a lot of work at the moment and rates are good."

Lift says that the internet has helped fuel growth as people use it find out more about specialist equipment. The company used to run a couple of mobiles, including a 25 tonne Kato truck crane, both were sold when it started specialising in spiders. The current fleet includes almost every Unic model up to the six tonne 706, and now the Maeda MC104, MC305 and MC405.

"The spiders are ideal in accessing areas that would be impossible

with larger cranes. At the MK Dons football stadium one of the Unic 095s had to climb the stairs to the upper tiers and onto a specially prepared crash deck in order to erect a steel frame, lifting beams weighing up to 400kg to support a large LCD display."

### Any time, any place....

Geographically Lift will work anywhere in the UK and as its fleet has expanded it has taken on staff including a new hire manager, Jade Burton who joined from



Lift can be involved in a wide variety of jobs - here lifting a Mini for a display



Erecting a steel frame at the MK Dons football stadium

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## spider cranes

C&A

Quinto Cranes. It also has a team of operators employed by the company who if they are not driving the cranes can be delivering or working on the Darren Lee Construction side.

"The advantage of employing our own operators is that we can maintain standards. Having them is a real bonus and some clients ask for the same operator again and



Working at Leicester fish market

again. We also use independent operators that we know are good," says Conception. "Since September last year we have been very busy on refurbishment and regeneration

projects such as railway stations and shopping centres. We are always finding new ways of using them - tandem lifts, working on high rise buildings, installing cladding etc."

"We have the facility to totally rebuild and refurbish any of the cranes and generally sort most of the servicing and repairs ourselves. And should we notice any recurring problems we make the necessary changes ourselves. We spend a lot of money on maintenance, keeping the machines in the best condition possible. Generally customers look after the machines well, but occasionally - particularly on the longer hires - the cranes suffer damage such as the pressure transducers in the cylinders. They are so easy to damage but affect the whole machine. We now protect them using a small guard, saving us



A Unic 506 and a Maeda MC405 lifting steel track sections at the Three Bridges train station in London

money and the customer downtime in the long run."

Utilisation has been around 75 percent this year with five new cranes being added. The company is also moving to larger premises a mile from its current depot with more office, workshop and yard space. During the London Olympics the company kept machines at a storage depot in the city, moving them back to Leicester when the work was completed. With demand for spider cranes always high in London - often half its work load - it is most likely the location for second facility. In the meantime the plan is to grow the fleet to between 70 and 80 cranes over the next five years.



Lift's trailer crane on a residential project

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Hastings Pier is currently undergoing a £14 million transformation following a fire in October 2010

## £14 million pier renovation

Hastings Pier in the UK is currently being rebuilt following a devastating fire in October 2010 that destroyed 95 percent of the superstructure. Built in 1872 the pier enjoyed its prime in the 1930s and was a popular music venue in the 1960s. Since then it suffered major storm damage in 1990 and was finally closed in 2006 amid safety issues.

Work started on the £14 million renovation in September 2013 with completion now scheduled for next year. Initial works included the renovation of the Grade II listed substructure, refurbishing what's left of the Pavilion and the construction of a new visitor centre. Most of the funding came from the Heritage Lottery Fund while 3,000 people also bought community shares in the company that will own and operate the pier. Through the summer four, six tonne Unic 706 spider cranes from Coppard Plant have been helping replace 500 deck beams and 350 lattice girder beams. When finished there will be about 72,000 metres of new timber and 11 new structural piles. The spider cranes are also being used to place the steelwork for the base of the new visitor centre, two of them equipped with suspended man baskets to provide the erectors with an access platform from which to connect the steelwork over the water.



Unic 706 spider cranes from Coppard Plant have been helping replace 500 deck beams and 350 lattice girder beams.

## Maeda reaches parts other cranes cannot reach...

A Maeda spider crane has erected a steel frame at St. David's Medical Facility in Austin, Texas, which was beyond the limit of the site's tower crane. The tower crane was however able to hoist the 2.8 tonne capacity MC 285 onto a nearby roof from where it could erect the steel structure.

Erectors said that assembly was much faster using the spider crane because of its proximity and its precision placement. The operator was also able to easily monitor and communicate with those fixing the beams which helped improve safety. This solution also proved to be a much lower cost alternative to a large mobile crane and freed up valuable tower crane time.

The tower crane hoisted the MC 285 onto a nearby roof from where it could erect the steel structure



## New Huffermann electric crane

German crane and access rental company Huffermann Krandienst has launched a new version of its AC electric self-propelled crane for industrial applications. Based on a 53 tonne/metre Palfinger PK 53002-SH loader crane, the machine has been designed for the automotive and food industries and lifts in other confined areas.

The new crane is lighter and more compact - 5.6 metres long by less than two metres wide - than the original and includes four wheel steer, a higher drive speed and can raise the boom while travelling. It can also jack itself up 1.2 metres to allow a trailer or flatbed truck to reverse underneath for easy self-loading. The two stage beam and jack outriggers can be configured asymmetrically with the load chart adjusted to suit the jacked base.

The 10.5 tonne crane has a 25 metre lift height and can handle 2.5 tonnes at 16 metres radius. ATEX Explosion proof versions are available, along with three different counterweight configurations in order to tailor the crane to suit various jobs and weight restrictions.

Based on a 53 tonne/metre Palfinger PK 53002-SH loader crane, the machine has been designed for the automotive and food industries and lifts in other confined areas



The crane is ideal for confined spaces and industrial moving

## Spider turns master thatcher

A Unic URW-376 from GGR fitted with an MRT4 Quattro vacuum lifter helped install an innovative thatch cladding system at the new £11.6 million Enterprise Centre at the University of East Anglia.

Timber cassette cladding modules are filled with straw from local thatchers' barns across Norfolk and then fixed to the outside of the building, combining a traditional craft with modern construction methods in a completely new way of using thatch. The building has one of the lowest carbon footprints of any building of its size in the UK. The spider crane was equipped with a searcher hook to allow the 320kg capacity vacuum lifter to install glass underneath the overhang of the thatched cladding.



The spider crane with searcher hook was used with a vacuum lifter to install glass underneath the overhang of the thatched cladding



Timber cassette cladding modules are filled with straw from local thatchers' barns across Norfolk



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Country: The Netherlands  
YOM: 2006  
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Country: Slovenia  
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# The difference between success and failure?

C&A

parts & service

The past 10 to 15 years has seen substantial growth in the number and size of the companies providing replacement parts, service and repairs independently of manufacturers or distributors. The availability of these service suppliers has also encouraged rental companies to outsource some of their repair and call-out work.

Today manufacturers are also becoming customers, and are often reliant on these companies - both large and small - to provide all, or part of what is probably the most important aspect of owning a machine - after-sales customer care. No access, crane or telehandler manufacturers makes a bad machine these days but after the initial sale, the ownership experience is defined by the quality of the parts and service back-up.

All equipment - whatever the price paid, the quality of the components used and standard of fit and finish - has the potential to go wrong. However it is how these problems are dealt with that really decides whether the customer buys or never buys again. If done well it can also allow a manufacturer to gain a premium for its products. The quality/professionalism/friendliness/value for money/speed

etc of the company which provides the customer support is critical to the success of a brand or product, and often more important than the product itself. And it would appear that in many crane and access markets, customers are increasingly happy to use independents.

For those looking for parts suppliers, there are the super-efficient, mega players such as Belgium-based TVH which has grown over the past 10 or so years into a leading global parts player. Almost three years ago it was stocking 22,000 access equipment line items with around 450,000 different parts on its highly automated picking system. Genie and JLG remain its largest brands, followed by UpRight/Snorkel and Haulotte.

TVH has continued to expand in the access market through bolt-on acquisitions around the world - most recently TVH Australasia acquired



Independent Parts and Service Australia. IPS Australia - established in May 2005 as a division of UK-based IPS - claims to be Australia's leading independent provider of spare parts for aerial work platforms and Merlo telehandlers. This is not the first IPS business that TVH has acquired. Last year it purchased the group's replacement parts operation of IPS France and around the same time it acquired EPW in the USA. In fact in the past year or so it has made at least seven bolt-on acquisitions.

But should a manufacturer provide its own direct or franchised sales, service and customer support or is it better to use an independent specialist? We take a look at both ends of the independent product support market speaking with the sizeable IAPS and the much smaller Alfa Access Services - both of which are based in the UK - and ask what are the benefits and drawbacks of non-approved aftermarket parts and service?

## Go the extra mile

"It's an old cliché but you have to go the extra mile if you want to succeed as an independent parts and service provider," says Kevin Shadbolt, operations director, IAPS group - which owns IPS. "When we started this business, we knew our best chance of success was to

provide a better service than the Original Equipment Manufacturers at the time. This meant having more parts in stock for quick delivery and investing in experienced people who could find quick solutions to customers' problems."

## Parts provision

Over the past decade or so, manufacturers have significantly raised their game in terms of aftermarket provision. A key element of this has been partnering with established parts suppliers resulting in a highly cost-effective way of achieving a high level of service as it bypasses the need for a direct major investment.

For companies such as IPS which already has the infrastructure in place, both the customer and the



Super-efficient, mega players such as Belgium-based TVH has grown over the past 10 or so years into a leading global parts player



IPS is the UK's leading access parts specialist





*IPS has preventative maintenance packages for powered access equipment*

IAPS has also won UK parts distribution contracts with several OEMs including Genie, Hinowa, Omme Lift, Isoli, Youngman BoSS, Grove Manlift, Manitou and MEC. It has a sophisticated parts database which includes significant cross-referencing of parts that are common to several major manufacturers' machines, so that it can also supply parts for other brands. It also offers a wide range of after-market parts for lesser-known brands and obsolete machines, sourced directly from the component manufacturers.

"Our team of experienced access parts specialists, coupled with the sophisticated parts database, ensures IPS provides a high level of technical support to customers," he said. "This differentiates IPS from other companies that only offer a limited range of cheaply-priced components with little or no assistance to solve customer problems."

**Service and repair**

The Group's PSR (Platform Service & Repair) division has grown to 24 directly-employed mobile service engineers covering the entire

UK. Major repairs or refurbishments - carried out to three standards: bronze, silver and gold - can be carried out at its three workshops in Wishaw in Scotland, Telford, Shropshire and Upton, Cambridgeshire.

New this year is PSR's Plan & Protect range of affordable

aftercare packages which aim to provide peace of mind to owners of powered access platforms, including extended warranties, planned preventative maintenance, LOLER inspections and emergency breakdown support. The Service & LOLER package includes two complete machine services and mandatory LOLER inspections per year.

"There are no hidden extras - pricing is inclusive of all labour, travel time, mileage and consumables, along with replacement filters, the engineer's report and report of Thorough Examination," said

Shadbolt. "Service & LOLER Plus offers the same as the standard package but also includes emergency breakdown cover."

"Owners of used equipment refurbished to Gold Standard by PSR can also now purchase a one-year extended warranty for these machines, which again is



*PSR vans carry a wide range of parts to improve first fix rates*

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fully inclusive with no hidden extras and is transferrable if they sell the machine in the UK during the warranty period."

With its 24 mobile service engineers, PSR claims to offer a truly nationwide emergency breakdown service. As with IPS, this has led to partnerships with major manufacturers. For example, PSR is a Genie authorised service provider in the UK. It is also the approved warranty and service provider for all of the brands represented by IAPS group's platform sales division, APS, such as Hinowa, Isoli, MEC and Omme Lift. This close working relationship with the OEMs ensures that PSR's technicians have the appropriate product training and expertise.

"As independent provider of both parts and service, we are a one-stop shop for fleets," he said. "Having a single source solution for spare parts and service for all the brands of machines in your yard really streamlines this side of operations for hire companies. We make it easy for them and that's how we've grown our business."

"Independent parts and service providers have more flexibility and people trust us because we are not allied to one brand," said IAPS managing director Steve Couling.



*Allen and Krystina Freeman of Alfa Access Services*

"Over the years people have learned that IAPS gives excellent pricing and service and they can take out the significant hassle of sourcing and buying spare parts from a wide variety of different suppliers. We can analyse inventories from customers to see if they have the correct stock for the machines on their shelves resulting in them not holding inventories that aren't moving. No manufacturers are doing this - it is a unique service and it works."

**Alfa Access Services**

At almost the opposite end of the size scale is Nottinghamshire-based Alfa Access Services which has grown over the past few years from being a 'one man band' into a small but thriving independent service and parts provider. In early 2013 the company signed an exclusive service and support agreement

with spider lift manufacturer Teupen which was aiming to create a direct sales and service organisation in the UK and Ireland without the administration and cost of having a service department.

"The co-operation with Alfa Access Services is vital for the success of our business in the region," says Teupen UK & Ireland Sales Manager Craig Rooke. "Supporting existing and new customers with reliable spare parts availability and quick product support will be greatly enhanced by this new partnership."

"Alfa already had fantastic experience of Teupen products and following further in-depth training of their service engineers at the company's headquarters in Gronau it is ready to perform Teupen warranty and non-warranty workshop repairs when required."

For service engineers wanting to

carry out simple service work, Teupen's level one training is a basic 'find your way around the machine' together with electrical and hydraulic schematics. At the end of the training engineers are tested on a machine with various faults deliberately introduced. "This is a very useful training method which unfortunately is not done by many manufacturers," said Alfa's owner Allen Freeman.

Level two training is only available to the official service agent and goes into the fuzzy logic programming of the machine to change settings such as basket levelling, throttle settings and the remote control system. Accessing Teupen's previous fuzzy logic system needed a single code that could be input into all machines. However with the new system, each fully trained engineer has his own code which has to be entered into the machine when carrying out work. This code means that any work carried out on the platform is traceable to a single engineer.

Teupen claims that using Alfa has resulted in its service coverage being infinitely better than before.

"When I used to work for Teupen's UK dealer in 2007 there was just one engineer. Now we have seven, and plan to add more so that we can cover the country that much better," said Freeman. "However because of the limited numbers of Teupen machines in the UK we are only able to support this number of engineers because we service all types of platforms which allows us to offer all our customers a much better nationwide service."

A few months ago German-based sales, service and rental company Rothlehner also appointed Alfa Access Services to provide technical support, service and spare parts for its Denka Lift products in the UK. Rothlehner was Denka's top distributor for more than 25



*Alfa Access is expanding its network of engineers*



*Alfa Access Services has an exclusive service and support agreement with spider lift manufacturer Teupen*

years, before acquiring its assets and production rights in 2013. The company was also one of the first companies to establish an independent parts and service operation when it established Lift Manager in Germany which does much the same thing as IPS in the UK.

To kick off the new partnership Freeman and his team received training on Denka's trailer and narrow atrium lifts, as part of a service training session at Alfa's head office in Sutton-in-Ashfield.

"We appreciate Rothlechner's solid approach to regain the old strength of the brand," says Freeman. "With professional support and reliable parts service we will contribute to Denka hire fleet owner and end user's satisfaction in the UK."

Alfa now specialises in LOLER inspections and the repair and service of all types of powered access platforms from carrying out a Thorough Examinations to performing complicated repairs of bespoke work platform installation.

"Our customers range from small single machine owner/users to major blue chip facilities management companies. We provide solutions from one-off repairs to tailored service and maintenance agreements."

Freeman has plenty of experience, having been in the field service sector for 23 years and having worked on Teupen lifts with Ranger Equipment for two and a half years. He started Alfa in 2009, with just him and his wife Krystsina who runs the office. In the early days he did not have any fixed contracts with manufacturers and purely offered his services as a freelance fitter/

mechanic.

Alfa currently has seven mobile engineers covering the UK - and is in the final process of recruiting a few more - as well as the head office and workshop just outside Mansfield, and a major refurbishment facility in Peterborough (for carrying out full machine and boom strip downs and refurbishing slew rings on any machine).

"Although 70 to 80 percent of our work is currently out on the road and all of our engineers are based from home, we are currently looking for a larger facility to house both the head office and workshop in Mansfield. We currently stock around £15- 20,000 of fast moving parts, with the heavier, larger items being shipped overnight or next day delivery by the manufacturer or parts supplier direct to either our depots or customer."

Further expansion means recruiting more field service engineers.

"Unless there are exceptional circumstances we have decided to only employ service engineers with more than 10 years' experience. This can make recruiting difficult, but at least we know we are getting experience and that is critical in what we do. On top of this we provide our engineers with extensive specialist training."

Often the larger rental companies will augment their own field engineers with independents, particularly in areas that they are light and where the independent is strong. "For example we will do work for Lifterz in the Peterborough and Nottingham area for those reasons," he says. "All our service vans are fitted with LiveTrak - a



*Alfa will only employ service engineers with more than 10 years experience*

live, web-based individual tracking system that gives minute by minute updates on the position of all the vehicles allowing the most efficient fleet coverage."

"We will work on any type of equipment and have just won a contract in Liverpool to service Wumag truck mounts and another for Multitel tracked and truck mounts. There are certainly many manufacturers that have sold equipment in the UK that could not support them as they would wish, if they didn't use independent service companies such as Alfa."

"Before we commit to additional engineers we need an area to be busy for some time. However

hopefully in the not too distant future we will have engineers in Scotland, Liverpool, somewhere further south and the Birmingham area."

The message is clear - the independent parts and service companies - both large and small - provide the essential after-sales customer care that gives manufacturers the ability to fully support their products in a country. However, providing national coverage say for one manufacturer or rental company is really only possible when there is enough equipment. To reach this the smaller independents must look to cover a wide variety of products.



*Although 70 to 80 percent of Alfa's work is currently out on the road it is currently looking for larger facilities to house both the head office and workshop in Mansfield*

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# Vantastic!

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van mounts

Demand for the van mounted platform around the world is largely limited to Western Europe. The UK, France, Germany, Spain, Portugal, Scandinavia and Ireland are all countries where sales of van mounts are steady rather than growing. The largest market is almost certainly the UK - with France a close second - while recent developments may have a significant impact on the market. *Cranes & Access* investigates...



The number of 3.5 tonne vehicle mounted platforms in circulation has exploded over the past decade, driven by their increased capabilities, performance improvements and cost savings. However the single most significant factor in Europe has been due to changes to the standard car driving licences issued since 1997 - earlier in some countries - which has restricted those with a normal car licence to driving vehicles with a total all-up weight of 3.5 tonnes.

At the same time sales of van mounted platforms have been much steadier. The UK where around 600 or so van mounts are sold each year, has seen a considerable change in product mix. 10 years ago around 80 percent of van sales were made up of five and seven tonne models, but with the vast majority of car drivers under 40 limited to 3.5 tonnes, there has been a total about-face with 3.5 tonne vans now making up the vast majority of sales, not only due to the licence changes, but also in an effort to reduce running costs. The larger vans also have restricted maximum speeds which might also be a factor.

## Why a van mount?

The van mounted lift's main 'raison d'être' is that it provides both an aerial work platform and storage capacity which can double up as a mobile store/workshop/lockup - a fact not lost on users of 20 metre and above 3.5 tonne truck mounted lifts, who are unable to carry tools or equipment due to the lack of spare payload. For those not needing the higher working height, a van mounted platform is starting to look an attractive alternative.

The van mounted lift was originally created for street lighting contractors and telephone engineers to meet their specific requirement to carry equipment safely and then gain access to lights or poles. More recently other trades have adopted the van mounted lift, including CCTV installation and maintenance contractors and urban tree surgeons. Street lighting generally requires heights of up to 11 metres for town centre and amenity lighting, and 12.5 to 17 metres for lights along major roads and motorways. For CCTV applications 12 to 13 metres working height and five to six metres outreach will usually suffice.

A significant requirement in a van mount is spare payload/cargo capacity, allowing users to carry and store tools and materials both from prying eyes and inclement weather.

Decent cargo capacity is particularly difficult on the smaller 3.5 tonne GVW vans and is being further squeezed by increasingly heavy chassis, mostly due to changing engine legislation. The move from Euro 3 to Euro 6 engines has added close to 200kg to a typical chassis, so aerial lift manufacturers have had to work very hard using lightweight, high strength steels to save weight in order to leave as much as possible for payload.

It is interesting to note that in the *Cranes & Access* van mount feature of May 2008, one UK manufacturer said that 'there was no more potential for cutting further weight from the design of its 3.5 tonne van mounted lifts' following a 120kg increase in the weight of the Ford Transit chassis. However, a redesign resulted in a spare payload of 290kg just enough to be viable. With Euro 6 just around the corner, manufacturers have had to reduce weight by at least another 70kg or more, to keep cargo capacity in the region of 250 to 300kg. With today's modern LED street lighting units weighing more than 20kg, crews need enough capacity to be able to carry a days' supply of light fittings. UK van mounted market leader Versalift has dominated the market, since the demise of Gardner Denver in 2011, with between 60 and 80 percent market share. However there have been several interesting developments which may impact its market share in the years ahead.

## New player enters the market

Last month UK van mounted lift manufacturer Aldercote signed an exclusive supply agreement with UK equipment distributor APS (the

distribution arm of IAPS) to mount and distribute a new range of van mounted aerial work platforms. Until recently APS was focused on sales of self-propelled and spider lift sales and service, however the company has recently had success with sales of the Isoli 3.5 tonne truck mounted range, its first venture into vehicle mounted platforms.

## Aldercote launches its new range in October

At the end of August the company moved into a new three acre facility in Telford - double the size of its previous headquarters. The new facility also includes workshops and overhead cranes to facilitate the mounting and, assembly of vehicle mounted lifts. Another not insignificant factor is that IAPS



managing director Steve Couling was managing director of Versalift UK for more than 10 years and knows the sector as well, if not better than anyone. He joined IAPS in June 2014.

"IAPS is a dynamic group and we are always looking for a fresh challenge, growth and opportunities to increase revenues" says Couling. "Given my background, getting into van mounted platforms was really a no-brainer. We looked at all the potential manufacturers, their capabilities and designs and found a partner with the right products and designs that we could work with. I know the management at Aldercote really well and I don't think that they will mind me saying that their forte is innovative design and production, whereas IAPS is all about the commercial front end of the business. We don't want to be manufacturers but we are very good at taking a product to market and supporting it well. The agreement means that APS/IAPS is now the exclusive dealer for Aldercote van mounts in the UK, and while we can sell into Ireland it is not our main focus."

As well as the move into the new facility, IAPS is also recruiting staff for the new venture. "We have recently added a new experienced van production manager as well as additional production staff. Aldercote's latest designs are innovative and creative and they will supply easy to fit kits for us to install onto vans to produce for stock. The van mounted market is a reactive market and needs equipment quickly," adds Couling. "Aldercote's designs use high grade, lightweight steels which give the van the highest spare capacity payloads. We have one product on a traditional (heavier) rear wheel drive 3.5 tonne Ford Transit and

even allowing for driver, passenger and a full tank of fuel there is more than 300kg of spare payload. Other manufacturers use the front wheel version because it is lighter, however we think it has poorer performance and reliability. Another feature is that all emergency functions can be carried out from the ground or inside the vehicle without having to get onto the roof - again unique in the van mount sector. We believe we have a lot of features that the market will want and accept."

IAPS will concentrate on 12.5/13 metre lifts on a 3.5 tonne van chassis with three different ranges - the low cost/low sophistication Contractor, the extended outreach, moment sensing and CanBUS controlled Utility range and the all singing and dancing Performance range. There will also be the same three ranges available on a five tonne chassis with 14.5 metres working height.

Largest in the range will be 16 and 18 metre models also mounted on the five tonne chassis. These larger van mounts will go to more specialist contractors which have trained and fully licenced drivers. Demonstration vehicles for the whole range will be available later this month, with full production from October.

"We don't want to change the world, but will chip away and anything we get is additional revenue," says Couling. "The UK van mount market at the moment is about 500 to 550 units annually. There may be some small growth but it is a strong, healthy market and we just want a share of it. People buy from people and ultimately the market will decide where it wants to put its business, based on relationships, product quality, service and support."



Versalift has launched two van mounts including this 13.2m ETM36-F

**UK leader goes high tensile**

Versalift UK has dominated the UK market for many years and has built its reputation on solid, well-engineered products with good backup and support. Several new products have been launched recently, including two van mounts - the 13.2 metre ETM36-F and 14.3 metre ETM38-F. The ETM36-F has 7.3 metres of outreach and can be mounted on the 3.5 tonne Ford Transit, the five tonne Mercedes Sprinter, the 5.2 tonne and seven tonne Iveco Daily.

"On the 3.5 tonne Ford Transit ETM36-F we have 210kg of payload after driver, passenger and fuel even though the Transit was 70kg heavier than the old model," said Andy

Bray, sales director of Versalift UK. "This increase in payload has been achieved by using a higher tensile steel main frame and redesigning the pedestal, main frame and turret and by taking weight out the new knuckle which has zero tail swing within the jacks."

"This is the last Versalift on a 3.5 tonne van which will look like this. The Euro 6 engine due next year adds a further 40kg to the chassis weight, so we have a new lightweight design - the ETL36-F - which uses an aluminium main boom and a different fly boom saving a further 70kg. Because the GVW is critical we weigh each vehicle before it leaves the facility to ensure it is well within the weight limit - and this takes into account



The UK is the largest van mounted market closely followed by France



Versalift 14.3 m ETM38-F



The busy Versalift UK facility



Market leader Versalift UK has about 4,000 platforms in the UK

the various options the customer can specify, such as plywood lining, racking and Chapter 8 compliance (beacons, reflective strips etc)."

The other new van mount is the 14.3 metre, 7.3 metre outreach ETM38-F mounted on chassis from the 4.7 tonne Jumbo Ford Transit to the seven tonne Iveco Daily 70C - there is still a demand

for the larger chassis platforms. This year Versalift has sold 15 new seven tonne the LAT160F on Iveco Dailys which have more than two tonnes payload. These are being used for central reservation lighting work on motorways, fitted with a variety of options including rotation interlocks which stop slewing into oncoming traffic. All these products

are available with the optional twin joystick controls.

"The ET36 and ET38 models were launched over 20 years ago and are almost industry benchmark machines. We have around 4,000 machines in the UK, most are mounted on vans but also other chassis such as the Mercedes Unimog - we are just building a

Unimog-based VST 5000 the first Euro 6 Unimog in Europe," he said. "The past two years has been difficult because gaining Vehicle Type approval has meant jumping through even more legislative hoops resulting in several design changes with the new Euro 6 chassis." "Although European Type approval was set up to give consistency,

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AERIAL PLATFORMS



France Elevateur's 17 metre working height, 8.5 metre outreach bi-energy 172 TPF van mount

several countries such as the UK have their own take on the regulations. We have National Small Series (NSS) or Individual Vehicle Approval (IVA) as well as European Whole Vehicle type approval. NSS and IVA are different takes on the same legislation which results in products that vary but can also conform. One example of this is the rear step with in-built lights - required under NSS but not IVA!" Versalift's European head office in Denmark also produces truck mounted platforms including the new 24 metre articulated VTX-240 with 12.5 metres outreach. Which is arousing interest all over Europe. In the UK a Versalift survey of truck mounted users highlighted how price sensitive the market is. "It showed that 250kg platform capacity is more than enough on these machines", says Bray. "Keep

it simple and keep it to a price is what the majority of users want. One reason for Versalift's success has been the quality of after-sales support, and this may well be a deciding factor for new products, such as the 24m VTX-240. We are also exploring other opportunities to further develop the business."

**France Elevateur**

With 100 to 200 units less than the UK, France is probably the second largest market in Europe for van mounted lifts. One manufacturer finding success on both sides of the Channel is France Elevateur, distributed in the UK by Utility Equipment and Scott McCall.

"This year the interest in the UK spec France Elevateur van mounts has been about two or three times that of truck mounts," says McCall. "We have built 22 van mounts over the past three months so we are making nice inroads into the market. It is a fairly consistent market with spikes when one of the major customers, such as BT or SSE places orders for 60 to 120 units or more. What is creating a lot of activity at the moment is the fleet replacement for PFI street lighting contracts. The traditional markets still account for about 90 percent of the market however we are seeing interest in van mounts from companies currently using 20 to 22 metre 3.5 tonne truck mounts which do not need so much working height, but would prefer to carry their materials, equipment and tools."

Because of the additional installation time required for the van mount, the cost of a 20 metre truck and 13 metre van mount is similar. Some larger van models are equipped



France Elevateur's clear inside view



The Socage forSte 12VT is a 12 metre working height van mount with 7.5 metres of outreach with 120kg in the basket



An Easy Lift van mount at APEX



A frame stabiliser



An Ascendant Access van at Vetikal Days

with tow bars which helps reduce the need of a second vehicle on a contract. The four to five tonne vans can tow a very useful three tonnes, which means electricity companies can tow cable reels, compressors or generators and this opens up a different way of working with just

one vehicle. The new 3.5 tonne France Elevateur van mounts claim to have a 400kg payload after the driver, passenger and full tank of fuel, more than enough for a day's work for most street lighting applications.. One of the immediately noticeable



Italian manufacturer Comet uses a bridge turret frame on its 3.5 tonne van giving a clear central storage area

features of the France Elevateur van is the cut away rear with the basket within the length of the vehicle. This has several advantages including reducing the overall length of the vehicle making it easier to drive and reducing the risk of damaging the basket when reversing. Another feature is the pedestal, mounted behind the bulkhead, leaving a clear area in the middle of the van to store materials. When using the front

wheel drive Renault and Vauxhall vans, the front is lighter, and the floor is lower to the ground thanks to the absence of a prop shaft. "The cost of replacing baskets is considerable says McCall. "One customer said a van can regularly go through three baskets during its life a cost of around £10,000. This is almost totally removed with this design. With side access to the basket it also improves safety which



**C&a**

France Elevateur 142TPF from Utility Equipment

for local authority users is a major factor when looking at a vehicle mounted platform."

Italian manufacturer Comet has also done away with the central pedestal all together by using a bridge turret frame of its 3.5 tonne van giving a clear central storage area. The Comet 14/2/8 HQ Jib has a telescopic boom with articulating jib giving 14 metres working height and eight metres of outreach with

**van mounts**



Versalift LAT-160-F

200kg in the basket throughout the full working envelope.

Another Italian van mount is the Socage forSte 12VT - a 12 metre working height van mount with 7.5 metres of outreach with 120kg in the basket.

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*Ascendant Access has a new telescopic boom and rotating jib van mount due next year*

rental companies and end users buying our products in good numbers.” Ascendant will produce about 100 van mounts this year - mainly its 12.5 metre VM12.5 which has an unrestricted platform capacity of 230kg and a 250kg payload. The unit uses full hydraulic controls. All serviceable items are accessible from the ground, eliminating the need to climb on the roof. A new 12.5 metre telescopic boom version - the TJ12.5VM - will be available next year with rotating jib. Maximum outreach is 7.7 metres and GVW is three tonnes.

“The company is heading in the right direction and we are a significant player in the van and truck mounted sector particularly with utilities and rental companies,” says Dean.

Another company in the UK van mounted mix is Italian manufacturer GSR which produces three ranges including up to 17 metres, includes a 12.5 metre hybrid launched a few years ago. Although the hybrid has all the usual advantages - a reduction in noise, emissions and fuel savings - the take-up has generally been slower than anticipated. The GSR range is sold and serviced in the UK by Skyking, which at one time also mounted the GSR booms to locally sourced vans, but now imports them as complete units.

**UK access company**

UK based Ascendant Access is also very busy at the moment, producing roughly equal numbers of van and truck mounted lifts - around 200 a year in total. Ascendant is having to fight with one arm tied behind its back, following its acquisition and subsequent connections with rental company Facelift. This has resulted in a reluctance of some larger rental companies to do business with the company.

“Our largest truck mounted customer - Nationwide - will no longer buy from us,” says Steve Dean. “It has been hard for us but we are now seeing the smaller



*Skyking E140TVJ on a Mercedes chassis*



*Versalift ETM38-F*



*Ascendant's most popular van mount is the VM12.5*



*Skyking's 14m E140TVJ has up to 8.5m outreach*



*Versalift LAT135H emergency controls*



*Skyking GSR Hybrid 125RA*

**Alternatives**

With more users requiring increased cargo capacity/payload, while not needing 20 metres of working height, there is a definite trend towards smaller truck mounts with 11 to 13 metre working heights. Truck mounts are also cheaper than van mounts with similar working heights. For example the 11 metre France Elevateur Topy 11 mounted on a 3.5 tonne chassis offers 5.5 metres of outreach,



*The France Elevateur Topy has 11 metres working height and can carry up to 500kg. This is the electric eco version with solar panels to help recharge the battery.*

without outriggers/stabilisers and has lockable paniers capable of carrying tools and equipment up to 500kg. Skyking also offers an 11.6 metre truck mount with significant payload.

**Conclusion**

It will be interesting to see what impact the Aldercote/IAPS deal has on the UK market. The manufacturer most likely to suffer is market leader Versalift although it has very strong ties with customers, and it might be that the additional activity simply expands the market, rather than splitting it. It won't be plain sailing for IAPS either, as there are many very well established marques that have been working hard in the UK building up relationships over many years. However if the Aldercote product is as good as IAPS think it is, it may take a sizeable chunk of the market over the coming years. Interesting times ahead for van mounts.

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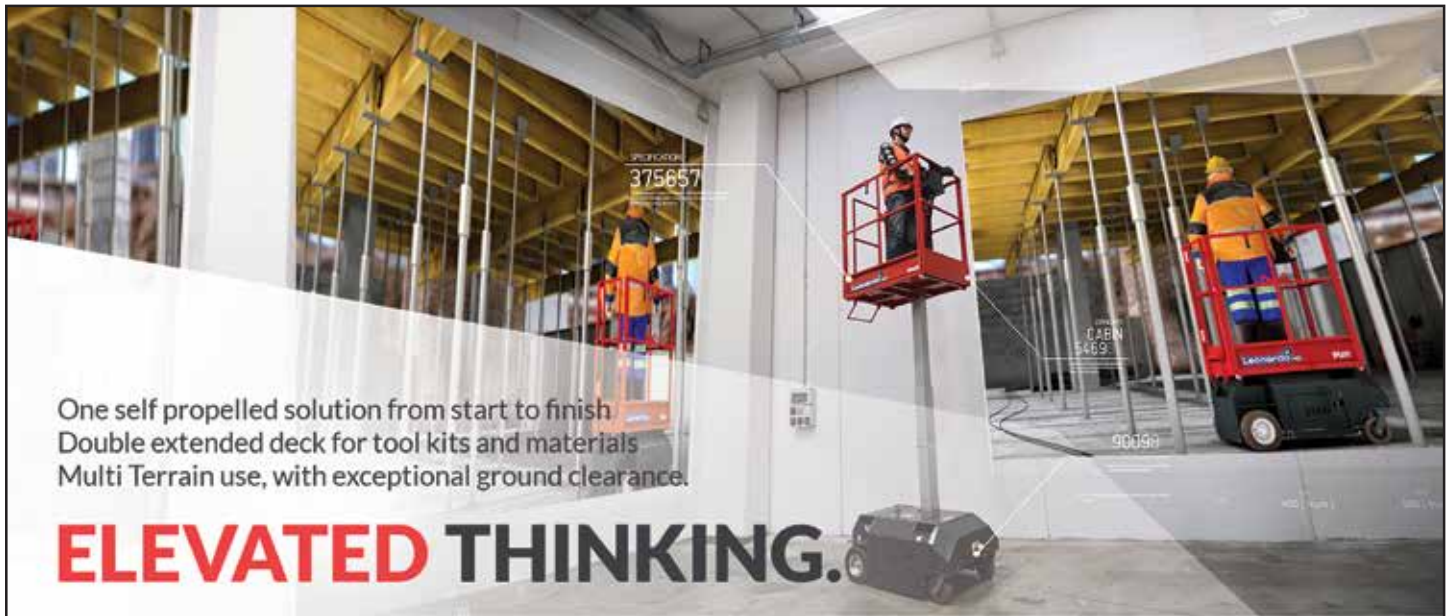
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# Reaching the impossible

A completely new building has emerged alongside the Jardin d'Acclimatation on the edge of the Bois de Boulogne in the 16th arrondissement of Paris. The building, a new museum of modern art paid for and sponsored by the Louis Vuitton Foundation, is run as a separate not for profit entity. It was completed last October, with the exhibits being added throughout the year.

Architect Frank Gehry clearly gave little consideration to the problem of cleaning or maintenance of the 3,584 laminated curved glass panels - every one of them unique - that form the roof, and more than 19,000 fibre-reinforced concrete panels that make up the façade. However, by the time the design was completed detailed consideration had been given to work at height equipment in the 11 galleries and terraces. The Foundation worked closely with spider lift manufacturer TCA to find a solution to the access challenges in the 4,000 square metre two storey structure.

The manufacturer began with its standard 33 metre Falcon F330Z heavy duty articulated spider lift, from which developed three

very special units, one of which is visually close to the standard model. This unit works from the open areas on the walkways that are suspended over the many waterways that run through the building. It has also been designed to travel in the pools and work from them. In order to do this the track mechanism has been modified, both to sustain long periods of submersion, but also with the use of special environmentally-friendly marine lubricants, bearings and filters. The building has a gold standard rating for sustainability - achieving the 'Très Performant' classification within its Haute Qualité Environnementale (HQE) certification - so being clean and non-polluting was absolutely essential.

The other two platforms have a

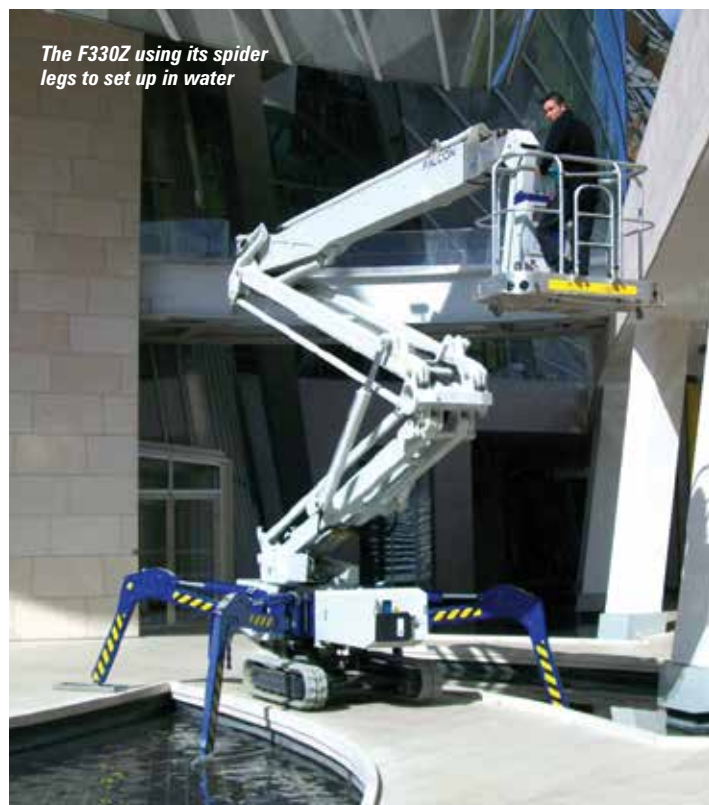


Two machines have heavy beam and jack outriggers tied into the floor

specially designed chassis, with heavy beam and jack outriggers replacing the standard spider legs. The reason for the design is that some areas of the building require more outreach than is possible from the maximum working footprint or maximum overall weight permitted within those parts of the building. So a number of special 'tie-down' points have been designed and built into the floor. The machine then positions itself over those points and the outrigger feet are attached to the tie-down points, allowing the boom to

telescope out to its full extent with the capacity required. In order to achieve this the beams are designed to take forces in both vertical planes, while normal beam and jack outriggers are only designed to accept a downward force.

In addition to the special chassis designs of these two units, they were 'built into' the building and have their own storage rooms on the terraces/gallery levels from which they are used. No plans have been developed for a way to remove them.



The F330Z using its spider legs to set up in water



Nearly 3,600 laminated curved glass panels need to be cleaned and maintained

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Brookes fell from an unsecured ladder while unloading a generator from a flatbed truck



## Fatal loading fall costs £238,030

UK transport company David Watson Transport has been fined £150,000 plus costs of £88,030 after one of its drivers died following a fall in 2012. Keith Brookes, 59, fell three metres from an unsecured ladder while unloading a generator from the back of a flatbed truck at the Hertfordshire Golf and Country Club. He sustained extensive brain damage, a broken cheekbone, collarbone and ribs and was in a coma for four months after slipping while attempting to attach a hook and chain to the eyebolt of the generator. He died two years later, having never recovered from his injuries.

Crown court judge Jonathan Carroll said: "There was no effective plan, only an exercise in ensuring the papers were in place. The total absence of supervision in my view also significantly contributed to a dangerous state of affairs and the death of Mr Brooke."

HSE Inspector Sandra Dias, added: "The risks of falling from height during unloading lorries is well known. David Watson Transport's failure to adequately plan working at height and provide adequate supervision resulted in horrific injuries from which Mr Brookes never recovered."

## Rotten equipment causes death

Scottish scaffold company Extra Access has been fined £40,000 after James Baillie, 53, fell six metres to his death, when a scaffold platform failed while he was working on a two storey property in Thorntonhall, South Lanarkshire in September 2011. Upon inspection, the platform was found to have suffered from excessive decay.

HSE inspector Graeme McMinn, said: "Mr Baillie's tragic death could have been avoided if Extra Access had ensured the scaffold tower platform was properly inspected and maintained or taken out of service. There is no excuse for allowing the use of components that were in such a poor condition."

James Baillie succumbed to his injuries after falling through a rotten scaffold tower deck



## Exiting the platform proves costly

UK glazing specialist London Fenestration Trades and contractor Sir Robert McAlpine have each been fined £200,000 plus costs of £17,790 after a man fell to his death while working on the glass façade of a Debenhams store in Exeter, Devon.

Philip Evans and another man employed by London Fenestration were carrying out repair works to the glass façade above an entrance to the store on the 9th November 2011. They were using a boom lift to reach the work area, but Evans was obliged to climb out of the platform to attach the lower fixings of the panel, while his colleague fitted the top ones from the boom lift.

While carrying out the work Evans walked along the canopy and fell through an opening, dropping over four metres to the ground below. The opening had been created after a pane of glass was removed on a previous repair job and had not been replaced. Evans was seriously injured and died in hospital. An HSE investigation found that a single platform was inadequate for the work and that the glass canopy was not a safe working platform. It was also clear that neither of the two men should have left the safety of the boom lift.

HSE inspector Jonathan Harris said: "The risks associated with work at height are very well known and recognised in readily available guidance. Planning and effective coordination between contractors is a requirement of the relevant safety regulations."

A single platform was clearly inadequate for this job



## Fined for dropped load

Principle contractor Balfour Beatty Regional Construction has been fined £22,000 plus costs of £16,089 after a worker was injured by falling sound bloc boards being lifted by a crane in Branksome, Poole.

The load of 15 sound boards, weighing approximately 550kg, was being lifted from the fourth floor of an apartment block under construction when it snagged on scaffolding, causing the load to fall out of its lifting slings. A man was struck by the falling boards and was knocked unconscious, suffering a broken leg and fractured ribs.

## Who trained them then?

Spotted in Italy, a man demolishing a building using a mini-excavator fitted with a hydraulic drill which has been lifted to a height of five metres by a 360 degree Manitou telehandler.



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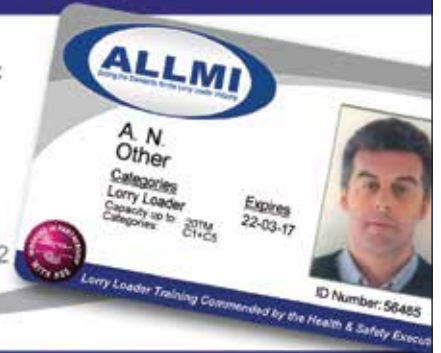
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## IPAF calculates injury rate

IPAF has issued an update to its fatal injury rate calculation using the latest available data. As one might expect, it confirms that aerial work platforms are one of the safest ways to work at height. The new data includes IPAF's accident data released for 2014, which indicates that, although the total access rental fleet has increased in size, the fatal injury rate has fallen.

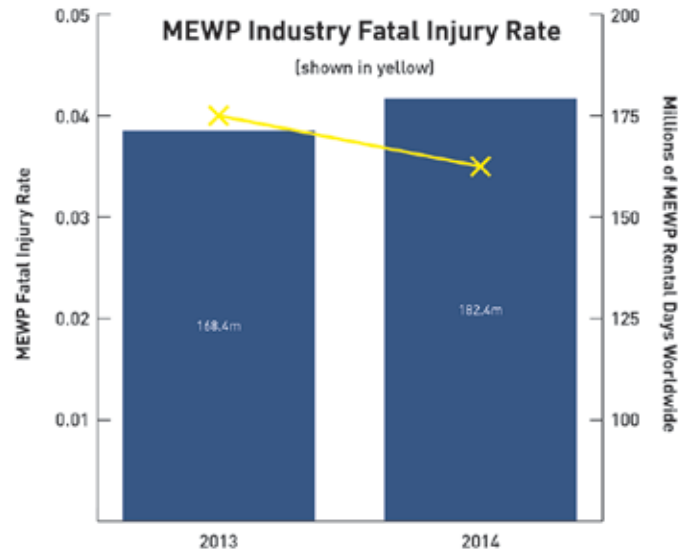
Based on the estimated rental fleet size, the average utilisation rate and the average days worked per year, the number of rental days in 2013 was estimated at 168.4 million worldwide. When cross referenced with the 68 fatal accidents reported to IPAF that year, the federation has calculated the fatality rate at 0.040 per 100,000 days. In 2014, although the number of rented machines operated increased to 182.4 million, the number of fatalities fell to 64, providing a fatal injury rate of 0.035. IPAF technical & safety executive Chris Wraith said: "Comparing fatalities across the whole industry with the total fleet size will most probably bring down the fatal injury rate, so IPAF is currently taking a more conservative approach to the question, how safe are aerial work platforms, and this is an initial

attempt to measure and quantify their safety."

Comparison of IPAF's fatal injury rate with other working at height fatalities published in France, Singapore, the UK and the US, also revealed that aerial work platforms were the safest way to work at height. In the US for example, the fatal aerial work platform injury rate per 100,000 was 0.03, while falls from height for equipment other than aerial work platforms was 0.4 per 100,000. Overall in the US, the fatal injury rate per 100,000 due to fatalities of any kind at work was 3.27. IPAF's fatal injury rate was also reviewed against other relevant industry sectors, however, the research found little commonality between industries in the way that fatalities are reported or tracked.

## IPAF's accident project

Launched in 2012, IPAF's accident reporting project is gradually creating a comprehensive record of known accidents. Newly released figures show that 64 fatalities involving an aerial work platform were reported to the federation in 2014, while the rental market reports also estimate the worldwide access rental fleet at more than 1.1 million.



Source: www.ipaf.org

Latest statistics show a slight decline in fatal aerial work platform related incidents.

The 2014 accident figures show a small decrease from those recorded in 2013, which have been re-adjusted upwards in the light of new information to show 68 fatalities involving an aerial work platform in 2013. This gives a fatal injury rate of 0.035 in 2014 compared to 0.040 in 2013. Analysis of the 2014 data also reveals that falls from height and overturns remain the two main causes of fatal accidents.

The accident data gathered enables IPAF to improve the content of

training programmes, to develop technical guidance, to target specific high-risk professions or activities, and to provide research findings used to influence standards.

All manufacturers, rental companies, contractors and users are encouraged to report all worldwide accidents - not just fatal and serious ones - at: [www.ipaf.org/accident](http://www.ipaf.org/accident). This information will then be used to make the powered access industry even safer than it is today.

## Securing the future

IPAF's access rental conference Europlatform will be held on 7th October at the Copenhagen Admiral Hotel in Copenhagen, Denmark.



Kiloutou chief executive Xavier du Boÿs

With the theme 'Securing the Future', confirmed speakers include Kiloutou chief executive Xavier du Boÿs, Dinolift managing director Petri Paavolainen and Søren Olesen of Danilift who will provide a talk on the truck mounted market in the Nordic region. Other speakers are: Karel Huijser, general manager and VP EAME, JLG; Nick Selley, group

business development director, AFI; and Dino Leistenschneider, executive VP - Sourcing and Fleet Management, Ramirent.

The conference will be preceded by an evening networking reception at the Carlsberg museum on 6th October. For more details on the event, the venue or to register, visit: [www.europlatform.info](http://www.europlatform.info)

**Note:** Following the tragic death of two men using a crane suspended man basket in Limerick, Ireland last month, it is worth reminding of IPAF guidance on the use of personal fall protection equipment - Critically anyone working from a mobile platform over water should not wear a harness and attached lanyard - unless specific risk assessment suggests otherwise. A full guide of when and when not to use personal fall protection equipment can be found on the IPAF website: [www.ipaf.org/en/publications/personal-fall-protection/](http://www.ipaf.org/en/publications/personal-fall-protection/)

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## PASMA Tower Week

PASMA has announced that its annual UK Tower Safety Week will run from November 2nd to the 6th.

Throughout the week, PASMA members will host a series of events and activities across the country designed to showcase the safety features, versatility and productivity of mobile access towers. The campaign will also highlight the need to only use towers that comply fully with EN 1004 - the European standard that specifies the minimum safety requirements and design criteria for mobile access towers. It will also focus on PAS 250, the PASMA sponsored publicly available specification for low level access equipment such as podiums and pulpits, which is set to become the

industry standard in 2016. Head of operations, communication and innovation Maarten De Vries, said: "Not only does National Tower Week promote towers, share knowledge and stimulate best practice, it creates a focus for ideas, the exchange of information and the development of height safety in general. This year's Tower Week will be the most innovative and informative event ever, with a number of new and exciting features included. It will deliver practical knowledge and advice, and have something for anyone involved - either directly or indirectly - with working at height."

## Marketing appointment

The association has appointed Gary Chudleigh as its new marketing & communications officer, reporting to head of operations, communication and innovation, Maarten de Vries.



Gary Chudleigh

He joins the team from Glasgow-based renewable energy and electrical contracting company Campbell & Kennedy, where he was employed as a marketing executive since 2012. Chudleigh is a graduate of Glasgow Caledonian University with a degree in media communications and also holds a

CSCS card in health and safety. Talking of the new appointment de Vries said: "Gary's experience and expertise will prove invaluable to the association. His creative skills and knowledge of social media will be particularly beneficial as we seek to strengthen communication, not only with members, but with the wider work at height community. And not just here in the UK, but increasingly overseas as the association continues its international expansion."

Chudleigh added: "As someone committed to health and safety I very much look forward to helping PASMA advance its height safety agenda. There is nothing more important than keeping people safe in the workplace."

## Ringling the changes

As reported at the Annual Members' Meeting (AMM), member services supervisor, Karen O'Neill, has now taken over responsibility for managing the training scheme audit and the



Karen O'Neill



Christine Williamson

instructor training scheme from Stuart Hopkins, in advance of his retirement next year. Christine Williamson is now also responsible for membership recruitment, retention and international support, as well as continuing with her accounts support role.

## Towers on Stairs

As its name implies, Towers on Stairs is a one-day PASMA training course for those who may need to set up and use towers on staircases.

Comprising both theory and practical training, the course covers current legislation, regulations and guidance affecting working at height with towers, the PASMA code of practice and product standards EN 1004:2004 and BS 1139 Part 6. It also involves training in assembling, altering and dismantling towers, the inspection of completed access towers and the formal recording of those inspections, as well as the particular hazards affecting the use of towers on stairs.

Each delegate receives a course content/notes booklet, together with a current PASMA code of practice. Delegates must already hold a current Towers for Users PhotoCard and have a good working knowledge of working at height before taking this course.



PASMA is offering a one-day training course for personnel using towers on stairs

## New IT officer

PASMA has appointed Michael Burns as its new IT support officer, who joins the organisation from IT specialists TEKsystems, where he was employed as a support analyst. Burns said: "I very much look forward to working with my colleagues in Glasgow and, of course, ensuring that members receive the highest levels of service and support."



Michael Burns



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# NASC achieves apprentice challenge

NASC president Kevin Ward has achieved his goal of creating 400 scaffolding apprentices



NASC president Kevin Ward has achieved his goal of creating 400 scaffolding apprentices during his two year tenure. The 'New Apprenticeship Challenge' was launched following Ward's inauguration as president in November 2013. For every new apprentice, NASC members have also donated £100 to the Teenage Cancer Trust charity.

Ward, who started out as a



**c&a** CISRS/NASC focus

scaffolding apprentice, said: "I am absolutely thrilled that we have reached the goal of 400 new scaffolding apprenticeships, and earlier than anticipated too. Apprenticeships are the lifeblood of the industry and I am pleased that member companies are doing their bit to fill the skills gap in the construction industry, whilst

also raising much needed funds through the challenge's sponsors for Teenage Cancer Trust, a great cause close to my own heart."

Official apprenticeship numbers, along with the total donations raised for the Teenage Cancer Trust charity, will be announced at the confederation's AGM in Leeds in November.



NASC supplier members are independently audited for the supply of scaffold products to the industry

## Code of practice for scaffold products

NASC's code of practice product compliance list, documenting compliant scaffold products currently supplied by audited NASC hire/sale members, has been updated.

Originally introduced in 2007 for system scaffolds, the code of practice has since been expanded to incorporate EN39 tube, EN74-1 couplers, BS2482 timber board and aluminium beams. TG20 compliant unit transoms and high tensile 3.2mm tubes are also scheduled to be added in 2016.

NASC managing director, Robin James said: "The rationale behind the NASC code of practice audit was to introduce a level of compliance that supplier members should adhere to, with the audit covering quality systems and procedures, product testing, raw material and components and process control, where appropriate relevant BS, EN & ISO standards are utilised."

Audits are specific to new products entering the UK and are carried out by a third party consultancy company QSI. To view a list of compliant system scaffolding products currently supplied by audited NASC hire/sale members visit: [www.nasc.org.uk](http://www.nasc.org.uk)

## New CISRS logos unveiled

CISRS has modernised its branding by unveiling a new range of logos which utilise the company's orange, black and white colours. The new logos will initially be forwarded to CISRS training providers before being rolled out throughout the rest of the year, with a view to complete integration in early 2016.

One of the three newly designed CISRS logos



## NASC apprentice success

NASC member company apprentices performed well at the Construction Industry Training Board NCC Apprentice Awards 2015.

Sean McDonald of Interserve Industrial Services and Daniel Sinclair of Cape Industrial Services were both nominated for the Year 2 award at the NCC Scotland Apprentice Awards at Inchinnan, while Stuart Wardell won the Year 1 award for Seabro and Spencer Stewart won the Year 2 award for Lyndon Scaffolding at the NCC South and London event. Billy Summers of Trad Scaffolding and Charlie Paxton of Lyndon Scaffolding were also both nominated for the Year 2 award.

Member success continued at the NCC Midlands event in Birmingham, where the Year 2 award and the overall Apprentice of the Year award went to Matthew Hutton of Oxford Spires Scaffolding. Jim Watkins of Malvern Scaffolding was nominated for the Year 1 award and Shaun Baker of Oxford Spires Scaffolding was nominated for the Year 2 award. The final round at NCC East, Bircham Newton saw Kevin Lynn of Cape Industrial Services win the Year 2 award and Wayne O'Dell of RBS Scaffolding receive a nomination for the Year 2 award. Cian Woods of M.R. Scaffolding (Anglia) was also nominated for an Essential Skills award.



NASC member company apprentices at the Construction Industry Training Board NCC Apprentice Awards

## CISRS Part 1 now active

All delegates attending a CISRS Part 1 scaffold training course must now have held a valid CISRS trainee scaffolder or labourer card for a minimum of six months. Until now delegates were not required to provide a copy of a valid CISRS card, simply needing a minimum of six months on-site experience as a trainee scaffolder or labourer, working under the direct supervision of a qualified scaffolder.

CISRS scheme manager Dave Mosley, said: "We have contacted approved training providers and the NASC membership directly and have advertised the changes extensively in the trade press over the last six months, giving people plenty of time to get prepared. The on-going CISRS standardisation programme has highlighted this loophole."

For details about becoming an NASC member, or to find out more about the NASC

please visit: [www.nasc.org.uk](http://www.nasc.org.uk) or email: [enquiries@nasc.org.uk](mailto:enquiries@nasc.org.uk). For more information on CISRS please visit: [www.cisrs.org.uk](http://www.cisrs.org.uk).



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# Instructor CPD events - review

ALLMI's recent Continuing Professional Development (CPD) events for instructors have proved highly successful, with impressive attendance and stimulating debate at each of the regional meetings.

ALLMI technical director, Alan Johnson, said: "First and foremost, the events more than served their purpose in terms of updating and refreshing instructors on important training issues, all of which were identified as a result of analysing instructor audits over the past 12 months. In addition we came away with valuable feedback on the ALLMI scheme, which will be carefully considered as part of the ALLMI training scheme review, a project for which the initial 'consultation phase' is fast approaching."

Looking forward, the Continuing Professional Development events are likely to be held on a regular basis.



ALLMI's Alan Johnson presenting at a CPD event in Reading

## Crane supervisor course dates

Demand for ALLMI's crane supervisor training during the first half of this year increased by almost 200 percent compared to the same period in 2014. The association has therefore released a series of new course dates for the coming months, all of which will take place in Alfreton, Derbyshire.

• 21st - 22nd October • 16th - 17th November

For more information and details on the crane supervisor course content, contact the ALLMI office or visit: [www.allmi.com](http://www.allmi.com)

## Membership event update

The ALLMI Membership Event 2015 is set to take place at the Forest of Arden Marriott Hotel & Country Club in Meriden on October 7th, and with just a few weeks to go momentum is rapidly building.

ALLMI chief executive Tom Wakefield said: "The uptake amongst members has been fantastic and there is genuine excitement and interest in what will be the largest gathering of lorry loader industry professionals this year. Places are limited, so we would urge anyone wanting to attend to contact us as soon as possible in order to book their spot."

The event will include:

- Lunch for all delegates.
- A meeting for manufacturers, service companies and ancillary equipment suppliers.
- A meeting for lorry loader fleet owners.
- A meeting break-out session, which will see the formation of discussion/work groups.
- A presentation on the activities of the Lighthouse Club charity, to be delivered by the organisation's chief executive Bill Hill.
- Pre-dinner drinks followed by a three course dinner.
- Fundraising activities, with proceeds going to the Lighthouse Club.
- Live music and a set from stand-up comedian, Jed Stone.
- A wide range of complimentary ALLMI giveaways for all overnight delegates.
- An opportunity on October 8th to take in a round of golf on one of the region's leading courses.

The ALLMI membership event 2015 will be held at the Forest of Arden Marriott Hotel on 7th October



## Free guidance material

ALLMI has a range of guidance material and calculator tools which are freely available to all those in the lorry loader industry, either via its website or by contacting the association directly. These include:

- 'Safe Use of Remote Controls' campaign material
- 'Pre-Operational Checks' campaign material
- Guidance information for sites - concerning lorry loader documentation and stabiliser deployment.
- Pad size calculator tool - which assists users in determining minimum stabiliser foot / pad size requirements.
- ALLMI/CPA best practice guide for the safe use of lorry loaders - designed to assist companies in complying with the requirements of BS7121 Part 4.
- Pan-industry good practice guidance on ground conditions and operator competence.
- ALLMI TV - an area of the ALLMI website containing a range of safety videos.

Further guidance documents and calculator tools are freely available on a member only basis - for more information, contact the ALLMI office or visit: [www.allmi.com](http://www.allmi.com).



ALLMI's material on safe use of remote controls.

## New-look e-newsletter released

ALLMI recently released its new-look quarterly e-mail newsletter, designed to keep lorry loader professionals up to speed on industry issues. If you would like to be added to the mailing list, contact the association.

ALLMI's new-look e-newsletter



## BS7121 Part 1 - comments window closes

Further to its release as a draft for public comment in July, the period for feedback on the revised version of 'BS7121 Code of Practice for the Safe Use of Cranes - Part 1: General' has closed. Following input from its members, ALLMI has submitted a uniform response on behalf of the Association and, as part of its role on BSI committee, MHE/3/11, will participate in a two-day meeting scheduled for September, the purpose of which is to review and discuss all feedback, with the aim of then publishing the Standard in quarter four of 2015.



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(HSE)



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### Oliver Auston

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# Kobelco 7250S

The Kobelco 7250S is a 250 tonne hydraulic crawler crane which sits at the top of the company's range of medium-sized crawler cranes. In tower configuration it has a maximum system height of almost 116 metres. This is a 1:50 scale model is made by Tonkin Replicas.

The model is very well presented, as in addition to the detailed assembly manual there are two brochures about the real crane. One is a general marketing brochure about the Kobelco full line, and the other has load charts for the 7250S.

Assembly is reasonably straightforward and in full tower configuration this is a big model being around 1.8 metres tall. It is stable with the boom at a steep angle but it cannot support it horizontally and there is not enough rope on the drums to pose it that way in any case.

The detail level is very good. The realistic metal tracks are detachable and can be used as transport loads. The cab has mirrors and a protection guard and there are tiny graphics which add to an authentic look.

The gantry mast is modelled well as it folds flat locked in place with transport clamps, and it can be bolted into the erected position. The boom and jib sections are metal and they have mesh walkways, with tiny graphics on some parts. They are straight and the sections are secured together with black nuts and bolts. There is internal bracing, and the sheaves are all metal.

The rope guys have plastic connectors which are bolted together, so they look good and the equaliser resolves any mismatches in length on the main boom.

The model can be configured in many ways but it looks best in tower mode. The luffing jib assembly works well, and it can be fully lowered into a position where it can be clipped to the boom.

Three hooks are supplied; a headache ball, a 35 tonne block, and a 70 tonne block, and a beam load is provided to help tension the ropes when the model is rigged with the two hook blocks.

This model maintains the high standard of detail that Tonkin has previously put into its Kobelco crawler crane models. It makes a great display model, but a few aspects of the functionality are limited. However it is flexible in configuration and overall it is a very good model.

It is anticipated to cost around €400 from dealers when it becomes available in September.

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

## Cranes Ect Model Rating

Packaging (max 10)	9
Detail (max 30)	28
Features (max 20)	16
Quality (max 25)	20
Price (max 15)	11
Overall (max 100)	84%



Maximum configuration



The parts make good loads



Detailed cab and superstructure body



Tower with luffing jib clipped out of service

Rigged with boom only

## Readers

## Letters



Last month's comment regarding the need to bring new blood into the industry and employing more apprentices struck a chord with many of you as you can see from some of the responses.

**Dear Leigh,**

Thank you for the C&A comment article, it was good to see it in print especially after our conversation at the recent Nifty event. We now have four apprentices, three of whom we have sent to the CITB training centre at Bircham Newton, Norfolk. They are all proving to be motivated and keen to get on with the job and don't mind getting their hands dirty.

It is interesting to note that a number of the major players, A-plant and Nationwide booked up much of the availability at this training centre earlier in the year.

Let's hope our industry starts to introduce new blood, we need it going forward.

**Chris Caney**

**Dear Mark,**

After reading your latest editorial I just had to send you a quick note. Nicely done! I think you hit the nail squarely on the head as I too am questioning "what the heck is going on here?" Don't get me wrong, I am "All In" on Operator Training but I truly believe that "the train has somehow and inadvertently left the track". Simply stated, something is wrong! Is it the fact that most Training done decades ago was headed by "Factory Trained Personnel"? Is it the fact that the "Trainer" KNEW the product? Is it the fact that, since there is simply NO UNIT or MODEL STANDARDIZATION, each "Training Session" was tailor written to the need? Sorry to say, those days are NOW in the past and what you have now UN-Accredited and UN-Knowledgeable people posing as Trainers that can't answer knowledgeably when asked unit and/or model specific operation questions. Is THIS the problem? Is the problem that a Barber carries MORE Credentials to do a "Bowl Cut" than a "Trainer" does instructing people on aerials going 150ft in the air. Could THIS be the problem? Is it the fact that there is absolutely NO TECH TRAINING OFFERED ANYWHERE by ANYONE to instruct technicians on the proper way to do their job? Could THIS be the problem? Something is wrong ... and more people are going to die UNLESS this problem is confronted SQUARELY and deliberately and soon!

As I am sure you are aware, David Single & I have Co-Authored Incident Documents for BOTH the AWP industry and the Telehandler market. These documents, Never before available anywhere, are sorely needed. It is NOT a matter of 'IF' something will happen, is a matter of 'When'. Now, with these documents persons, be-it trainer, operator, technician, Company owners - anyone for that matter, can have a document at their disposal that instructs them as to what to do 'when' something goes terribly wrong (be it catastrophic or not).

Please keep up the good work as your editorials and writings are much appreciated.

Best regards,

**Craig A Ihde - President**

**Aerial Specialists Inc-USA**

**Dear Sir,**

How many school leavers know that they can earn £40k as a bricklayer? While there is no shortage of debate and column inches devoted to the construction skills shortage, I feel that the problem is a little more fundamental. When the recession hit, hundreds of people left the construction sector, now it's booming again but many of those that left have either let their cards lapse or are nearing retirement. The other issue is education - who ever hears a careers advisor talking about a job as a crane driver or plant operator? And yet, in our office in Wales, plant operators five years ago were being paid £10 per hour - today, depending on the category of plant they are operating, they can be paid anything up to £20 an hour - that's equivalent to over £40k a year - more than quite a few professional jobs! It's the same for bricklayers. Five years ago in Wales we were looking at £12 per hour - today's rates, depending on experience and the level of responsibility held, can be up to £20/£25 an hour.

I don't understand why the Government is set on sending so many people to university when there is such a chronic skills shortage in the construction sector. We should be encouraging more kids into vocational careers - because with the level of infrastructure investment we are seeing, those are the skills that the country actually needs. You only have to look at cases like 19 year old Ashley Mullins who was featured in the Daily Mail recently earning £2,000 a week as a plumber after a two year training scheme.

The industry needs around 35,000 new entrants just to stand still and The Royal Academy of Engineering estimates that the UK will need a million new engineers and technicians by 2020, a sobering thought.

The fact is we have turned into a service-based economy which means that we are now having to rely heavily on a migrant workforce - a workforce that is skilled, hardworking and reliable. If they all went home, I dread to think what state our economy would be in!

**Paul Payne,**

**One Way recruitment**

**Hats off**

Just wanted to say well done and congratulations to Vertikal Days and the guys at Liebherr GB for having the foresight to organise the schoolchildren's visits to the show highlighted on your training page in this month's magazine - My Future success at Vertikal Days page 69 C&A July. We need more of this sort of thing rather than excluding youngsters from such events. The younger they are the more likely they are to become converts and get the bug that is the crane business. Well done to all involved.

**Ray Fringley**

Dear Sir,

I have been working within the crane hire industry for the past 10 years and feel that I am an accomplished operator with a high degree of knowledge regarding lifting operations. I have always advised customers that 'man riding' work is a last resort and should only be considered after exploring all other avenues to perform the task safely. This brings me onto my question, I attended the Royal Norfolk Show this year and was more than a little surprised to see an East Anglian crane hire company, the one that has recently been purchased by a farmer, offering 'rides' in a man cage for charity. Although I cannot fault the motivation, I feel that this is putting people at risk unnecessarily, unless I have misinterpreted the current legislation. Could you please advise.

Regards Richard

*Our correspondent is correct in that in a work environment the risk, however slight is not necessary, given other forms of access. However the HSE does allow such 'rides' as long as the safety measures are in place that apply to purpose built rides and a full and detailed risk assessment has taken place. Opinion on this is totally polarised with many adamant that it should be banned, while others consider it ought to be allowed as long as it is done properly. An attempt by ESTA and FMCEC to end this sort of ride by banning it was rescinded after it was ignored and after the company organising Dinner in the Sky appealed strongly against the banning clause.*

*It is our view that it should be permitted but that strong guidelines/regulation accompany it. This should apply to both cranes being used in this manner as well as aerial work platforms and telehandlers.*

Ed

## Simon Wilkinson R.I.P

**UK equipment finance specialist Simon Wilkinson passed away in late July after a short illness, he was just 58. After appearing to have beaten a bout of cancer he returned to work full time, and helped man the Skyjack stand at Vertikal Days in May. Shortly afterwards he was taken ill with an unusual form of brain disease, that quickly affected his short term memory and led on to other complications, resulting in his death on July 27th.**

Simon Wilkinson had a long history in the crane and access industry and was very much appreciated and respected by all those he worked with helped. He started off in finance working with Mercantile Credit and became one of the UK's leading experts on leasing. As such he wrote an informative article for this magazine in 2002, covering the options available for financing capital equipment - see: Money Money Money - C&A September/October 2002.

Quite how he made a connection with the cranes and access equipment industry we do not know, but he quickly became an expert in the field, and trading



Simon Wilkinson

as S&S Wilkinson Corporate Finance helped a whole range of companies find attractive funding to buy new cranes and aerial lifts, as well as obtain financial support for other projects. Those who knew him well speak of his wisdom, his ability to help, his love of the more challenging and quirky financial requests, and the fact that "he would never let you down" and that "his solutions and assessments were always spot-on". He leaves behind wife Sarah, two daughters and a son.

In the run up to his final demise he received tremendous support from the charity St Wilfrid's Hospice in Eastbourne. A memorial service and reception for friends and colleagues to pay their respects and celebrate his life was held the

10th August in Burwash Common, East Sussex.

The tributes posted on the vertical.net news report of his death sum up how the industry felt about him more than our words ever could. Here are a few excerpts from some of them.

*"He helped us in so many ways, used equipment values and finding funding in darker times. He was always respectful, modest, polite and helpful. When I saw him at Vertikal days this year I thought, 'what man would have driven 250 miles with such serious health issues?' Not a man to give in eh? He will be sorely missed".*

*"I'm sorry to hear of Simon's passing, when I started in business he offered support guidance and an ability to source finance solutions where others failed, which continued throughout. My condolences to his wife and family".*

*"Very sad to hear the passing of Simon. A true genuine gentleman who had great connections. He managed to source solutions to our finances over the past 15 years. Always able to find time to help with the best deal and give valued advice within the crane industry. I*

*will personally miss being able to pick up the phone for his advice and knowledge".*

*"We had the pleasure of working with Simon over many years and we can only offer our thoughts and prayers to his family. You find out a lot about people when things get tough; Simon would always stand and offer help and advice and a constructive word at the darkest times. He will be sadly missed".*

*"Simon, as already has been said, always went that extra mile and was always happy to help. We enjoyed many years involving him in many transactions. He always had an innovative idea up his sleeve to pull a deal together".*

*"Simon knew his stuff and would always get a good deal. He also went the extra mile to help us out when our bank made things difficult. We always looked forward to his visits. A great man who we will miss. Condolences to his wife and family".*

*"It is so sad to hear that Simon has passed away particularly at such a tender age. Above all I admired Simon's attention to detail and his ability to raise finance whilst others struggled. I send my deepest sympathy to his wife and family".*

# Whats on?

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Fax: 0086 10-82071356 810/811  
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engdefault.aspx



## ICUEE - The Demo Expo

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Tel: +1 866-236-0442  
www.icuee.com



## Giornate Italiane del Sollevamento

October 1-3, 2015 GIS - The Italian Cranes & Access Show Piacenza, Italy  
Tel: +39 0523 60271  
www.gisexpo.it



## Europlatform

Copenhagen, Denmark  
7th October 2015  
European access conference  
Tel: +44 (0)1539566700  
www.europlatform.info



## SAIE 2015

Bologna Fair, building products.  
October 14th - 17th 2015,  
Bologna, Italy  
Tel: +39 051 282111  
www.bolognafiere.it



## IPAF UK Member event

October 15, 2015  
Harrogate, UK  
Tel: +44 (0)15395 66700  
www.ipaf.org



## Batimat 2015

November 2-6, 2015  
French building and construction show Paris, France  
Tel: +33 1 47 56 51 84  
www.batimat.com



## LiftEx 2015

UK Lifting gear trade show  
November 11-12, 2015  
Liverpool, UK  
Tel: +44 (0) 7795 110646  
www.liftex.org



## 2016

### Rental Show 2016

Atlanta  
21st - 24th Feb 2016  
Tel: +1 800 334 2177  
www.therentalshow.com



## IPAF Summit

March 17, 2016  
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Madrid, Spain  
Tel: +44(0)15395 66700  
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## Bauma 2016

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## Vertikal Days 2016

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Haydock Park, UK  
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2017

## Conexpo-Con/Agg 2017

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2018

## Intermat 2018

20-25th April 2018, Paris France  
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301: Tadano Faun ATF 30-2L	2002	4x4x4	28,50m + 12,20m + runner
501: Terex Demag AC 50-1	2006	6x6x6	40,00m + 17,60m
501: Terex Demag AC 50-1	2005	6x6x6	40,00m + 17,60m
501: Terex Demag AC 50-1	2004	6x6x6	40,00m + 17,60m + runner
501: Demag AC 50-1	2002	6x6x6	40,00m + 17,60m
501: Grove GMK 3050-1	2005	6x6x6	38,10m + 15,00m + runner
551: Terex-Demag AC 55 City	2006	6x6x6	40,00m + 13,80m + 1,20m
601: Faun ATF 60-3	2005	6x6x6	40,00m + 16,00m
601: Faun ATF 60-3	2003	6x6x6	40,00m
701: Faun ATF 70-4	1998	8x8x8	40,50m + 16,00m
801: Demag AC 80-1	1999	8x8x8	50,00m + 17,60m
801: Liebherr LTM 10801	2003	8x8x8	48,00m + 19,00m + 3,00 m
801: Faun ATF 80-4	2003	8x8x8	48,50m + 2,00m + runner
1001: Grove GMK 5100	2005	10x8x10	51,00m + 18,00m
1101: Tadano Faun ATF 110G-5	2008	10x8x8	52,00m + 16,20m
1201: Demag AC 120	2002	10x8x8	60,00m + 17,00m + 2,00m
1301: Grove GMK 5130-1	2005	10x8x10	60,00m + 18,00m
1601: Tadano Faun ATF 160G-5	2009	10x8x8	60,00m + 37,00m
1801: Demag AC 180	1998	12x8x8	60,00m + 32,50m + 1,50m
1801: Liebherr LTM 11602	1999	10x8x10	60,00m + 36,00m
2001: Grove GMK 5200	2002	10x8x10	60,00m + 36,00m
3001: Liebherr LTM 1300	1990	14x8x10	60,00m + 42,00m + 70,00m

**LATTICE-BOOM-TRUCK CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
1151: Link-Belt HC 238	1982	10x6x6	48,00m + 18,00m

**HARBOUR-MOBILE-CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
401: Sennheiser 640 M	2000	4x2x2	22,00m

**YARD-CRANES**

Make / Type	y. o. m.	Drive	Boom / Fly Jib
121: Liebherr LI 1012	1990	4x2x2	12,00m

Tel: +49-2364 - 108203  
Fax: +49-2364 - 15546  
Mobile: +49-172-2332923  
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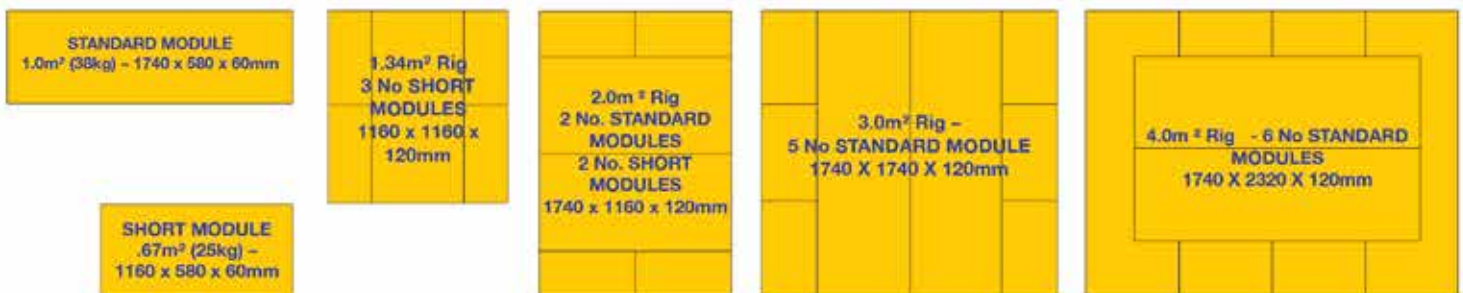
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## Access Equipment Manufacturers

The Access Platform Company	<a href="http://www.accessplatformcompany.co.uk">www.accessplatformcompany.co.uk</a>
Ascendant Access	<a href="http://www.ascendantaccess.com">www.ascendantaccess.com</a>
Aichi	<a href="http://www.aichi-corp.jp">www.aichi-corp.jp</a>
AIRO	<a href="http://www.airo.com">www.airo.com</a>
Alimak Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
ATN	<a href="http://www.atnplatforms.com">www.atnplatforms.com</a>
Barrn	<a href="http://www.barrn.it">www.barrn.it</a>
Biljax	<a href="http://www.biljax.com">www.biljax.com</a>
Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Bravi	<a href="http://www.bravisol.com">www.bravisol.com</a>
CMC	<a href="http://www.cmclift.com">www.cmclift.com</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
DENKA-LIFT	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Dingli	<a href="http://www.cndingli.com">www.cndingli.com</a>
Falck Schmidt	<a href="http://www.tcalift.com">www.tcalift.com</a>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
Genie Global	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Imer Access	<a href="http://www.imergroup.com">www.imergroup.com</a>
Isoli	<a href="http://www.isoli.com">www.isoli.com</a>
Iteco	<a href="http://www.imergroup.com">www.imergroup.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Ladder Safety Devices	<a href="http://www.laddersafetydevices.co.uk">www.laddersafetydevices.co.uk</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Mantis Access	<a href="http://www.mantisaccess.co.uk">www.mantisaccess.co.uk</a>
Mantall	<a href="http://www.mantall.com">www.mantall.com</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-awp.com">www.mec-awp.com</a>
Niftylift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Oil&Steel	<a href="http://www.oilsteel.com">www.oilsteel.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Ommelift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
Palazzani Industrie	<a href="http://www.palazzani.it">www.palazzani.it</a>
Palfinger Platforms	<a href="http://www.palfinger-platforms.com">www.palfinger-platforms.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
PB Lifetechnik	<a href="http://www.pbgbh.de">www.pbgbh.de</a>
Platform Basket	<a href="http://www.platformbasket.com">www.platformbasket.com</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Sinoboom	<a href="http://www.sinoboom.com">www.sinoboom.com</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Socage	<a href="http://www.socage.it">www.socage.it</a>
SUP	<a href="http://www.supelefant.com">www.supelefant.com</a>
TCA Lift	<a href="http://www.tcalift.com">www.tcalift.com</a>
Teupen	<a href="http://www.teupen.com">www.teupen.com</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Versalift distributors (UK)	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Youngman	<a href="http://www.youngmangroup.com">www.youngmangroup.com</a>

## Scaffold Towers

Eurotowers	<a href="http://www.eurotowers.co.uk">www.eurotowers.co.uk</a>
Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Youngman	<a href="http://www.youngman.com">www.youngman.com</a>

## Mastclimbers & Hoists

Adastra Access	<a href="http://www.adastra-access.co.uk">www.adastra-access.co.uk</a>
Alimak-Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
Harsco Infrastructure	<a href="http://www.harsco-i.com">www.harsco-i.com</a>
LTC Hoists Division	<a href="http://www.ltchoists.co.uk">www.ltchoists.co.uk</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## Specialist Scaffolding

Advance Scaffolding (SW)	<a href="http://www.advancedscaffoldingltd.co.uk">www.advancedscaffoldingltd.co.uk</a>
Harsco	<a href="http://www.harsco-i.co.uk">www.harsco-i.co.uk</a>

## Platform Rental

1st Access Rentals	<a href="http://www.1staccessrentals.co.uk">www.1staccessrentals.co.uk</a>
2 Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>
Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Active Rentals Scotland	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Actual Access	<a href="http://www.actualservices.co.uk">www.actualservices.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Aerial and Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Aerial Platforms	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI-Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
A-Plant	<a href="http://www.aplant.com">www.aplant.com</a>
APL	<a href="http://www.apl-aerialplatforms.co.uk">www.apl-aerialplatforms.co.uk</a>
ATP	<a href="http://www.atphire.com">www.atphire.com</a>
Bluelift	<a href="http://www.bluelift.ie">www.bluelift.ie</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Fraco	<a href="http://www.fraco.co.uk">www.fraco.co.uk</a>
GT Access	<a href="http://www.gtaccess.co.ukk">www.gtaccess.co.ukk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Hi-reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
Horizon Platforms	<a href="http://www.horizonplatforms.co.uk">www.horizonplatforms.co.uk</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Kimberly Rentals Group	<a href="http://www.kimberlyaccess.co.uk">www.kimberlyaccess.co.uk</a>
Lifterz	<a href="http://www.lifterz.co.uk">www.lifterz.co.uk</a>
Loxam Access	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
LTC Powered Access	<a href="http://www.ltcpoweredaccess.co.uk">www.ltcpoweredaccess.co.uk</a>
LTC	<a href="http://www.ltcaccess.co.uk">www.ltcaccess.co.uk</a>
Mainline Access	<a href="http://www.mainline-access.co.uk">www.mainline-access.co.uk</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/Hire">www.nationwideplatforms.co.uk/Hire</a>
Peter Douglass Platforms	<a href="http://www.peterdouglass.co.uk">www.peterdouglass.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>
Rival	<a href="http://www.rival.com">www.rival.com</a>
Sandhurst Access Rental	<a href="http://www.sandhurst-accessrental.co.uk">www.sandhurst-accessrental.co.uk</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</a>
United Powered Access	<a href="http://www.upa-uk.com">www.upa-uk.com</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Notified Body

Powered Access Certification	<a href="http://www.pac.uk.com">www.pac.uk.com</a>
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## New & Used Platforms

IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
Advanced Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.flesch-arbeitsbuehnen.de">www.flesch-arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
JMS Plant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kunze GmbH	<a href="http://www.kunze-buehnen.com">www.kunze-buehnen.com</a>
Lavendon Sales	<a href="http://www.lavendonsales.com">www.lavendonsales.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mech-Serv (GB)	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/sales/">www.nationwideplatforms.co.uk/sales/</a>
Platforms	
Rothlehner	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>

Reachmaster (USA)	<a href="http://www.reachmaster.com">www.reachmaster.com</a>
Rival	<a href="http://www.rival.com/used">www.rival.com/used</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Utility Equipment	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special/Bespoke Access & Lifting Solutions

APS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Ladder Safety Devices	<a href="http://www.laddersafetydevices.co.uk">www.laddersafetydevices.co.uk</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Mantis Access	<a href="http://www.mantisaccess.co.uk">www.mantisaccess.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/Hire">www.nationwideplatforms.co.uk/Hire</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Working At Height Ltd	<a href="http://www.workingatheightltd.com">www.workingatheightltd.com</a>

## Special & Niche Access

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
DENKA Narrow	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher Access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.co.uk">www.smartplatforms.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special Lift & Transport Equipment

Arnold Schwerlast GmbH & Co.KG	<a href="http://www.arnold-schwerlast.de">www.arnold-schwerlast.de</a>
Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Self-Propelled Modular Transporters

Collett & Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	<a href="http://www.dieci-telehandlers.co.uk">www.dieci-telehandlers.co.uk</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

## New & Used Telehandlers

Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Rival	<a href="http://www.rival.com/used">www.rival.com/used</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsblad.nl">www.vhsblad.nl</a>

## Telehandler Rental

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

## Site Safety Audits

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

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

## Crane Manufacturers

Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Galizia	<a href="http://www.galiziagrugroup.com">www.galiziagrugroup.com</a>
Grove	<a href="http://www.grovetworldwide.com">www.grovetworldwide.com</a>
HCME	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
(Hitachi-Sumitomo)	
Jekko Minicrane	<a href="http://www.jekko.it">www.jekko.it</a>
JMG	<a href="http://www.jmgcranes.com">www.jmgcranes.com</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Liebherr	<a href="http://www.liebherr.com">www.liebherr.com</a>

Linden Comansa	<a href="http://www.comansa.com">www.comansa.com</a>
Maeda	<a href="http://www.maedaminicran.es.co.uk">www.maedaminicran.es.co.uk</a>
Manitowoc	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
Ormig	<a href="http://www.ormig.co.uk">www.ormig.co.uk</a>
Potain	<a href="http://www.manitowoccranes.com">www.manitowoccranes.com</a>
Sany	<a href="http://www.sany.com.cn">www.sany.com.cn</a>
Sennebogen	<a href="http://www.sennebogen.com">www.sennebogen.com</a>
Spierings	<a href="http://www.spieringskranen.nl">www.spieringskranen.nl</a>
Tadano Faun	<a href="http://www.tadanofaun.de">www.tadanofaun.de</a>
Terex-Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Unic Cranes	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Valla	<a href="http://www.valla-cranes.co.uk">www.valla-cranes.co.uk</a>
Wolffkran	<a href="http://www.wolffkran.de">www.wolffkran.de</a>
Zoomlion	<a href="http://www.zoomlioncranes.co.uk">www.zoomlioncranes.co.uk</a>

#### Lorry/Truck Loader Cranes

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Effer	<a href="http://www.effer.it">www.effer.it</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Palfinger	<a href="http://www.palfinger.com">www.palfinger.com</a>
PM Cranes	<a href="http://www.pm-group.eu">www.pm-group.eu</a>

#### New & Used Cranes

AGD Equipment	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Cranes4Cranes	<a href="http://www.cranes4Cranes.com">www.cranes4Cranes.com</a>
Cranes UK	<a href="http://www.cranesuk.net">www.cranesuk.net</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
E.H Hassells	<a href="http://www.hassells.com">www.hassells.com</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
IMC Cranes	<a href="http://www.imc-cranes.com">www.imc-cranes.com</a>
Jones-Iron Fairy	<a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>
M. Stemick	<a href="http://www.stemick-krane.de">www.stemick-krane.de</a>
NRC	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
P.V. Adrighem BV	<a href="http://www.adrighem.com">www.adrighem.com</a>
Rivertek Services	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>

#### Heavy Lifting Equipment

Lifting Gear UK	<a href="http://www.lifting-equipment.co.uk">www.lifting-equipment.co.uk</a>
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#### Furniture Hoists

The Furniture Hoist Co	<a href="http://www.furniturehoists.co.uk">www.furniturehoists.co.uk</a>
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#### Crane Hire

AB2000	<a href="http://www.ab2000.co.uk">www.ab2000.co.uk</a>
Ainscough	<a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>
Berry Cranes	<a href="http://www.berrycranes.co.uk">www.berrycranes.co.uk</a>
Bob Francis Crane Hirex	<a href="http://www.bobfranciscranehire.co.uk">www.bobfranciscranehire.co.uk</a>
Cork Crane Hire (Liverpool)	<a href="http://www.corkcranehire.com">www.corkcranehire.com</a>
Crane Hire Ltd	<a href="http://www.cranehireltd.com">www.cranehireltd.com</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>
McNally crane hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
NRC	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Port Services	<a href="http://www.portservices.co.uk">www.portservices.co.uk</a>
Heavy Crane division	

#### Mini Crane Hire

Easi Up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
GGR	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Hire Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Lift Limited	<a href="http://www.liftminicranehire.co.uk">www.liftminicranehire.co.uk</a>
NRC	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>

#### Self Erecting Tower Cranes

City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>

#### crane hire

London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>

#### Tower Cranes

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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#### Heavy Lift Management

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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#### Heavy Lift Planning & Risk Analysis

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
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HCI Consulting	<a href="http://www.hiconsulting.com">www.hiconsulting.com</a>
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#### Ancillary Equipment

TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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#### Auction Houses

Ritchie Brothers	<a href="http://www.rbauktion.com">www.rbauktion.com</a>
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#### Battery Suppliers & Manufacturers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>
Platinum Batteries (Europe) Ltd	<a href="http://www.platinumbatteries.co.uk">www.platinumbatteries.co.uk</a>

#### Load Monitoring Systems

Force Logic UK Ltd	<a href="http://www.force-logic.co.uk">www.force-logic.co.uk</a>
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#### Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
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Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>
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#### Generator Sales & Rental

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
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#### Insurance

Specialist Insurance	<a href="http://www.cover1.com">www.cover1.com</a>
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#### Online Technical Help

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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#### Outrigger Pads, Mats & Roadways

Alimats	<a href="http://www.craneriggermats.co.uk">www.craneriggermats.co.uk</a>
Eco power pads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
Greenlek	<a href="http://www.greensward.co.uk">www.greensward.co.uk</a>
GTP Europe	<a href="http://www.gtp-europe.com">www.gtp-europe.com</a>
KO-Mats GmbH	<a href="http://www.ko-mats.com">www.ko-mats.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
Mat & Timber Services	<a href="http://www.sarumhardwood.co.uk">www.sarumhardwood.co.uk</a>
Nylacast	<a href="http://www.nylacast.com">www.nylacast.com</a>
Solum	<a href="http://www.thesolum.com">www.thesolum.com</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Universal Crane Mats	<a href="http://www.universal-crane-mats.com">www.universal-crane-mats.com</a>

#### Parts & Service Suppliers

Aerial & Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
Caunton - Access	<a href="http://www.caunton-access.com">www.caunton-access.com</a>
Chaintech (UK)	<a href="http://www.chaintec.co.uk">www.chaintec.co.uk</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
C-Tech Industries	<a href="http://www.ctech-ind.com">www.ctech-ind.com</a>
Davis Access Platforms	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Unified Parts	<a href="http://www.unifiedparts.com">www.unifiedparts.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>

#### Innovations

Aerial & Handling Services Ltd	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
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#### Recruitment

Vertikal.Net	<a href="http://www.vertikal.net/en/recruitment">www.vertikal.net/en/recruitment</a>
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#### Rental Management Software

Higher Concept Software	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
Inspire	<a href="http://www.inspire.com">www.inspire.com</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>

#### Replacement Filters

Plant Filters	<a href="http://www.plantfilters.co.uk">www.plantfilters.co.uk</a>
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#### Safety Equipment

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
Airtek equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
Heaton Trestle	<a href="http://www.heatonproducts.co.uk">www.heatonproducts.co.uk</a>
Handrail System	
Heaton	<a href="http://www.heatonproducts.co.uk">www.heatonproducts.co.uk</a>
Scaffold Towers	
Load Systems UK Ltd	<a href="http://www.loadsystems.com">www.loadsystems.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
SMIE	<a href="http://www.smie.com">www.smie.com</a>

#### Software

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
inspHire	<a href="http://www.inspire.com">www.inspire.com</a>
Matusch GmbH	<a href="http://www.matusch.de">www.matusch.de</a>
MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>

#### Structural Repairs

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

#### Training Associations & Networks

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

#### Training Centres & Trainers

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
IAPS	<a href="http://www.iapsgroup.co.uk">www.iapsgroup.co.uk</a>
Active Safety	<a href="http://www.activereals.co.uk">www.activereals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
UTN	<a href="http://www.utntraining.co.uk">www.utntraining.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
APL	<a href="http://www.apl-aerialplatforms.co.uk">www.apl-aerialplatforms.co.uk</a>
Approved Safety Training - Ca	<a href="http://www.approvedsafetytraining.com">www.approvedsafetytraining.com</a>
GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
LTC Training Services	<a href="http://www.ltctrainingservices.co.uk">www.ltctrainingservices.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/Training">www.nationwideplatforms.co.uk/Training</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.com">www.smartplatforms.com</a>
Astra Access	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>

#### Safety Training

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Emerson	<a href="http://www.emersontrainingservices.co.uk">www.emersontrainingservices.co.uk</a>

#### Training Services

Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
Hewden Training	<a href="http://www.hewden.co.uk/training">www.hewden.co.uk/training</a>
Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Horizon Platforms	<a href="http://www.ipaftrainingcourses.co.uk">www.ipaftrainingcourses.co.uk</a>
JLG Training	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
L&B Transport	<a href="http://www.lbtransport.co.uk">www.lbtransport.co.uk</a>
Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
Loxam	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Lyte	<a href="http://www.lyteladders.co.uk">www.lyteladders.co.uk</a>
Mainline Access	<a href="http://www.mainline-access.co.uk">www.mainline-access.co.uk</a>
Mentor Training	<a href="http://www.mentortraining.co.uk">www.mentortraining.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplantire.co.uk">www.mrplantire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>

#### Traffic Management Services

Sun Traffic Ltd	<a href="http://www.suntraffic.com">www.suntraffic.com</a>
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#### Wire Rope & Cable

Teufelberger Seil	<a href="http://www.teufelberger.com">www.teufelberger.com</a>
TMC Lifting	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Casar	<a href="http://www.casar.de">www.casar.de</a>

#### Winches & Hoists

Rotzler	<a href="http://www.rotzler.com">www.rotzler.com</a>
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#### Tyre suppliers

Mitas Tyres	<a href="http://www.mitas-tyres.com">www.mitas-tyres.com</a>
OTR Wheel Engineering - OTR Europe	<a href="http://www.otrwheel.com">www.otrwheel.com</a>

If your company is not listed sign up online or email [info@vertikal.net](mailto:info@vertikal.net) or call

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