

# cranes & access

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July 2011 Vol. 13 issue 5

Vertikal Days  
review

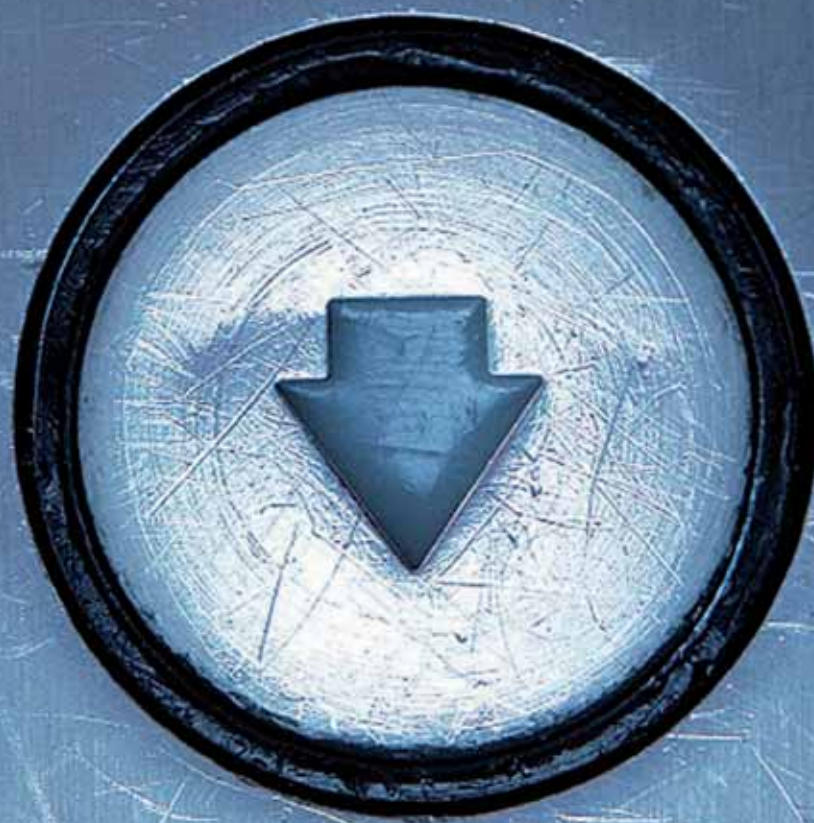
Pick & Carry  
cranes

Industrial  
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UK/Ireland  
dealer guide

...Van Seumerens quit Mammoet...Terex 'bags' Demag...Zoomlion takes Jost designs...

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## On the cover:

The operator of the world's largest crane - the recently launched 200,000 tonne/metre Mammoet PTC 200 - checking controls, main boom and winches before starting a lift.



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## 'Pick and carry' cranes 17

Over the past few months we have seen numerous examples of items being 'picked' and 'carried' without using the traditional pick & carry crane. Here we take a slightly unconventional look at machines that can carry out this role including the new generation Mammoet PTC super heavy lift crane.

## Riding the decks 25

Steel erector Steelcraft Erection Services has gained additional benefits from a solution it helped to devise to get men off the steelwork on high rise jobs in order to meet the work at height regulations without reducing efficiency. The result is the Niftylift Deck Rider which provides users with the same benefits enjoyed by those working from aerial lifts at lower heights.



## In the next C&A

In the bumper August/September issue (out mid-September) we have the APEX show preview, the 2011 Top 30 rental company survey, a look at lifting in the wind turbine sector and have a round-up of the latest developments in telehandlers and insulated access platforms.

## Industrial access 29

With summer and the holiday season approaching many companies are gearing up for scheduled maintenance and shutdowns. We take a look at the basics look at the pros and cons of the wide selection of methods and equipment available for working at height and run through the good (and bad) points of the various types of access equipment that might be used in an industrial setting.

## Dealer Guide 39

The UK and Ireland 2011 Dealer Guide gives you the very latest information on where to source lifting, access and telehandler equipment.



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This year's Vertikal Days - the fifth since it was established in 2007 - was the biggest and most successful so far, breaking records across the board. Here are our photo review highlights.

## Profile - County Lifting 66

For its size Kettering-based County Lifting is one of the most diverse lifting companies in the UK. Cranes & Access interviews father and son team Steve and Daniel Drury and takes an in-depth look at a company that operates in the industrial lifting/moving, crane and access sectors.

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## c&a comment



### Tainted optimism

The general feeling of optimism at this year's Vertikal Days was apparent to all. The almost buoyant mood was shared by exhibitors, manufacturers and visitors alike, perhaps relieved that the worst of the economic problems are now behind us and we may be looking at a period of slow but steady growth.

Vertikal Days 2011 stepped up to the 'next level' and provided visitors with the best display of lifting and access equipment outside of the major international shows. So many new products were launched, so many deals were done and so many just had a good time.

Much of the show's visitor growth this year came from 'major end users' while many of the new exhibitors were companies with associated products and services - the crammed Market Place was a testament to this. Safety and safety products were prominent all over the showground. At last almost all exhibitors now realise the importance of showing how to do it right by using items such as outrigger mats and wearing harnesses where appropriate. However the Vertikal safety team still had a couple of 'run-ins' with delivery drivers who did not want to wear a harness while unloading boom lifts.

You could argue that if we - the crane and access industry - can't get it right then how can we expect the average construction site worker to?

The UK's Health & Safety Executive published some worrying statistics this month. In spite of all the efforts and the general high level of safety awareness on UK sites, 22 percent more construction workers died over the past year compared to the year before. In fact the first rise in figures in four years.

Delving deeper into the numbers shows that the problem lies not with the large construction contractors and projects, but with the smaller sites - possibly those without a patrolling safety officer or with very little thought to Health and Safety at all. As the HSE said "This is not about money, it's about mindset - planning jobs properly and thinking before you act."

Larger companies have got the message that safe equipment and good practice need not be a cost. In most cases the equipment is also more efficient and as our article on page 25 shows - safer can be faster and cheaper.

Exhibitions such as Vertikal Days promote the very latest and best equipment that the industry has to offer. All we need now is for everyone - not just those working on large construction sites - to be aware of its existence and the benefits it can bring. Attending displays like Vertikal Days can show contractors and their employees how to protect themselves and their friends.

Mark Darwin

Please mail, email or fax any comments you may have, to the editor, stating if we may publish them or not.

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# Van Seumerens quit Mammoet

The Van Seumeren family has decided to leave Mammoet, the Dutch-based crane and heavy lift company that it owned up until 2005. Mammoet chief executive Roderik van Seumeren, chief technical officer Jan van Seumeren junior and chief operating officer Patrick van Seumeren will depart after a short hand-over period and the family will sell its remaining 25 percent stake in the business to majority shareholder SHV, giving it 100 percent of the company.

Jan Kleijn of Mammoet Americas, will take over as chief executive and will be joined by Neil Birkbeck, Herman Smit, Erik Rave and chief financial officer Siem Kranenburg on a new executive management board. The surprise departure of the Van Seumerens is due to unresolvable differences of opinion between the family and SHV over how the company should be run. We understand that the van Seumerens do not have new employment lined up, while Roderik has said that he will leave the crane industry.

The Van Seumeren family - led by Frans Van Seumeren - acquired Mammoet in 2000 from the then owner Nedlloyd with the support of private equity firms NPM and ABN Amro. It then merged its Van Seumeren crane business into the larger Mammoet, taking on the Mammoet name for the combined company. Frans Van Seumeren retired in 2005 handing over to younger brother Roderik along with Patrick - the son of Frans' sister Henneke, Jan Jr - the son of Frans' other brother Jan and chief financial officer Siem Kranenburg.

Mammoet has also launched its new range of PTC heavy lift cranes - see page 17 for the full report.



Roderik and Jan Van Seumeren Jr at the recent launch of the new Mammoet PTC cranes

## Altrad takes NSG

The French-based Altrad group has acquired the entire share capital of UK-based scaffold group NSG UK. Details of the transaction have not been disclosed. NSG, which is based in Deeside, employs around 320 with revenues in the region of £20 million. Managing director Mike Carr will continue to head the business with the current management team. The company's principle activities are scaffolding services, bespoke access solutions, thermal insulation, industrial cleaning and industrial painting. NSG, which was previously owned by Plettac is a large user of Altrad-owned Plettac Contur multi-directional system scaffold. Altrad chief executive Mohamed Altrad said: "This latest exciting acquisition brings a highly professional company with a wealth of experience and safety at the core of its values. It also has a strong, highly driven management team headed up by Mike Carr."

The NSG acquisition brings the number of companies owned by Montpellier-based Altrad to 54 and follows the recent purchase of UK-based scaffolder Beaver 84.



## Zoomlion acquires Jost designs

Chinese manufacturer Zoomlion has agreed the purchase of the design rights to the Jost JT flat-top tower crane range from the Bavarian-based crane company owned by Franc Jost, one of the tower crane industry's most prolific engineers.

We understand that Zoomlion plans to use the designs - which include all models between 70 and 600 tonne/metres - to introduce a range of tower cranes for western markets, adding to the tower crane models it introduced last year for the domestic market. The designs will be modified to suit production with Chinese sourced materials. The deal will allow Jost to continue to produce and sell its flat top cranes for a limited period, after which it will source the JT line from Zoomlion. Neither Jost, nor Zoomlion have been prepared to discuss the transaction. In 2006 Jost agreed a deal with Dutch sales and rental company Kranenbouw to produce its JT 112.8 tower crane under an OEM licence.



A Jost JT flat top crane

## Terex wins Demag

After a roller coaster take-over battle, Terex received acceptances from a majority of the shareholders in Demag AG for its hostile cash bid for the German-based port and industrial crane manufacturer. The offer, which was increased in early June to €45.70 a share, closed at the end of June. Terex had stated that if at least 51 percent of the outstanding shares were not tendered by that time it would walk away. 24 hours before the deadline just 11.5 percent had accepted, but by 22:00 the next day it had secured more than 71 percent and is now pressing ahead with the acquisition which includes the Gottwald port crane line. Completion of the offer is subject to several other conditions, primarily clearance by the European Commission.



Demag AG includes the Gottwald port crane line

## 3i buys into Loxam

Private equity firms 3i and Pragma Capital have acquired a minority stake in Loxam Holding the French-based international rental company. Loxam, established in 1967 had revenues in 2010 of just over €700 million and employs nearly 4,000 people working at 541 locations across 11 countries. 3i says that the new investment is intended to ensure the liquidity of Loxam's employee shareholder scheme and boost the company's equity in order to facilitate significant acquisitions.

Loxam chief executive Gérard Déprez said: "We are delighted to welcome 3i and Pragma Capital into our group of shareholders. Their strengths will enable us to continue our ambitious growth strategy."

Denis Ribon, a partner with 3i France, added: "We were attracted by Loxam's resilience during the economic crisis and its strong potential for European growth. 3i has extensive experience in this sector, including our investment in HSS in the UK."

### ...And adds to its truck mounted fleet

Loxam has added more than 30 new truck mounts to its European fleet. In the UK Loxam Access has ordered 14 new GSR vehicle mounted lifts, including 20 metre Pantel E200PX articulated boom lifts on 3.5 tonne Nissan Cabstars and a number of 12.5 metre S125 RA van mounted lifts from GSR's UK distributor Skyking. In Germany the company has taken delivery of eight new CTE lifts, including 20 metre Zed20Cs, 23 metre B-Lift 230 PRO and 18 metre 187 PRO models from local distributor Hematec. Finally Loxam France has purchased seven new 16.5 metre Isoli PT165 telescopic truck mounts through local dealer Time France.



Loxam adds new truck mounts - CTE in Germany (above) Isoli in France (right) GSR/Skyking in the UK.



## Three new GSR truck mounts

GSR will launch three new truck mounted lifts at Apex in September including a new top of the range articulated PX model. The 32 metre E320PXJ will be mounted on an 18 tonne chassis and feature a heavy duty over-centre sigma style dual riser, four section telescopic boom and articulated jib. The unit will boast an unrestricted 280kg platform capacity with up to 20 metres of outreach. The two other models will include a 24 metre articulated boom with 10 metres of outreach on a 3.5 tonne chassis and a 17 metre van mount, the E170TJV, mounted on a SWB five tonne Mercedes Sprinter van with 1,000kg of available payload.



The GSR E320PXJ boasts 20 metres of outreach with 280kg platform capacity

## Skyjack appoints Boehler as president

Brad Boehler has been appointed interim president of Canadian aerial lift and telehandler specialist Skyjack. Boehler joined Skyjack in 2003 and until recently was vice president of engineering, earlier this year he added the role of vice president of sales and marketing to his duties. He started his career at the Canadian Forces School of Military Engineering as a military engineer. In 2006 he was appointed chairman of the ANSI A92.6 subcommittee responsible for the US standard for Self-Propelled Elevating Work Platforms. He also chairs the International Powered Access Federation (IPAF) Manufacturer's Technical Committee.



Brad Boehler

## Isoli to unveil new models

Italian truck mounted lift manufacturer Isoli will launch two new 3.5 tonne truck mounts at Apex in September. The new models, both articulated, are the 23 metre PNT 230 mounted on a 3.5 tonne chassis, with 11 metres outreach and two position beam and jack outriggers. The dual riser provides a perfectly parallel lift up to a working height of 12 metres, with nine metres of up and over clearance. The second new model is the 20.5 metre PNT205LNX, described by Isoli as a deluxe version of its PNT 205S with 230kg platform capacity and end mounted platform.



The new 23 metre Isoli PNT 230.

## Vertikal Days Auction raises more than £6,000

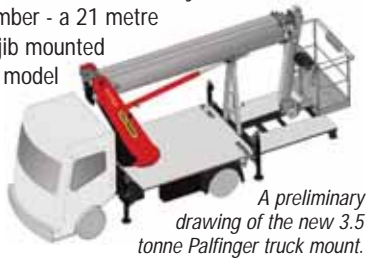
A special auction at this year's Vertikal Days raised more than £6,000 for the Lighthouse Club Benevolent Fund. The bulk of the money was raised by the sale of six special bikes, donated by Haulotte for the Lavendon charity bike run organised by the company's five UK management trainees. The group along with a different guest rider will cycle the 800 miles from the company's northern most depot in Aberdeen to its most southerly in Liskeard Cornwall. Cranes UK donated a Tadano Faun scale model which was purchased by Tommy Jørgensen of Gantic for £800. For more on Vertikal Days see page 47.

The auction winners: Liam Fogarty of ALLMI Ireland, Tommy Jørgensen of Gantic, Tim White and Jo Stephenson of Riwal UK, John Keely of Niftylift, Les Warren of Riwal UK, Richard Onslow of AJ Access and Brian 'two bikes' King of Power Tower.



## Palfinger to launch new truck mounts.....

Austrian-based Palfinger Platforms will launch two entirely new truck mounted lifts at Apex in September - a 21 metre telescopic boom lift with articulated jib mounted on a 3.5 tonne truck and an 'all new' model in the 7.5 tonne class, which according to Palfinger will set new standards in terms of compact dimensions, working envelope and operator friendly controls.



A preliminary drawing of the new 3.5 tonne Palfinger truck mount.

### ...and buys Russian crane company

Palfinger has acquired Russian-based specialist loader crane manufacturer Inman (Ischimbajskie Neftianiye Manipulirovannyye, JSC) based in Ishimbay in the Republic of Bashkortostan (Volga region). Inman, founded in 1992, employs 415 and has revenues of around €20 million. The company both manufactures and distributes hydraulic lifting and loading systems, mostly knuckle boom cranes destined for the oil and gas sector.

Inman operates two production facilities and offers a range of services, including the complete certification of equipment for the Russian market and a full parts and service support programme. The company will remain as a separate brand within the Palfinger group. Palfinger chief executive Herbert Ortner said: "Inman is a manufacturer of premium products and has a very strong and long-standing brand name. Its product portfolio is the perfect addition to Palfinger's products, while its market position will allow us to open up the Ural region".

An Inman knuckle boom



## UK construction deaths on the rise

New figures show the number of employees killed in the UK construction industry last year increased for the first time in four years. Provisional data from The Health and Safety Executive for the year to March 2011 shows 50 people died – the majority on smaller construction sites - an increase on last year's 41. This is the first rise in deaths since 2006/7 when there were 79 fatalities.

Philip White, HSE's chief construction inspector, said: "The increase in fatalities is extremely disappointing. However, figures for a single year should not be viewed in isolation. Numbers and rates of fatal injuries in construction have seen an overall downward trend over the past five years. The majority of deaths continue to be on small construction sites. This is not about money, it's about mindset - planning jobs properly, thinking before you act and taking basic steps to protect yourself and your friends."

## Linden Comansa Luffer

Spanish tower crane manufacturer Linden Comansa has confirmed that it will launch the fourth of its new LCL series luffing jib tower cranes in September.

The new crane - the LCL165 will be available with eight or 12 tonnes maximum capacity. Both will offer a maximum jib length of 50 metres and a maximum freestanding height of 56.6 metres, although this can be increased when its tower sections are combined with tower sections from other series.

The eight tonne LCL 165 features a 24 kW hoist (37 and 50 kW are optional), while the 12 tonne LCL 165 will have a 50 kW hoist as standard with 65 kW option.

All hoists include the Effi-Plus system, which increases the hoist speed when lifting light loads. Comansa has completely renewed its range of luffers in in less than 18 months.

The LCL 190 was unveiled at Bauma, while the LCL 280 and LCL 310 were launched in March.

The Linden Comansa LCL165 luffer

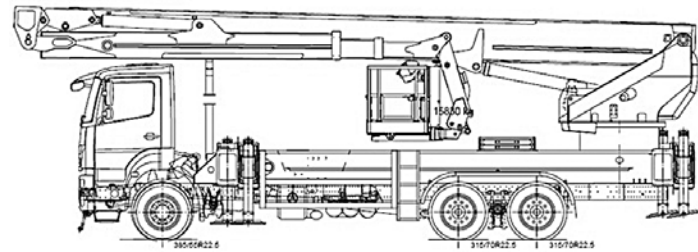


## 50 metre Bronto

Finnish-based truck mounted lift manufacturer Bronto is to launch a brand new model in the 50 metre class in September. The S50 XDTJ will feature a new three section telescopic fly jib giving an up and over outreach of 15.5 metres at about 32 metres high. Maximum platform capacity is 600kg and maximum outreach 35 metres with 120kg capacity.

The unit slots between the existing the 46 metre S46 XDT and the 53 metre S53 XDT but offers outreach and platform capacity similar to the larger platform and will be mounted on a three axle, 26 tonne 6x4 MAN TGS 26.400 truck.

The new S 50 XDTJ.



## New aerial lift manufacturer

A new Italian-based truck mounted lift manufacturer Sky Aces will launch its first products at Apex in September. Based in Mirandola (Modena) the company will be managed by chief executive Paolo Balugani who also holds a majority stake in the new company. He said: "Though we do know that there are several Italian manufacturers of aerial work platforms, Sky Aces will design and build lifts for special applications." The company's first product will be the Tun Lift 737-500 designed specifically for tunnel maintenance contractors. Other shareholders in the business are Adelchi Ascari, Marco Sabattini and Giuseppe Manenti, chief executive of CMF steel fabricators, whose facility will be used for the production of Sky Aces machines.

The four shareholders in Sky Aces - Adelchi Ascari, Paolo Balugani, Giuseppe Manenti and Marco Sabattini





## Snorkel appoints dealer for Turkey

Aerial lift manufacturer Snorkel has appointed Enka Pazarlama as its new distributor in Turkey. Established in 1972 as part of the Enka Group of construction companies, Enka Pazarlama claims to be the largest construction equipment distributor in Turkey, representing Tadano Faun, Hitachi, Kawasaki, Iveco and TCM with locations in Istanbul, Ankara, Izmir, Adana and sales offices in Diyarbakir and Trabzon. It also works through more than 100 local sub-dealers for both sales and service.

Enka has recruited Sibel Aygül, to head up its new aerial lift division. She joins after spending eight years with Haulotte.



(L-R) Mick Wright of Snorkel with Sibel Aygül, Salih Yalçın and Kamil Özcan of Enka.

## 500 tonner for Bin Quraya

Saudi Arabia-based Bin Quraya Est has taken delivery of a new Liebherr LTM 1500-8.1 All Terrain. Awad bin Ali bin Mohammed Quraya travelled to Liebherr's Ehingen plant in May for the official hand-over of its 250 strong fleet 'flagship' crane. The company operates from three locations in the Kingdom and has more than 1,600 employees.



(L-R) Ali A. Al-Abbas of Abaja Trading, Awad Bin Quraya of Bin Quraya and Christoph Kleiner of Liebherr at the LTM 1500 hand-over in Ehingen.

## 'Price match promise'

IPS - the UK-based international supplier of replacement parts and after-sales service - has launched a price match promise on 350 fast moving replacement parts featured in its May parts catalogue, which includes fast moving parts for a range of access equipment from manufacturers such as Genie, UpRight, Snorkel, JLG, Skyjack and Haulotte.



The IPS price match promise was launched at Vertikal Days (L-R) Kevin Shadbolt of IPS, Chris Nightingale of Lavendon and Sander Mellaard of IPS.



The first UK-based 130 tonne Tadano-Faun ATF130G-5 All Terrain crane

## Tadano-Faun UK first

The first 130 tonne Tadano Faun ATF130G-5 All Terrain crane in the UK has been delivered to Uttoxeter-based Steve Foster Crane Hire. The crane arrived in time for last month's Vertikal Days. Distributor Cranes UK says that the ATF130G-5 has the strongest load chart in its class, features a 60 metre main boom and can handle 2.2 tonnes at a 56 metre radius. The 32 metre swingaway extension can be hydraulically luffed up to 40 degrees and lift 900kg at a 72 metre radius. The crane can travel under UK STGO road regulations with up to 21.4 tonnes of its total 42 tonne counterweight. Steve Foster said: "It is simply the best crane that I have ever driven"

## New truck crane for Russia

Manitowoc launched the new 35 tonne Grove GBT35 at CTT in Moscow, last month. The locally-assembled truck crane has a 39 metre five section full-power boom and 58 metre maximum tip height, significantly outperforming its local competitors. Manitowoc launched the crane in conjunction with one of its Russian dealers, Global Cranes which will assemble and sell the crane for Manitowoc in the Moscow region.

The GBT35 combines a Grove superstructure with a locally-built Volvo carrier, chosen to provide Volvo quality and access to its parts and service network. The truck uses standard tyres and does not require a special permit to travel on Russian highways. A PAT load moment indicator is standard.



The Grove GBT35 truck crane has a 35 tonne capacity and 39 metre five section full-power boom.

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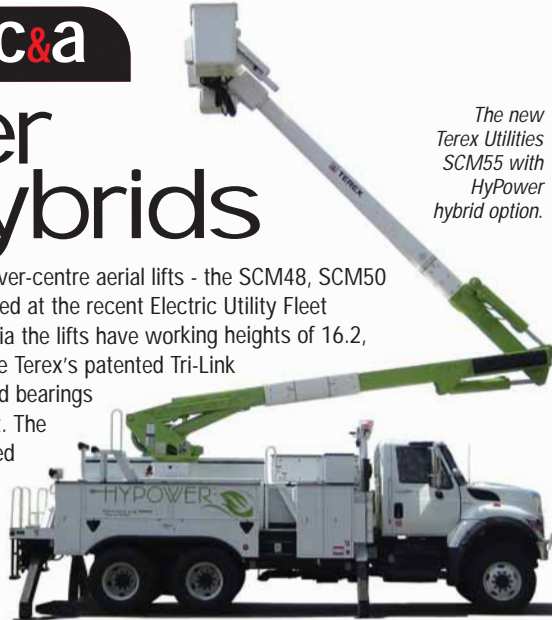
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## New over centre hybrids

Terex Utilities has launched a new range of over-centre aerial lifts - the SCM48, SCM50 and SCM55 - within its Hi-Ranger line. Unveiled at the recent Electric Utility Fleet Managers Conference in Williamsburg, Virginia the lifts have working heights of 16.2, 16.8 and 18.3 metres respectively and feature Terex's patented Tri-Link elbow design for easy access to bushings and bearings with no extension chains or cables to inspect. The lower boom cylinder design provides more bed space and a low travel height of just 3.3 metres. All models can be mounted on 14 tonne trucks, while the 16.2 metre SCM48 boasts a 12 metre over-centre outreach, 10.6 metres non-over-centre.



The new Terex Utilities SCM55 with HyPower hybrid option.

## 23m Snake at Apex

Italian manufacturer Oil&Steel will launch a new 23 metre Snake 2311 Compact truck mounted lift at Apex in September. The new model, mounted on a 3.5 tonne truck, utilises a double sigma riser that offers a perfectly parallel lift sequence up to an eight metre up and over height. Maximum outreach is a handy 11 metres, with outrigger set-up completely in-board with four independently controlled straight down jacks. The 1,400x700mm platform has a full 180 degrees of platform rotation and two entrances. Maximum capacity is 200kg or two persons. The lift is mounted in a 3.4 metre wheelbase vehicle giving an overall length of 6.49 metres, width of 2.12 metres and a height of 2.4 metres.



## Easi UpLifts adds CTE

CTE UK has received an order for 12 new aerial lifts from Irish-based rental company Easi UpLifts. The order includes two ZED 26J truck mounted lifts mounted on Isuzu 7.5 tonne GVW chassis, six Zed20CH - the latest version of the Zed20 - on Nissan Cabstar chassis with the new 'H' type outrigger configuration, plus four Traccess spider lifts including 13.5 and 17 metre units.

(L-R) Gerrard Jennings of Easi UpLifts with Michele Hillebrand of CTE and John Ball of Easi UpLifts at Vertical Days.

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## GGR Unic launches new cranes

GGR Unic has launched a new line of 1:40 scale spider cranes made from Lego bricks. The unique range of limited edition Lego kits – commissioned by European Unic master distributor GGR - includes five different models from the smallest Unic 095 to the Unic URW 706. Designed and produced by a certified Lego professional, great attention to detail was spent on making each of

the cranes as accurate as possible while retaining the fun element that Lego is all about. First to be produced was the smallest Unic URW-095 crane which is made from 120 parts, has a 130mm extendable boom and flexible outriggers which can be folded into the stowed position. Sharing the same boom is the URW-295 which also features an on-board control panel and is made from 130 parts.



Graeme Riley (R) and the GGR team with the Lego models at Vertikal Days



The larger capacity cranes, starting with the URW-376, have a moveable working tread, operator's seat and lever control panel. The URW-376 comes in 250 parts and has a 230mm boom, whilst the URW-506 crane boasts a 300mm extendable boom and on-board Safe Load Indicator control panel. The biggest model in the range, the URW-706 is made from more than 750 pieces and boasts an impressive 530mm telescopic boom.

## 750 tonne Liebherr for Whyte Crane Hire

Aberdeenshire-based Whyte Crane Hire has added a 750 tonne Liebherr LG1750 lattice boom truck mounted crane to its fleet. The Ellon-based company plans to use the crane for wind turbine installation and heavy-lift contracts in the oil and gas industry. The LG 1750 combines superstructure, booms and jibs from the LR 1750 crawler crane, with a completely new compact eight axle 16x8x16 chassis.

The crane has been supplied in the 8L8HS configuration with 115.5 metres main boom and a six metre heavy fly-jib. An additional SL9D2FB arrangement provides 136 metres of main boom, and 18 metres jib, with 42 metres back mast and a ballast tray for up to 400 tonnes of counterweight.

The LG 1750 joins around 40 cranes in the Whyte fleet, many of them Liebherr All Terrain telescopes, together with several specialist cranes that work on Whyte's cargo handling activities.



Lawrence Whyte (L) with Willie Wylie of Liebherr at the hand over.

## Second 100 tonner for NMT

Bedfordshire-based NMT Crane Hire has taken delivery of its second Terex 100 tonne AC100-4L All Terrain crane, the first of which was delivered earlier this year.

The long-boom L model comes with a 59.4 metre main boom and bi-fold swing-away extension, taking the on-board tip height to over 82 metres within 12 tonne axle loads. In the UK however, under STGO rules, the crane can travel with up to 19.8 tonnes of on-board counterweight, giving maximum axle loads of 16.5 tonnes. The company has also ordered a six axle 200 tonne AC200-1 which will be delivered later this year.



The new Terex AC100-4L arrives with NMT

## Advanced Access adds to fleet

UK-based Advanced Access placed a 46 unit order for a mixture of Skyjack, Custom Equipment and Holland Lift equipment at Vertikal Days. Advanced Access - the latest company to join Access Link, the UK-based association of independent regional rental companies - is owned and managed by industry veteran John Corcoran, who said that he has been very encouraged and even surprised by the volume of business already coming through from Link members adding to its existing business within the London area. The new order adds to a significant order for Niftylift Height Riders that are currently being delivered.



Some of the first units arrive at the Advanced Access yard.

## Kimberly strengthens management team

The Kimberly Group has made a number of senior appointments. The Harrogate-based access, telehandler and tool hire company has appointed tower crane veteran Alex Lowe as group operations manager. Until last year Lowe was managing director of HTC Plant, the crane division of PC Harrington, prior to which he was with Hewden.

Peter Higgins joins as group commercial manager and Jonathan Stagg as group marketing manager - all three will report directly to chairman Ray Ledger.

At the same time Lynne McCallum has been promoted from group financial controller at the 1st Access rentals division of Kimberly, to the newly created role of group financial controller reporting to finance director David Foster.

Ledger said: "The addition of such talent and specialist experience will accelerate the Kimberly Group's growth strategy and bring fresh thinking to what is generally regarded as a repetitive and mundane market sector."



Alex Lowe



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County Lifting's Daniel Drury (L) with Steve Elliott of Liebherr.

## County Lifting adds new Liebherr

Kettering, UK-based lifting and transport specialist County Lifting has taken delivery of a new 130 tonne Liebherr LTM 1130-5.1 All Terrain crane. Displayed in its distinctive livery at last month's Vertikal Days, the LTM 1130-5.1 features a 60 metre main boom, 130 tonnes rating at three metre and can handle almost two tonnes at 56 metre.

The crane has been ordered with the 10.8 to 19 metre three offset swing-away boom extension and under UK STGO rules can travel with this, all its equipment and up to 22.6 tonnes of its 42 tonnes of counterweight.

## JMG unveils 11 tonne electric

Italian-based pick & carry crane manufacturer JMG unveiled the new battery powered MC110 crane at the recent GIS show in Piacenza. The unit can lift 11 tonnes a clear metre in front of its front bumper. JMG claims it has the most compact dimensions of any machine in its class at just 4.08 metres long, 1.95 metres wide and 1.95 metres high.

"The crane features twin AC electric motors for lift and travel, twin front-wheel drive and braking, tight 90 degree crank angle rear steer and a patented three section proportional boom. The boom design allows the practical fitting of a wide range of attachments, including a winch, various jibs and a set of forks.



The JMG MC110 can pick & carry 11 tonnes

## Ruthmann takes over Time Deutschland Versalift

German platform manufacturer Ruthmann has taken over Hanover-based Time Deutschland Versalift GmbH. The deal covers new and used equipment sales as well as the spare parts and customer service functions of Time/Versalift in Germany and Austria. The company will retain the Time staff and operate it as an independent entity within Ruthmann.

Ruthmann says that the product support strengths of the two companies are different and that they will work together to provide an improved service for both product lines. The move follows the appointment of Time Denmark as Ruthmann distributor for the Danish market in April.



(L-R) Uwe Strotmann, managing director Time Deutschland, Per Torp, Time Export, Ruthmann CEO Rolf Kulawik and Jess Andreasen of Time International.



## Ashtead up 11%

Ashtead - owner of Sunbelt in the USA and A-Plant in the UK - has reported its full year results with revenues up 11 percent to £948.5 million. Pre-tax profits before exceptional costs were £31 million, compared to £5 million last year.

Sunbelt revenues were up 13 percent to \$1.225 billion with an operating profit of \$162 million compared to \$116.6 million a year ago. A-Plant revenues grew two percent to £165.8 million, while operating profits surged 50 percent to £2.7 million. Capital expenditure at the group rose to £225 million from just £63 million in 2010. The average age of the group's rental fleet at the end of April was unchanged over the year at 44 months.



## Speedy agrees new credit line

Speedy has agreed a new £220 million asset-based revolving credit line with a syndicate of six banks to replace its existing £210 million cash-flow based loan facility, which was due to mature in June of next year. The new facility matures in January 2015.

## Carl Icahn buys into Oshkosh

The infamous financier and shareholders rights lobbyist Carl Ichan has purchased a 9.5 percent stake in JLG parent Oshkosh.



## JCB revenues rise 48%

JCB the UK-based construction equipment manufacturer has reported full year 2010 revenues of £2 billion, up 48 percent on last year.

In total it sold 51,600 machines, compared to 36,000 in 2009. Earnings before interest, tax, depreciation and amortisation (EBITDA) were £235 million compared to £94.5 million in 2009. The company also celebrated its 65th anniversary in June.



JCB celebrated its 65 years in business in June

## Profits slip at Vp on higher revenue

UK-based Vp, owner of telehandler rental company UK Forks has issued a preliminary trading update, indicating full year revenues up five percent to £141 million, while profit before amortisation and exceptional items fell 14 percent to £13.8 million. In the same period net debt has been reduced by 17 percent to £40.5 million.



## Strong order pick up at Tanfield

Tanfield, owner of Snorkel, has said that first half revenues were up 24 percent to £24.4 million, while strong order intake resulted in a 170 percent increase in its order book to almost £21 million. Net cash improved almost 30 percent to £4.7 million. It also warned that supply chain capacity constraints and working capital demands will limit the speed of growth throughout 2011.

  
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CRANES



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• Skyjack has appointed **Ron Butts** as territory manager for the states of Ohio, Michigan and Indiana.



Ron Butts

• Finnish-based **Ramirent** has acquired **Hyрман i Lund** a seven location rental company in southern Sweden.

• Italian recovery crane and aerial lift manufacturer **Isoli** has signed a new trade agreement in Pakistan.

• **Hertz Equipment Rental** has acquired **WGI Rentals** of Williston, North Dakota, within the Bakken shale oil region.

• **Babcock and ZPMC** have commissioned the new 1,000 tonne gantry crane at the Rosyth dockyard in Scotland.

• A tower crane operator died at London's **Olympic Village** site while climbing down from his cab.

• New Orleans, Louisiana-based **B&G Crane Service** has completed the acquisition of the Texas-based assets of **Ray Anthony International**.

• New Jersey-based aerial lift company **Trico Lift** has appointed **Chris Carmolingo** as chief operating officer, and **John Paz** as executive chairman.



John Paz



Chris Carmolingo

• UK-based tool and equipment rental company **One Stop Hire** has purchased 12 new **Youngman Boss X3X** scissor lifts.

• German-based spider lift manufacturer **Teupen** signed a new five year distribution deal with UK-based **Ranger Equipment** at this year's **Vertikal Days**.

• Finnish-based international rental company **Cramo** has acquired Norwegian rental company **Stavdal Utleiesenter**.

• **Snorkel** has appointed **Mid Pac Far East** as its distributor for the U.S. Territory of Guam, and surrounding islands.

• **Liebherr Ehingen** has installed a new environmentally friendly paint system for large crane components.

• **Ramirent** has acquired **Rogaland Planbygg** a provider of temporary accommodation to the oil and gas industry.

• Louisiana-based **H&E Equipment** has appointed **Fred Ransom** as regional vice president Atlantic north region.



Fred Ransom

• Brazilian-based rental and industrial services company **Mills** has said that it is increasing its planned investment in new aerial lifts.

• Finnish-based rental group **Cramo** has acquired **Tidermans Hyrmaskiner** and **Tidermans Hyrmec** in Sweden.

• **IPAF** has established a **Brazilian Country Council** during its first general meeting of Brazilian members.

• The German division of international rental company **Loxam** has taken delivery of eight new **CTE** truck mounted lifts.

• UK-based **Loxam Access** has ordered 14 new **GSR** truck mounted lifts from UK distributor **Skyking**.

• **Manitowoc** has extended the territory of its Danish distributor, **UN Mobilkraner** to include Sweden.

• UK-based **PWM Platforms** has replaced its **Hinowa Goldlift 14.70** and **Lightlift 19.65** spider lifts with new **IIS** versions.

• **Wolffkran** has appointed **Thomas Odenbreit** as sales representative for Western Germany, while **Wolfgang Kavelius** will look after Southern Germany.



(L-R) Thomas Odenbreit, Andreas Kahl, Wolfgang Kavelius

• **Blade Access** has added a 103 metre **Palfinger WT1000** truck mounted aerial lift to its rental fleet.

• **Equipment Parts Wholesale**, the US-based aerial lift parts supplier is opening a parts distribution centre in Louisville, Kentucky.

• **Manitowoc** has appointed **UST** as a distributor for Grove mobile crane sales and service in Russia.

• **Cranes UK**, the **Tadano Faun** and **Broderson** distributor has appointed **Julian Elms** as a member of its sales team.



Julian Elms

• UK-based truck mounted lift manufacturer **Ascendant** launched the new 26 metre **A26-17TJH** at **Vertikal Days** in June.

• UK-based **Lavendon Access Services** has established a new product committee to evaluate new products for its fleet.

• **Delta Rigging & Tools** of Pearland, Texas has acquired **Grizzly Wire Rope & Chain** of Williston, North Dakota.

• **Manitex** has received formal Italian court approval for its acquisition of the business assets of **CVS** and completed the transaction.

• **Power** and automation specialist **ABB** has added three new members to its UK marine and crane services team.

• **Terex Cranes** has pledged \$21,000 to the **Specialised Carriers & Rigging Foundation**.

• **Snorkel UK** has appointed **James Darnley** as a sales manager he joins from the **GAP** group.



James Darnley

• The managing director of Aachen-based crane rental company **Wertz** was shot and killed by her husband in June.

• **JLG's** new **340AJ** boom has been named as 'Best Product' of the year by the **Australian Hire Association**.

• Danish-based rental company **AH Lift** has purchased its second 32 metre **Skako Falcon FS320Z** spider lift.

• The UK's equipment rental association the **CPA** has updated model conditions which take effect from July 1st.

• UK-based rental company **Hewden** has won a new two-year deal to supply powered access equipment to **Skanska UK**.

• Truck mounted lift manufacturer **Isoli** has appointed **Cargotec** as its distributor and installation partner in the United Arab Emirates.

• US-based lift manufacturer **Custom Equipment** has appointed **Chris Dossin** as vice president, sales and marketing.



Chris Dossin

• The UK's **Access Link** has appointed **Advanced Access Platforms** as a member for south London.

• A newly formed spider lift rental business **Spider Rentals** of Rochdale, UK has been launched.

• A team of **Lavendon** management trainees is cycling from Aberdeen to Liskeard for charity.

• The first **CAWPE** - China Aerial Work Exhibition - took place in Shanghai in early June.

• Scottish-based access company **Scotia Access Services** has added premises in Aberdeen.

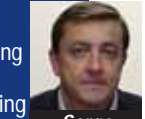
• **King Lifting** - the UK's third largest crane hire company - has opened a new depot in Birmingham.

• German-based powered access company **Mateco** has acquired Krefeld based rental company **Schmelzer**.

• **CTE** will supply the electric Jordanian company **Edco** with seven **B-Lift 150** platforms.

• **Rushlift** - part of **Specialist Hire Group** - has secured a £100 million deal with construction materials group **Saint-Gobain**.

• **Serge Bosché** vice president of sales & marketing for **Manitou Americas** is leaving the company.

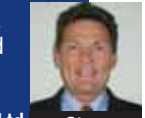


Serge Bosché

• **Burdens** - a leading UK supplier of building materials - has ordered 24 new **Hiab** loader cranes from **Cargotec**.

• Florida-based **Sims Crane & Equipment** has promoted **Kurt Kufferman** to general manager of operations.

• **Snorkel USA** has appointed **Steve Watts** as vice-president distribution to expand its dealer network.



Steve Watts

• **Merlo** has extended the territory of its southern UK dealer **CBL - Clive Barford Ltd** - adding its **Newbury** branch.

• Dutch rental company **HWS** has purchased some new 12 metre **Niftylift HR12 NDE** bi-energy self-propelled boom lifts.

• UK-based **Extreme Wind Services** has taken delivery of a 70 metre **Palfinger WT700** for wind turbine maintenance.

• The UK construction charity, the **Lighthouse Club**, has appointed **Jennifer Deeney** as fund raising ambassador.



Jennifer Deeney

• Las Vegas-based telehandler manufacturer **Xtreme Manufacturing** has uprated two of its larger telehandler models.

• Italian truck mounted lift manufacturer **Isoli**, has delivered seven new lifts to **Loxam France**.

• US-based rental company **RSC** is acquiring **Independent Aerial Equipment** of Elizabeth, New Jersey.

• Swedish-based **Kranpunkten** has acquired 400 additional used **Genie** aerial lifts through **GV Asset Management**.

• **Tadano Oceania** has formally appointed **All Crane Sales & Services** as its Distributor for New Zealand.

• Crane and aerial lift rental company **ALL Erection & Crane Rental** has established **ALL Crane Rental of Louisiana**.

• UK-based rental company **Speedy Hire** has appointed **Dr Chris Masters** as a non-executive director.



Dr Chris Masters

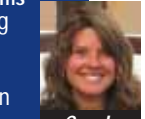
• **Harsco Infrastructure** has sold its **Rovacabin** and **Eventlink** business to UK-based **Wernick** group.

• **CTE** has supplied **Singapore's National Park** with a special **ZED 26** truck-mounted aerial lift for pruning trees.

• **Terex Cranes** has appointed Moscow-based **JSC Kwintmadi** to distribute its cranes throughout the European Russia.

• **Holger Johan** has left German-based **Power-Lift** just three months after he sold it to Dutch-based **Hoogwerker Centrum**.

• Rental software specialist **Wynne Systems** has promoted **Carole Cossu** to managing director of its European business.



Carole Cossu

• US-based aerial lift replacement parts supplier **C-Tech Industries** has opened an operation in the UK.

• Harrogate, UK-based **Emsley Crane Hire** has taken delivery of its fourth **Terex AC80-2 All Terrain** crane.

• The **City of Antwerp** in Belgium has placed a multiple order for **GSR** truck mounted lifts including a 22 metre **GSR E220TJ**.

• **Wong Hein Jee**, group chief financial officer and company secretary of Singapore-based crane company **Tat Hong** has resigned.

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

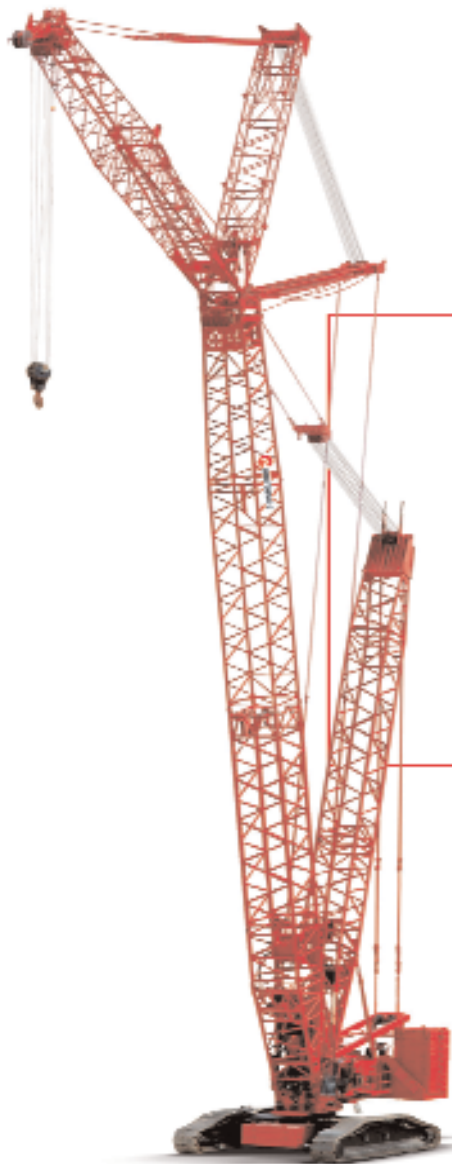


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# Lifting and moving...

Over the past few months we have seen numerous examples of items being 'picked' and 'carried' without using the traditional pick & carry crane. This month's feature therefore takes a slightly unconventional look at machines that can carry out this role.

There will always be a need to move loads horizontally. The emergence of the construction telehandler/industrial forklift shows how efficient moving and placing a load can be - particularly if it is palletised and not too heavy. When a load increases in size or weight renting in an All Terrain or truck crane is an option that copes with the majority of jobs. But add say restricted headroom, obstructions, space limitations or indoor working and other solutions need to be sought. An ultra compact City or even Rough Terrain crane may be the solution for some, as long as space allows and if all else fails a traditional industrial pick & carry crane which 'does exactly what it says on the tin'. Add in size, electric power and other advantages and this type of lifting machine will usually prove ideal. However there are a few alternatives including mini crawler cranes and as long as the load is light some spider cranes might handle it.

Last year we featured the lightweight portable skate tug, the Powercat - a small portable electric powered tug which is also available

in a cordless version. This issue we feature an industrial lifting, moving and transport company - County Lifting - which prefers to use heavy 'agricultural-looking' extendible chassis fork trucks but which excel at some industrial shifting applications. We also feature the world's largest crane - the 200,000 tonne/metre Mammoet PTC. Obviously not able to pick and carry in the traditional sense (although it can move on rails or SPMTs) this enormous crane - because of its luffing jib and speed - has the capability of moving a load to 200 metres and can lift 1,300 tonnes to 100 metres.

## Traditional pick & carry cranes

We start with the traditional industrial pick and carry cranes which are now mostly manufactured in Italy - including Valla, Ormig, Galizia, Jekko, JMG and Kegiom - and the USA such as Broderson, Grove and Shuttlelift.

There has been a renewed interest in this type of crane particularly with the introduction of the compact, pedestrian-operated, two tonners a few years ago. Having introduced the first modern product in this category Valla was either unable or unwilling to keep up with the rapidly growing



demand causing others to enter the market. This included Jekko which in a change of direction away from its spider crane line introduced the GMK20, while Galizia soon followed with its G20. Valla responded to what were more modern and up to date products with its 2.5 tonne capacity 25E and Galizia matched this capacity. Overnight the ultra compact 'pick & carry' sector was given new impetus giving end-users a wider selection to choose from. Cranes & Access compared these machines in last year's feature on this type of crane and developments continue. Valla is currently working on a new 12 tonne 120 Evo. Galizia unveiled a new fully remote control version of its 2.5 tonne G25 which has no manual controls. The company also says that it is working on a new range based on its larger 'F200 type' machines with capacities from 12 to 35 tonnes which should be ready by this Autumn.

Ormig, traditionally the champion of the heavier diesel powered pick & carry crane market, has been moving progressively smaller and has had considerably success with

its electric powered 5.5 tonne 5.5tmE, which is now joined by a diesel powered version. Crane buyers tend to follow the adage 'if it looks right it probably is right' if there is any truth to this statement the little Ormig must be a great performer.

A more recent entrant into what has become a dynamic market is another Italian manufacturer, JMG Cranes first seen at SAIE in Bologna last October. The company benefits from owners/senior management with years of electric pick & carry



## pick & carry

**c&a**

crane experience, mostly from time served at Valla. The team has moved fast and already boasts an extensive 14 model range extending from an ultra compact 2.5 tonner to a 60 tonne heavyweight. The company has also benefited from the experience of UK based mini crane specialist Compact Lifting Equipment. Its latest addition, unveiled at the recent GIS show in Piacenza, Italy is the MC110. With its 11 tonne maximum capacity available one metre from its front bumper, JMG claims that it is the most compact machine in its class, measuring 4.08 metres long, 1.95 metres wide and 1.95 metres high. Key features include twin AC electric motors for lift and travel, dual front-wheel drive and braking, 90 degree crank angle rear steer and a patented three section proportional boom. The boom design allows the practical fitting of a wide range of attachments, including a winch, various jibs and a set of forks.



*The tiny Maeda LC785 mini crane*

### Alternatives

Outside the traditional pick & carry machines there are many other ways of lifting and moving a load. Mini cranes such as Maeda's latest 2.93 tonne LC383M-5 have been

primarily developed for working in exceptionally tight spaces, with 360 degree zero tail-swing slewing within its tracked footprint. It has a useful 1.5 tonnes pick & carry capacity while its largest LC model the six tonne capacity LC1385B can pick & carry two tonnes. While this does not compare to that offered by the regular pick & carry models the small dimensions and low ground pressure under the rubber tracks may well suit certain applications.

### Crude but effective

However, one item of equipment that has been widely used by riggers on the other side of the Atlantic for many years - the heavy fork trucks or mobile jacking trucks - are becoming steadily more popular - particularly in Germany and now in the UK. Manufacturers such as Versa-Lift and Lift Systems both produce contraptions that offer amazing pick & carry capabilities for their weight - up to 63.5 tonnes with frames extended.

The Versa-Lift machines are made by Custom Mobile Equipment based in Baldwin City, Kansas. The company was formed in 1993 by Gary Dick with the purpose of designing and building material handling equipment. Within a year the first Versa-Lift 40/60 had been supplied to Taylor Crane and Rigging and the product was up and running. Custom Mobile launched a larger model - the 60/80 - in 1998 with many similar features as the 40/60 but capable of lifting 80,000lbs at a 36 inch load centre (36.6 tonnes at just under a metre). The nomenclature represents the lift capacity in 1,000lbs - the first without extending the frame/ballast, the second in maximum capacity mode. A more compact model was



*A Versa-Lift 20/35*



*Two Lift Systems 75 ton Mobilifts*



*Jekko MPK20W in a busy London street*



*Latest pick & carry manufacturer is Italian-based JMG*

versions - the 25/35E and the 40/60E and a full remote control option is also available (as owned by County Lifting - see page 66).

The other major manufacturer of these lift trucks is East Moline, Illinois-based Lift Systems which has a wide range of hydraulic gantry systems, mobile pick and carry machines, crawler mounted transporters, custom cylinders and many other types of specialised lifting and moving equipment. Its UK dealer is specialist heavy lift engineers Chester-based Claxton International.



*A small Kegiom pick & carry crane*

introduced in 2000 - the 15.8 tonne capacity 25/35 - designed specifically for machinery moving but with attachments that allow it to be used in many other markets such as paper roll handling.

Demand for the trucks continued especially for moving heavier loads. This resulted in the introduction of the massive 100/140. The company which purchased the first machine in 2003 - Mayberry Machinery Movers - tended to use gantries however the set-up was very time consuming and at times dangerous - not so using a big forklift. Versa-Lift also has two electric

Lift Systems dates back to 1980 when Riggers Manufacturing was formed by Gary Lorenz. He then sold his interest in 1983 and founded Lift Systems. Over the years the company has evolved into a major player in gantry systems, mobile pick and carry machines, crawler mounted transporters and other types of specialist equipment.

Lift Systems introduced its pick & carry Mobilift and Twin Lift hoist trucks in 1987 with the first machines ranging from 30 to 50 ton capacity. Today the product lines range from 33 to 110 tons and has been joined by the TF45/60 telescopic forklift in 2001. Although the company was sold by Lorenz to



A very low headroom lift systems truck with 100,000lbs capacity



Two Ormigs in a tight spot

Offering very low overall height and big lift capacity (60,000lbs/27.2 tonnes) the unit can be fitted with three attachments converting it from a fork truck to a riggers boom to an industrial boom type lift truck. The latter format is ideal for machinery movements. It can easily be transported onto site, used to unload a heavy object and then carry to item and place it into its final position much quicker and easier than almost any other type of equipment.

#### Reach stackers

Along a similar vein to these big lift trucks but offering substantially greater sophistication are modified reach stackers. While not widely used for rope suspended pick & carry duties, Scottish-based

an investor group headed by Bruce Forster in 2005 product development still continues. The Twin Lifts allow lifting from either a central eye on the 'boom' or from one of the corners allowing different rigging configurations and its design also allows a forklift attachment to be used.

However the most versatile item in the Lift Systems mobile range is the extendible frame TF45/60.



Two modified Hyster reach stackers moving up to 100 tonne wind turbine tower sections at the Port of Mostyn



Two Terex crawler cranes - a CC 2800-1 and CC 2500-1 carried a 464 tonne concrete bunker 70 metres for restoration

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## lifting & moving C&a

crawler crane specialist Weldex used two modified Hyster RS 46-41L CH reach stackers to handle large wind turbine components for Siemens Wind Power at the Port of Mostyn in North Wales. A typical job involves lifting and carrying the 100 tonne tower sections from the quay side - after arriving from Denmark - to the storage area. The machines are also used individually to handle the 50 tonne hubs.

The reach stackers were modified by Barloworld, in conjunction with Hyster's Special Engineering Department to enable them to work like large industrial pick and carry cranes. The units weigh 84 tonnes, have a tip height of 18.2 metres and can travel at up to 24kph. The massive spreader attachment has been replaced with a simple fixed hook with heavy duty swivel.

### Mega Mammoet

The new generation PTC (Platform Twinning Containerised) super heavy lift crane - used increasingly for petro chemical plant refurbishment installing or replacing massive vessels - was introduced by Mammoet at its new dedicated testing facility in Westdorpe near Terneuzen, Holland. The PTC is obviously no pick & carry crane, however its sheer size/reach and crane-like performance (unlike sliding gantries) means that it is more versatile and able to carry out multiple lifts during a project compared with the company's MSG (single lift) and other large lift crane systems. Two models with capacities of 140,000 and 200,000 tonne/metres are available and each has three rigging options - main boom, main boom plus fixed jib and fixed main boom plus luffing jib.

Figures for the PTC200 are impressive. From its set-up position the crane has a maximum radius of 205 metres and can lift 1,000 tonnes at 100 metres, 2,500 tonnes at 65 metres and 3,200 tonnes at 55 metres, yet has a ground bearing pressure of just 20 tonnes per square metre. When fitted with the 106 metre maximum luffing jib it can lift loads up and over allowing the crane to be positioned much closer to existing structures - a major advantage over sliding gantries with a rigid main boom. With luffing jib, lifting a load of 1,000 tonnes at 100 metre radius is totally feasible. Slewing is on bogies and a full

rotation takes about 15 minutes - which also makes operations much more efficient, allowing large loads to be picked up and moved across a large part of the site. And by using four, 800 tonne main winch system which are automatically synchronised and controlled, loads up to the maximum can be hoisted at a speed up to 10 metres a minute (33 ft/min) a figure perhaps 60 times faster than some strand jacks. These are more suited to single lift projects because of their slow speed and also the wear on the wire rope. The PTC also has an auxiliary 250 tonne hoist with a speed of either 10 or 20 metres a minute depending on the configuration.

Both PTC's carry their counterweight within the ring - i.e. zero tailswing - resulting in a footprint diameter of 45 metres for the PTC140 and 55 metres for the PTC200. All key electric and hydraulic components - such as the power packs, gearboxes, slewing and hoisting drives, PLCs and electronics - are fully duplicated, allowing repairs and maintenance to be carried out without interrupting lift operations. Two hydraulic power packs are used should one fail or be shut down for maintenance. In the unlikely event that both fail, the crane can be operated using an external power pack.

Mammoet - celebrating 45 years this year - says that it has learnt through experience the need for reliability. The crane has been designed to resist a lightning strike (operational again within five minutes) and an earthquake (working again within four hours). The PTC crane has a strong A-frame structure formed by its twin booms, and can operate in wind speeds up to 14 metres per second (31 mph). The main boom and luffing jib can remain fully erected in gusts up to 50 metres per sec (112 mph). However the crane can be made hurricane proof (a maximum of 67 metres per sec/150 mph) within four hours by laying the main boom/jib flat on the ground. No auxiliary crane is needed to achieve this or to return the boom to normal operations.

The PTC breaks down into components that fit into standard 20 and 40 foot shipping containers. Only two mobile cranes are needed (300 tonne maximum) with assembly generally taking between three to six weeks. And the cost? For all three crane/boom jib options a whopping €160 million!



PTC140 (L) and 200,000 tonne/metres PTC200 behind



PTC200



The 140,000 tonne/ metre PTC140



Roderick (L) and Jan Van Seumeren Jr at the launch of the PTC cranes



The PTC200 operator checking boom and winches prior to a lift



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# LIEBHERR

The Group

pick & carry

c&a

# A sign of the times

Whilst Farnborough-based Tracked Access is known as the UK distributor for Palazzani equipment, it also has one of the widest ranges of pick & carry equipment available for hire. Perhaps this is because operations director, Phil Lomax, has a long history in this sector having started his career with Jones Cranes on pick & carry cranes?

In one sense, the company name Tracked Access is something of a misnomer. Yes, the company has a wide range of booms, scissors and mast booms but it also has a wide and varied range of smaller capacity pick & carry cranes. The company has built up a sizeable and diverse crane fleet including products from Maeda, Jekko, Valla and Kegiom, along with Merlo 360 degree telehandlers.

Lomax should now be a thing or two about this sector because as a young Jones Cranes apprentice he worked on many pick & carry cranes including the 971 (mobile, crawler and HLB dock models) as well as refurbishing 11-7 cranes operated by the Coal Board.

"Although Jones Cranes were manufacturing the Iron Fairy in the 1980's it continued to make strut and cantilever jib cranes for customers throughout the world," he remembers. "The main advantage of these cranes over the modern hydraulic machines was their simplicity. They could be sold into third world regions where technical skills were limited and reliability was paramount."

Jones Cranes was a brand of British-built cranes from K&L (Kryn and Lahy) Steel founders and Engineers in Letchworth Garden City, Hertfordshire. The company was started in 1915 by Belgian refugees which then aided the World War I war effort as well as producing carbon steel castings for all manner of heavy industrial applications including cars, bridges, cranes, railway engine wheels and parts. The company was later acquired by George Cohen Machinery in the 1920's. In 1973 it merged with the GCM 600 group - formally the George Cohen 600 group - which became known as the 600 group in 1975. The company went into decline in the 1980's and closed in the early 90's. In its halcyon days it employed thousands of people and its foundry was the third largest in the UK.

Since being formed in 2005 by Lomax and managing director Tony Gettins, Tracked Access has invested more than £3 million building up its varied fleet including Maeda spider cranes and Palazzani spider lifts. However during that time it has seen rental rates for



Phil Lomax

both types of equipment (spider and pick & carry) drop significantly but this has been off-set by its expanding customer base less reliant on the construction sector.

"All of our Maeda MC405 cranes have a pick & carry facility which is a useful feature but the duties are limited. Maeda has three crawler pick & carry cranes which are superb and very popular for use in construction and utilities work but at the moment they are not widely used in industrial applications."

Lomax says that he has been very impressed by the reliability and general build quality of our Maeda fleet and the lift capacities from such compact machines which shows real progress over the cranes of yesteryear.

"Our two tonne capacity Jekko MPK20 and Valla 20e cranes have been a useful addition to our core spider crane fleet and are generally used on construction sites where there are space, height or weight restrictions," he says. "They compete in many cases with compact telehandlers but their DC power allows them to work inside

buildings. They are also light enough to be towed on a small trailer. Compare the specification of these or the MC405 to a Jones KL15 and you can see just how far technology and manufacturing has come over the last half century."

Although not pick & carry, all Palazzani spider lifts have the option of a winch for lifting materials. The smaller machines can be fitted with an electric winch where the larger machines can have either an electric or hydraulic winch capable of lifting 300kg. "While the lifting capacity isn't very high it is quite impressive at heights of 30 to 50 metres," says Lomax.

Palazzani also makes two heavy duty pick & carry cranes with capacities of 10 and 15 tonnes designed exclusively for the industrial sector. Whilst these aren't a major product in the Palazzani line-up Lomax says they are well built and reliable. Weighing just over 11 tonnes, the smaller FPB 100 crane has a maximum retracted boom capacity of 10 tonnes or 3.1 tonnes fully extended to its maximum hook height of seven metres. The units also have a handy travel speed of up to 18 km per hour.



The Maeda MC405 has a pick & carry capability



The Palazzani XTJ with winch





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# Riding the decks

We have all seen the famous photographs of steelworkers working on the Empire State Building or taking a lunch break at the RCA building in New York from the 1930's. While this method of working occurs from time to time in most parts of the world there is a strong push to stop all walking or working on steelwork. The UK is possibly leading this charge with the Health & Safety Executive (HSE) having virtually banned the practice.

At lower heights it is not much of an issue with all manner of boom or scissor lifts available to access most parts of a steel structure – certainly up to about 45 metres. Over that it can be possible to use a truck mounted lift for heights of up to 112 metres BUT truck mounted lifts over 70 metres are still exceptionally rare, very costly and big, so lack the manoeuvrability required for most high rise sites.

The solutions available for high rise construction are therefore more limited and tend to slip down the so called hierarchy of fall prevention/protection methods. They are not the most efficient and can include special scaffolds or nets and safety lines etc... all of which are a good deal less efficient and rarely as safe.

## Finding a high rise solution

Steel erector Steelcraft Erection Services led by Peter Ellison - then group operations director of steel fabrication company Severfield Rowan, Steelcraft's parent -

set out to find a solution to get men off the steelwork on high rise jobs, without reducing efficiency, while matching the safety enjoyed by those working from aerial lifts at lower heights.



Peter Ellison in front of the 21m Deck Rider at Conexpo

Now working as a consultant, Ellison said that when faced with the challenge, he contacted a number of manufacturers including Niftylift with his ideas. While most companies were polite and listened, it took

The first Deck Rider comes off line at Niftylift's Milton Keynes plant



The iconic Charles C Ebbett photo from 1932

Niftylift just three to four weeks to come up with a concept solution. A 15 metre working height boom lift mounted on a special skid that could sit on the steelwork and achieve everything the company required. The machine was dubbed the Deck Rider 15, given that it was based on Nifty's Height Rider HR15 self-propelled boom.

A prototype was built and assessed on a test structure at the Severfield group's engineering centre in Thirsk. The results were so promising, in terms of both improving safety and boosting efficiency, that units were ordered and after some initial trials on mid-rise buildings were put to work on the Heron Tower, London's second but soon to be



The Deck Rider is lifted into place



Once in place the Deck Rider is used in exactly the same way a regular lift on the ground

## deck riders

c&a

third highest building which was completed in 2010.

### Up to 25% efficiency gains

Ellison said that due to the complexity of the structure three or four men working from scaffolds connected to the steelwork were needed just to tighten the 400 bolts on the more complex multiple connection points. The three dimensional capability of an aerial lift allowed one man to almost do the same work and basic piece count efficiencies improved by between 10 and 12 percent. At the same time it required fewer men leading to a total saving in the region of 18 to 25 percent. The improved efficiency allowed the crew to complete a storey every week. The work was more consistent as well as there were no hold-ups waiting for slow curing concrete floors to be ready to support regular access equipment. The method had knock-on efficiencies for other trades as well such as the floor casting crews who were able to carry



DR15 at Heron Tower

out their work unhindered by the steel erectors adding to the overall efficiencies and safety improvements. The Deck Rider is designed to be lifted into position by the on-site tower cranes and is essentially a standard Niftylift HR15 articulated boom lift mounted on a special skid chassis. The unit is placed on the steelwork and used in exactly the same way as a regular boom to install the steel framework for the next two floors above. Once the steelwork is completed the two

storeys are handed over to the main contractor and the Deck Rider placed by the tower crane on top of the two new floors so that it can be used to install the next two floors and so on until the top is reached.

### One storey a week

On the Heron Tower working with the Deck Riders, the Steelcraft team handed over two floors every two weeks, rapidly completing the 34 floor steel structure. Steelcraft currently owns 20 Deck Riders, 18 of which are working in the UK

and two in India, with the latest project being the London Shard. Ellison says that not only do the Deck Riders enable work platforms to be used all the way to the top of a steel structure, but that given the increasingly limited space at ground level, they can be used to replace regular booms from the first floor up, clearing the space for other trades and equipment.

The contractor has also developed software to go with the Deck Riders, which plot in advance the

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*The Deck Riders helped build the Shard, can you spot one in this view?*



machine positions for the entire building so that the construction crew and tower crane operator know exactly where to place them for each floor. It also highlights any no-go areas in red to help ensure that the lifts are not placed in a position where they may cause damage.

**21 metre version**

Niftylift showed a 21 metre version of the Deck Rider at Conexpo this spring which could allow it to do three floors at a time. However the new design includes the ability to switch the machine quickly and

easily between a regular self-propelled lift to a Deck Rider which might just encourage rental companies to add them to their fleet. It also featured Nifty's environment friendly Hybrid power unit, SIOPs safety system and Tough Cage, all of which are ideally suited for steel erection work and which are now available on the 15 and 17 metre models.

*The 21 metre Deck Rider introduces the ability to quickly convert the machine between Height Rider and Deck Rider.*



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# Access all areas

With the summer and holiday season rapidly approaching, most companies that have scheduled maintenance shut-downs are probably well into the planning stages. These facility closures can be for annual maintenance and repair work or the reformatting of production lines including the installation of new machinery. While an increasing number of companies plan well in advance for their main lifting and access requirements, a good number will still leave sourcing the smaller 'run of the mill' equipment until the last minute. Some do not have a shut-down period as such, trying instead to carry out repairs and maintenance in smaller stages at weekends or during quieter 'holiday' periods throughout the year such as Christmas and New Year or increasingly - thanks to the latest access equipment - during normal working hours.

Access equipment in particular is an item that is generally not well planned in advance. Many companies leave it to their contractors to provide equipment, perhaps use whatever they already have on site or carry out the work as it did in previous years. This can however lead to problems or inefficiencies. Equipment on site might not be suitable for the more intense work carried out during a shutdown. For the most part it is probably safe enough for the job at hand, but might not be the most efficient - a critical factor given the limited time available. And with margins becoming increasingly tight, obtaining the best equipment for the task may well lead to an improvement in productivity, finishing the job both with increased safety and greater speed allowing the facility to restart perhaps quicker than planned or at the very least taking pressure off of other tasks.



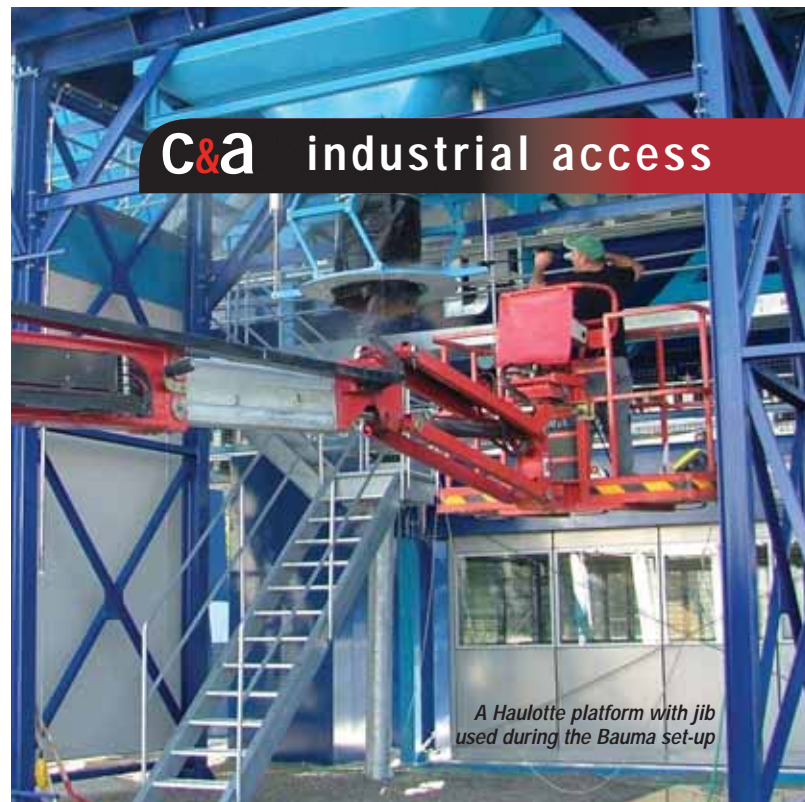
A Genie Z45-25DC electric articulated boom

As to leaving it to the contractor or sub-contractor to provide its own gear, this is fine as long as the equipment is safe and the 'best for the job'. It should also not affect other trades or work, due to the space it needs or time required to erect and dismantle. Remember, it is the property owner who is liable for accidents on his site and he has a duty of care to ensure that contractors or sub-contractors follow a safe method of working.

Insisting on the best equipment for the job is a tricky one in that contractors will tend to use what they already have. With the advances in the types of equipment over the past few years it may be worthwhile checking exactly how the contractor intends to carry out the work. Hiring or buying the very latest equipment could make an enormous difference to the overall speed of the job - something contractors might not find to their benefit.....

## The 'right' equipment

The type of access equipment you eventually use will of course depend on several clear criteria - how high you need to go, access to the site, how close you can get, what sort of ground pressures the floor can take and how much space you have to set up and use the equipment. The fact is that when it comes to access equipment working in industrial-type



C&a industrial access

A Haulotte platform with jib used during the Bauma set-up



A scissor with extendible platform



A useful feature is the rotating jib allowing better access

situations, there is an incredible amount of choice. So much so that it is quite possible that your local supplier - whether a hire or sales company - may either not be aware of, or not stock the best product for you job. Yet the right piece of equipment could really make your life a whole lot easier. Starting with how high you have to go, it is worth looking at how much work you have to do at each height. It may be more economical to rent two or more pieces of equipment rather than order a machine that can reach everything. There is also no point considering small slab scissor lifts if most of your work is above 20 metres. However if it is a narrow scissor lift you want, for whatever reason, there are products now available that are just 1.2 metres wide and yet go up to almost 28 metres and feature a long deck and high platform capacity. However you may have to shop around to find one that is available, this is another



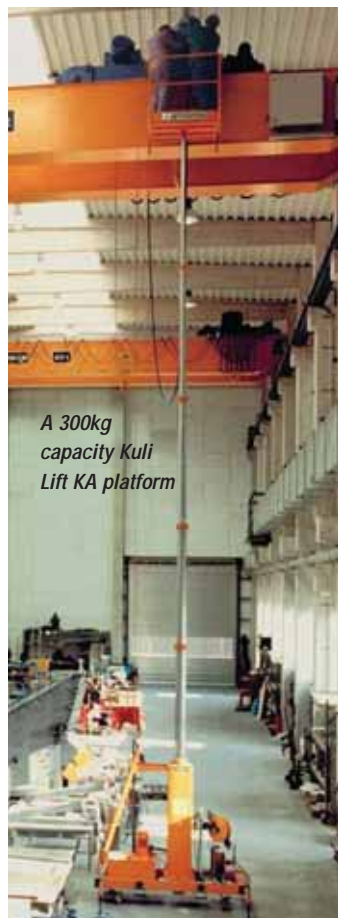
Checking cabling at a chemical plant using a mast boom

## industrial access C&a

reason why it is worth starting the planning process as early as possible.

Bear in mind that which ever machine/s you use, it has to be able to reach the work area. Does it have to travel in a lift, up stairs or be hoisted into position? Does it have to negotiate narrow corridors or move around and in between equipment? Some equipment is more manoeuvrable than others - tracked spider lifts for example are very narrow and compact in transport mode and are able to find a way to most working positions including climbing stairs. The problem however is the outrigger spread which might be too wide for working location.

Another important consideration is the floor loading. Computer or suspended flooring in particular can cause even small scissor lifts a problem, however there are now several lightweight self propelled scissor type platforms that can work quite happily on these floors and are compact enough to travel in even the smallest of passenger lifts to reach upper floors. It is the floor surface that is at risk, rather than its bearing capacity, again there are a wide range of products that can protect the floor and spread the point loadings.



A 300kg capacity Kuli Lift KA platform



JLG Toucan 10E

Another consideration is how close can you get to the job? If you cannot get right alongside or underneath, then a scissor lift is unlikely to be the right tool for you. The problem with standing off and using a boom lift is that the further away you are, the bigger the machine required to reach it. And if you also need a big capacity and lift capacity the base machine gets bigger again. In cases where there are obstructions a mast boom or small articulated boom might be able to get in closer and their 'up and over' reach facility could make all the difference.

But, by necessity, these machines tend to be bigger and heavier, which brings us back to floor point loadings as well as the space available to get the machine into position and have a clear working envelope (particularly if



Haulotte HA12 with rotating jib

the maintenance work is on an upper floor and involves stairs, lifts etc). Over the past year or so there have been an increasing number of electric powered articulated platforms introduced with working heights up to 21 metres.

### Power options

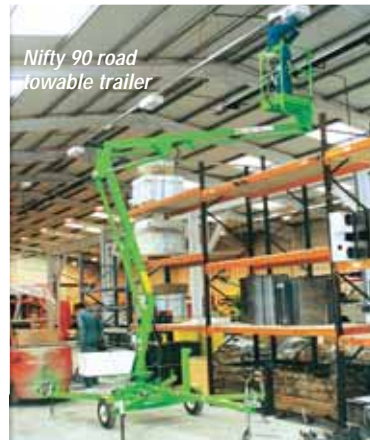
If working indoors consideration has to be given to the equipment's power options. More and more platforms are now available with either bi-energy or battery electric, providing an emission free environment for those carrying out the work and those inhabiting the



Genie GR26J mast boom



Bravi Leonardo working in London



Nifty 90 road towable trailer



Youngman Boss X3 small enough for a lift

building. In many manufacturing and production facilities (food for example) non-polluting equipment i.e. electric is all that is allowed and even then the type of batteries the machine uses may be a consideration with gel or other sealed type batteries required. Where there is risk of a spark and explosion, equipment has to be chosen accordingly and thankfully there are now a number of machines on the market that have been modified



Faraone PK 50 S



A Nifty HR12 on a wiring contract at Brighton train station

to cope with ATEX explosion proof standards.

The strides that have been made in lithium ion battery development over the past year or so are now being seen in the powered access sector with several spider lift manufacturers - lead by market-leader Hinowa - producing lithium ion powered machines that can work for a full day on battery power, eliminating the need for trailing cables. However, as soon as the machine is in its set-up position it is possible to run them on mains electric if desired, which means batteries are constantly being replenished.



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For those companies that don't want or can't cope with machines that require a source of electricity and who don't want or can't have diesel, petrol or LPG powered equipment on site, there is even the Power Scissor which gives up to six metres of working height and a good sized platform without the need for external power sources. In spite of its name it achieves its lift through purely mechanical means or with a cordless drill - and therefore requires very little maintenance and is achieving significant success for that very reason.

**If you are really stuck?**

If it is possible to get underneath or alongside the work to be done, but space is too limited for a 'regular' platform, don't despair! There are some amazing products out there, either using alloy tower components or even vertical powered platforms. Companies such as Genie, Faraone, Snorkel, Kempkes (Kuli lifts) and others all produce specialist units that could be exactly what you want. If you cannot find the exact machine for rent it might be worth considering a lease assuming that you can use such a product on a regular basis. If it is a 'one off' the benefits could be such that it is worth buying it and then reselling after the work is completed. With more awareness in safely working at height manufacturers are constantly adding new products and tweaking older ones. Just make sure you are using the very best equipment to complete the job as quickly and as safely as possible.



Sometimes the only way in is being lifted by a crane



A spider working internally



A tall and narrow scissor



Snorkel A38E



# But which platform to choose?

With so many different types of access equipment available, we thought that our end-user readers might benefit from a straight-forward guide to the key platforms that can be used for industrial maintenance and repair.

## Mast booms

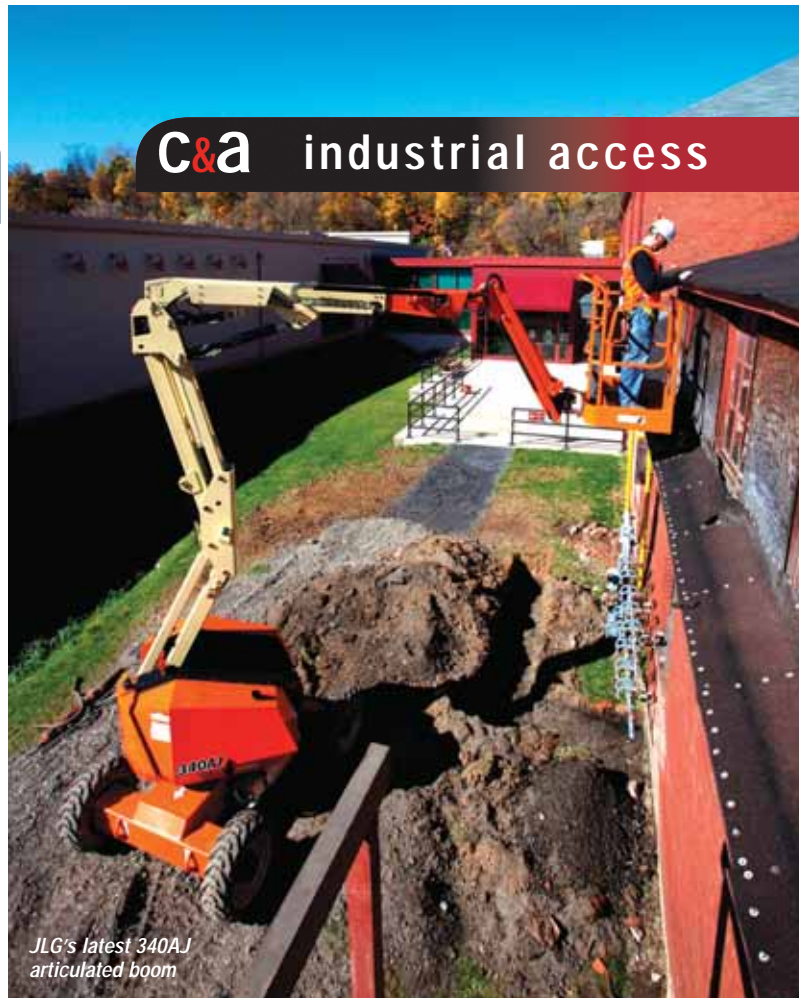
The mast boom - a vertical telescopic mast topped by a jib that supports the platform - is ideal when working in confined spaces thanks to its exceptionally compact dimensions. The mast provides height, slewing capability of a minimum of 180 degrees while the jib/boom provides variable outreach. Many people refer to mast booms as Toucans a brand made famous by the French company that promoted the concept - Delta and later Grove Manlift. Today the Toucan brand and product line up is owned by JLG.

The main benefits of a mast boom are working height up to 13 metres - although the vast majority are 10 metre models - 'up and over' capabilities up to about eight metres, outreach generally more than three metres but can run to more than five metres, a decent sized platform - generally about 900 x 750mm - with at least 200kg capacity and compact dimensions - usually 2.5 metres long by just under a metre wide and two metres high. Most weigh less than three tonnes (although the largest models with greater outreach are more than five tonnes) making transport easier.

While this is still a relatively rare product outside of France, there are now a good number of producers, including ATN, Manitou and Haulotte as well as JLG, Snorkel, Genie and Lift-a-Loft. While most models have a very similar specification, one area that might differentiate is the drive train. Some companies use full traction fork lift-type batteries with automatic top up system and while others use regular large lead acid batteries. One provides more



*The mast boom's jib and slewing capability makes it ideal in confined spaces*



*JLG's latest 340AJ articulated boom*

power but is more expensive to replace if damaged so if there is a chance of abuse the regular batteries might be best. Also check for direct electric drive, which will provide longer battery life with excellent gradeability and braking. Turning radius is another area where there are marked differences - critical when working in confined areas.

boom something has to give, 'up and over' capability is limited to around four to five metres and they are much heavier - up to seven tonnes. In the transport position they are also a good deal longer, often more than five metres. On the plus side though platform capacity is also higher at up to 250kg.

If you are looking to use the platform outdoors check if the machine has an outdoor rating and the ground clearance to cope with ground that is not perfectly flat. Some units do have active pot-hole protection which helps. Check for trade-offs for working outside, such as one man or lower capacity.

## Ultra narrow aisle electric booms

An alternative to the larger mast booms are the narrow aisle articulated electric boom from manufacturers such as JLG, Genie, Manitou, Haulotte and Iteco. These 'wheeled dustbins' as they are sometimes referred to have similar specifications such as working height - up to around 12 metres - width and height but the main advantage of the narrow aisle boom is its greater outreach - up to seven metres - compared to mast booms. To achieve this within the similarly compact working dimensions of the mast



*A Manitou 120AETJ compact 'wheeled dustbin'*

## Compact articulated booms

Compact articulated booms with working heights of between 12 and 13 metres are a good compromise for a great deal of shut down and industrial maintenance work. They are almost as light as the mast booms at between three and 3.5 tonnes, are only 1.5 metres wide, have electric or bi-energy power and are as at home working indoors as outdoors. Some, such as the market leader Niftylift also offer 4x4 versions making them very versatile machines. Niftylift and Snorkel lead this market, while Haulotte, Airo, Manitou and Matilsa have products that fit into this category directly while Genie and JLG have products that are a little larger.



Tall narrow scissors are now available from several rental companies

If you are looking for the maximum height from an electric scissor lift then the recently launched Holland Lift Megastar G-320DL30 4WDS/N with a platform height of 105ft and working height of 33.7 metres, yet features a 1,000kg platform capacity on its 9.66 metre long extended deck, should fit the bill.

Transport dimensions are seven metres long by just under three metres wide and weighing a whopping 32 tonnes.

## Low level access

### Push arounds

This sector is basically divided by drive - push around or self-propelled. In just five years the push around scissor lift product has gone from zero to hero, offering a wide range of products with working heights to about five metres. There are now so many manufacturers in this sector that obtaining product isn't an issue. Simple in design and

to use, the push-around gives a safe, quick method of access that would historically have been carried out using a step ladder or podium steps. Most use a scissor type lift mechanism but even if using a mast or articulated sigma lift such as the Power Tower they still afford basic 'up and down' access with little to no outreach. Typically weighing around 350kg they are easy to push around, small enough to manoeuvre into position, compact enough to travel in office elevators and can easily carry one man and a tool kit in the platform. Almost a replacement for the ladder, these allow extended work to be carried out and unlike a ladder you can use both hands safely for the job.

For higher elevations the original forms of push around or 'portable' lifts such as Genie's AWP range, JLG's access Master and Lift Pod, Haulotte's Quick-Up, Faraone's PK and Snorkel PAM lifts offer platform heights of up to more than 12 metres - the larger units do though require outriggers which take up a fair bit of space.



A rail mounted articulated boom

more than 18 tonnes! However it is a rock solid machine and while battery powered offers four wheel drive and four wheel steer options - the latter being a handy aid to manoeuvring what is a very long machine at 5.6 metres. A benefit of this length is an extended platform length of 7.4 metres. Other prominent players in this field include German-based H.A.B and PB Lifttechnik and JLG Liftlux.

At the smaller end of this sector are a growing number of 14 metre working height/ 40ft platform height scissor lifts that are very similar dimensionally and running gear wise as the regular mini scissors with platform heights of between 20 and 32ft. Products in this sector are offered by Haulotte, Iteco and Holland Lift with its new 14 metre Ecostar.

## And the not so narrow...

## Heavy duty narrow scissors

For some types of maintenance/ refurbishment there may be a need for a narrow machine with large deck with good lift capacity and yet very high working height - all factors that contradict each other. However there is now a reasonable and growing selection of products that fit into this specialist category.

Holland Lift is the leader in this sector with 1.2 to 1.3 metre wide models topped out by the 28 metre working height/86ft platform height Combistar N265 that boasts a massive 750kg lift capacity in spite of its narrow overall width. There is a trade-off of course - it weighs



Holland Lift's huge 34m working height G320DL30



Push arounds offer working heights to about five metres

Also in this category is the manually operated Power Scissor - with three or four metre platform heights. The lifts weigh less than 300kg and have no built-in power source. Unusual for a push around lift unit is it is approved for outdoor use, thanks to its short swing-out stabilisers, which are also handy for levelling. The lift will easily pass through a single door and offers a 600mm x 1,260mm platform. As well as the usual applications, the unit will appeal to users where the possibility of an electrical spark or contamination by hydraulic fluid are serious concerns.

#### Self propelled

All the above features apply to the self propelled machines except - of course - there is no need to lower the platform, get out, push the machine to the next work point, get back in and raise the platform again and again. .... Something that users clearly get frustrated with given the temptation to 'surf' the push around models (a potentially dangerous practise of not braking the machine and pulling it along from the basket from one work position to another when at height) - something that the latest push around models have prevented with automatic braking.

Some of the mast-type machines can work over obstacles such as office desks which can be a distinct advantage for some applications. The mast-type Bravi Leonardo machines for example have larger 1.7 metre long platforms and can carry 180kg.

#### Small electric scissors

The established small electric scissor lift manufacturers now all offer units with mast type lift mechanisms spurred on by the success of the UpRight - now the Snorkel TM12 - now also



*The Alarina Alas 2100 lightweight self propelled scissor lift*

available with the Manitou badge. Products include the direct electric drive JLG ES1230, the Genie Runabout - now available with a heavy duty steel mast version - Haulotte Star 6 and the latest product the Skyjack SJ12 and the sector stretching SJ16.

While these units are well accepted in an increasing number of rental fleets, it will be interesting to see how they mix with the new offerings from the push around manufacturers such as Youngman's new Boss X3XSP and Pop-Up Drive. With a similar five to 5.5 metre working height they do offer a lower operating weight and roll out



*JLG's direct electric drive ES1230*



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*Custom Equipment has built its reputation on low weight scissors that can work on low load bearing floors*

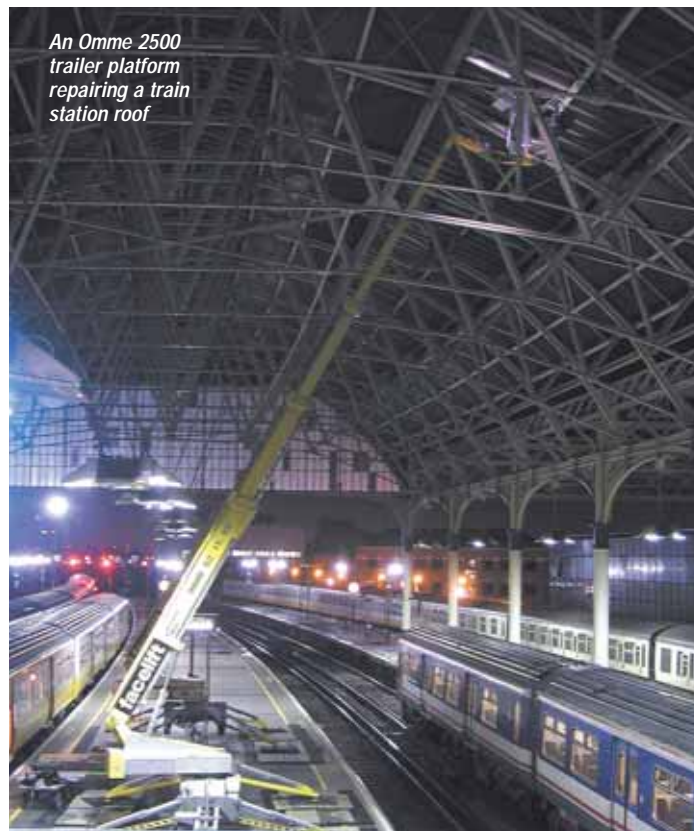
platform extension. The popular Bravi Leonardo also a mast type lift with a 4.9 metre working height is also a significant contender weighing just under 500 kg.

The small electric mini or micro scissor lift is by far and away the most popular and numerous form of powered access in use today and as such is widely available at a very attractive rental rate - often less than a mobile scaffold tower of the same height.

The 19ft platform height micro scissors can pass through standard doorways and fit into most passenger elevators making them ideal for a wide range of applications from internal installation work to refurbishment, cleaning and industrial maintenance. True, they have though got flabby over the years now weighing over 1.5 tonnes - so floor loading is sometimes an issue. Something like the Skyjack SJ3019, Genie GS1932E or JLG 1930ES offer 227kg lift capacity, working height of 7.8 metres and an extended platform up to 2.54 metres long. Custom Equipment has built its reputation on low weight scissors that can work on suspended floors. Its Hybrid 1030CE for example has a 4.87 metre working height, can lift 340kg yet weighs just 680kg and has a sizeable extendible deck.

### Trailer lifts

Lightweight, uncomplicated, easy to transport and relatively cheap are the main features of the trailer lift, which helped drive its strong growth in the early days of the powered access market. However its downsides are that it is not



*An Omme 2500 trailer platform repairing a train station roof*



*If you have an access problem a spiderlift may be the solution. Here a Teupen Leo 15GT helps with factory lighting*

self-propelled, it is relatively bulky even when working and requires a fair amount of physical effort to use and is often too long to manoeuvre into tight positions so it is not a suitable machine for many industrial applications. It is though widely available and relatively cheap, but if you think this may be the equipment for you, check it goes around that tight corner first!

### Spider lifts

As the access industry's emerging 'jack of all trades', the spider platform is very good at most

things. Relatively easy to transport on a standard plant trailer it can track across most terrain and squeeze through most restricted accesses (through standard single doors and even up stairs!) and then unfold to provide working heights of more than 20 metres. The largest spiders now offer working heights of more than 50 metres although most of these are very large machines even when folded. Perhaps its Achilles heel is its large outrigger spread when set up. Popular sizes are now 13 and 17 and 21/23 metres working heights which can cope with most industrial situations. There is also a growing fleet of machines up to 30 metres although if you do need units of this size or larger advance planning is certainly required as demand is rising and there are only a limited amount of platforms in rental fleets.

Equally at home indoors or out, the spider was the first access platforms to feature lithium ion battery power giving increased flexibility and making it ideal in sensitive production facilities. If you have an access problem that does not have an easily identifiable solution - a spider will probably be the answer!

There are of course many other specialist platforms designed for a specific task or purpose. The ones covered here are all available from most rental companies. Each type of equipment has its advantages and disadvantages. Make sure you choose the right equipment for the job to minimise time and maximise profit.

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## SJ 12 Vertical Mast Lift



Skyjack's new SJ12 self propelled vertical mast lift provides a compact footprint and superior maneuverability. When operating in tight workspaces, a high degree steer angle allows for maximum functionality and flexibility by offering zero inside turning radius. The SJ 12 also features a 20" traversing platform, providing increased access and the ability to reach over potential obstacles. A unique slide away platform provides easy access to components, when raised or in the stowed position.

Skyjack's standard color coded and numbered wiring system with hard-wired relay based controls help to ensure the new SJ 12 lives up to Skyjack's reputation for quality and serviceability.

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# cranes & access



## Dealer Guide

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UK & Ireland  
**2011**

## UK & Ireland dealer guide

Each year our guide grows and any omissions are picked up, hopefully making it an even more useful document. This year has seen quite a few changes and additions as new manufacturers come on the scene and others move. As with any listing like this it is always going to be a work in progress, so please do let us know what we can do to correct or improve it.



### HEAVY LIFT CRANES/EQUIPMENT

| Manufacturer        | Production Base | UK Distributor  | UK Telephone     | Ireland Distributor | Ireland Telephone |
|---------------------|-----------------|-----------------|------------------|---------------------|-------------------|
| ALE Engineering Ltd | UK              | ALE             | 01889 272500     | ALE                 | 0044 1889 272500  |
| Deep South          | USA             | No distribution | 001 225 753 4371 | No distribution     | 001 225 753 4371  |
| Lampson             | USA             | Direct          | 001 509 586 0411 | Direct              | 001 509 586 0411  |
| Liebherr            | Germany         | Liebherr GB     | 01767602100      | Liebherr GB         | 0044 1676702100   |
| Mammoet             | Netherlands     | Mammoet UK      | 01642 366 150    | Mammoet UK          | 0044 1642 366 150 |
| Manitowoc           | USA             | Manitowoc UK    | 01280 818830     | Manitowoc UK        | 0044 1280 818830  |
| Sarens              | Belgium/USA     | Sarens UK       | 01642 621 621    | Sarens Ireland      | 00353 578740944   |
| Terex               | Germany         | Terex Cranes UK | 01844 203711     | Terex Cranes UK     | 0044 1844 203711  |

### MOBILE CRANES

| Manufacturer   | Production Base | UK Distributor                    | UK Telephone       | Ireland Distributor | Ireland Telephone |
|----------------|-----------------|-----------------------------------|--------------------|---------------------|-------------------|
| Altec          | USA             | Cumberland UK                     | 07872 462591       | SafeFirst           | 0044 2890 817327  |
| Bendini        | Italy           | Terex Cranes UK                   | 01844 203711       | Terex Cranes UK     | 0044 1844 203711  |
| Bencini - Cams | Italy           | Not distributed                   | 00378 0549/988111  | Not distributed     | 00378 0549/988111 |
| Böcker         | Germany         | Direct                            | 0049 2389 7989 150 |                     |                   |
| Broderon       | USA             | Cranes UK                         | 0870 066 5466      | Cranes UK           | 0044 870 066 5466 |
| Demag          | Germany         | Terex Cranes UK                   | 01844 203711       | Terex Cranes UK     | 0044 1844 203711  |
| EuroRigo       | Italy           | Closing - no dealers consult Kato |                    |                     |                   |
| Franna         | Australia       | Terex Cranes UK                   | 01844 203711       | Terex Cranes UK     | 0044 1844 203711  |
| Galizia        | Italy           | GGR-UNIC                          | 01844 202071       | GGR-UNIC            | 0044 1844 202071  |
| Grove          | Germany         | Manitowoc UK                      | 01280 818830       | Manitowoc UK        | 0044 1280 818830  |
| Imai           | Italy           | Jekko UK                          | 01903 746134       | Jekko UK            | 0044 1903 746134  |
| JMG            | Italy           | Compact Lifting Equip             | 01482 351546       | CLE                 | 0044 1482 351546  |
| Kato           | Japan           | Kranlyft UK                       | 0117 982 6661      | Kranlyft UK         | 0044 117 982 6661 |
| Liebherr       | Germany         | Liebherr GB                       | 01767 602100       | Liebherr GB         | 0044 1767 602100  |
| Lift Systems   | USA             | Claxton Int'l                     | 01244 661000       | Claxton Int'l       | 0041244 661000    |
| Link-Belt      | USA             | NRC Plant                         | 01375 361616       | NRC Plant           | 0044 1375 361616  |
| Locatelli      | Italy           | seeking                           | 0039 035 4945066   | seeking             | 0039 035 4945066  |
| Luna           | Spain           | Claxton Int'l                     | 01244 661000       | Claxton Int'l       | 0041244 661000    |
| Manitex        | USA             | No distribution                   | 001 5129423041     | No distribution     |                   |
| Marchetti      | Italy           | Direct                            | 00390 523573711    | Direct              | 0039 0 523573711  |
| Ormig          | Italy           | Crowland Cranes                   | 01733 210561       | Crowland Cranes     | 0044 1733 210561  |
| PC Produzioni  | Italy           | Seeking                           | 0039 349 2288693   | Seeking             |                   |
| PPM            | France          | Terex Cranes UK                   | 01844 203711       | Terex Cranes UK     | 0044 1844 203711  |
| Rigo           | Italy           | No distribution                   |                    | No distribution     |                   |
| Sany           | China           | Sany Western Europe               | 0034-693510216     | Sany Western Europe | 0034-693510216    |
| Sennebogen     | Germany         | EH Hassell & Sons                 | 01782 644299       | EH Hassell & Sons   | 0044 1782644299   |
| Spierings      | The Netherlands | Spierings Kranen                  | 0031 412697777     | John Rome           | 0031-412697777    |
| Tadano-Faun    | Germany         | Cranes UK                         | 0870 066 5466      | Cranes UK           | 0044 870 066 5466 |
| Terex          | Germany         | Terex Cranes UK                   | 01844 203711       | Terex Cranes UK     | 0044 1844 203711  |
| Valla          | Italy           | Peter Hird & Sons                 | 01482 227333       | Peter Hird & Sons   | 0044 1482 227 333 |
| XCMG           | China           | Cannon XCMG                       | 02881 659709       | Cannon XCMG         | 0044 2881 659709  |
| Zoomlion       | China           | Crowland Cranes                   | 01733 210561       | Crowland Cranes     | 0044 1733 210561  |

### CRAWLER CRANES

| Manufacturer     | Production Base | UK Distributor        | UK Telephone       | Ireland Distributor   | Ireland Telephone  |
|------------------|-----------------|-----------------------|--------------------|-----------------------|--------------------|
| Demag            | Germany         | Terex Cranes UK       | 01844 203711       | Terex Cranes UK       | 0044 1844 203711   |
| Fushun           | China           | Crane Business        | 0031 168 381575    | Crane Business        | 0031 168 381575    |
| Fuwa             | China           | Crane-Business        | 0031 168 - 381 575 | Crane Business        | 0031 168 - 381 575 |
| Hitachi-Sumitomo | Japan           | NRC Plant             | 01375 361616       | NRC Plant             | 0044 1375 361616   |
| IHI              | Japan           | AGD Equipment         | 01789 292227       | Rivertek              | 0044 0214385342    |
| Jekko            | Italy           | Jekko UK              | 01903 746134       | Jekko UK              | 0044 1903 746134   |
| Kobelco          | Japan           | Kobelco Cranes Europe | 01473 716302       | Kobelco Cranes Europe | 0044 1473 716302   |
| Liebherr         | Germany         | Liebherr GB           | 01767 602100       | Liebherr GB           | 0044 1767 602100   |
| Link-Belt        | USA             | NRC Plant             | 01375 361616       | NRC Plant             | 0044 1375 361616   |
| Logicrane        | Holland         | NRC Plant             | 01375 361616       | NRC Plant             | 0044 1375 361616   |
| Maeda            | Japan           | Kranlyft UK           | 0117 982 6661      | Kranlyft UK           | 0044 117 982 6661  |
| Mantis           | USA             | Cranes UK             | 0870 0665466       | Cranes UK             | 0044 870 0665466   |
| Marchetti        | Italy           | Direct                | 0039 0523573711    | Direct                | 0039 0523573711    |
| Sany             | China           | Sany W. Europe        | 0034 693510216     | Sany W. Europe        | 0034 693510216     |
| Sennebogen       | Germany         | EH Hassell & Sons     | 01782 644299       | EH Hassell & Sons     | 0044 1782 644299   |
| Terex            | D/USA           | Terex Cranes UK       | 0208 2317400       | Terex Cranes UK       | 0044 208 2317400   |
| XCMG             | China           | Cannon XCMG           | 02881 659709       | Cannon XCMG           | 0044 2881 659709   |
| Zoomlion         | China           | Crowland Cranes       | 01733 210561       | Crowland Cranes       | 0044 1733 210561   |

### TOWER CRANES

| Manufacturer       | Production Base | UK Distributor        | UK Telephone     | Ireland Distributor       | Ireland Telephone   |
|--------------------|-----------------|-----------------------|------------------|---------------------------|---------------------|
| Arcomet            | Belgium         | Arcomet Cranes        | 01322 303002     | Arcomet Cranes            | 0044 1322 303002    |
| Artic Cranes       | Sweden          | City Lifting          | 01708 805550     | City Lifting              | 0044 1708 805550    |
| Benazzato          | Italy           | Falcon Crane Hire     | 01362 821048     | Falcon Crane Hire         | 0044 1362 821048    |
| Cattaneo           | Italy           | Weaving Machinery     | 01386 49155      | Weaving Machinery         | 0044 1386 49155     |
| Cinomatic          | Italy           | Seeking Dealers       | 0039 0341 281961 | Seeking Dealers           | 0039 0341 281961    |
| Clever Crane       | Italy           | Seeking Dealers       | 0039 345 6622690 | Seeking Dealers           | 0039 345 6622690    |
| Cobra              | Switzerland     | Not distributed       | 0041 266 751530  | Not distributed           | 0041 266 751530     |
| Comedil Top Slew   | Italy           | Select Plant          | 0845 8735936     | Select Plant              | 0044845 8735936     |
| Comedil S Erectors | Italy           | Ladybird Crane        | 01527889898      | Select Plant              | 0044845 8735936     |
| Comansa            | Spain           | City Lifting          | 01708 805550     | City Lifting              | 0044 1708 805550    |
| FB Gru             | Italy           | Appointment pending   |                  |                           |                     |
| FM Gru             | Italy           | Mantis Cranes         | 0845 3098158     | Mantis Cranes Ireland     | 00353 (0)74 9149981 |
| Gelco Clever Crane | Italy           | Seeking Dealers       | 0039 345 6622690 | Seeking Dealers           | 0039 345 6622690    |
| Jaso               | Spain           | Falcon Crane Hire     | 01362 821048     | Casey Cranes              | 00353 454 85240     |
| Jost               | Germany         | MTI-Lux               | 00352-267454-80  | MTI-Lux                   | 00352-267454-80     |
| Liebherr           | Germany         | Liebherr GB           | 01767 602100     | Liebherr GB               | 0044 1767 602100    |
| Linden Comansa     | Spain           | City Lifting          | 01708 805550     | City Lifting              | 0044 1708 805550    |
| Mantis             | Ireland         | Mantis Cranes Ltd     | 0845 3098158     | Mantis Cranes Ireland Ltd | 00353 749149981     |
| MTT                | Germany         | MTI-Lux SA            | 00352-267454-80  | MTI-Lux SA                | 00352-267454-80     |
| Peiner             | Germany         | Select Plant          | 0845 8735936     | Select Plant              | 0044845 8735936     |
| Potain             | France          | Manitowoc Crane Group | 01280 818830     | Manitowoc Crane Group     | 0044 1280 818830    |
| Potain             | France          | Arcomet Cranes        | 01322 303002     | Arcomet Cranes            | 0044 1322 303002    |
| Raimondi           | Italy           | Vanson                | 01476 861011     | Irish Crane & Lifting     | 00353 14510787      |
| Spierings          | Holland         | Spierings Kranen      | 0031-412626964   | John Rome                 | 0031 412626964      |
| SAEZ               | Spain           | London Tower Crane    | 0208 3274060     | London Tower Crane        | 0044 208 3274060    |
| San Marco          | Italy           | Dieci Ltd             | 028 3082 1230    | Dieci Ltd                 | 0044 28 3082 1230   |
| Terex Comedil      | Italy           | Ladybird Crane Hire   | 01527 889889     | Select Plant Hire         | 0044 845 8735936    |
| Vanson             | UK              | Vanson Cranes         | 01476 861011     | Vanson Cranes             | 0044 1476 861011    |
| Vicario            | Italy           | Vanson Cranes         | 01476 861011     | Irish Crane & Lifting     | 00353 14510787      |
| Wolffkran          | Germany         | HTC                   | 01709 559668     | HTC                       | 0044 1709559668     |
| Zoomlion           | China           | Crowland Cranes       | 01733 210561     | Crowland Cranes           | 0044 1733 210561    |
| Yongmao            | China           | Jin Long Europe       | 020 8327 4060    | Jin Long Europe           | 0044 208327 4060    |



## SPIDER & COMPACT CRANES

| Manufacturer     | Production Base | UK Distributor     | UK Telephone      | Ireland Distributor | Ireland Telephone |
|------------------|-----------------|--------------------|-------------------|---------------------|-------------------|
| Benelli Gru      | Italy           | No Distribution    | 0039 0522 969756  | No Distribution     | 0039 0522 969756  |
| Galizia          | Italy           | UNIC Cranes Europe | 01844 202071      | UNIC Cranes Europe  | 0044 1844 202071  |
| Italmec          | Italy           | PowerLift          | 01480 407771      | Powerlift           | 00441480 407771   |
| Imai             | Italy           | Jekko UK           | 01903 746134      | Jekko UK            | 0044 1903 746134  |
| Jekko            | Italy           | Jekko UK           | 01903 746134      | Jekko UK            | 0044 1903 746134  |
| Kegiom           | Italy           | Seeking Dealers    | 0039 0143 822031  | Seeking Dealers     | 0039 0143 822031  |
| Maeda            | Japan           | Kranlyft UK        | 0117 982 6661     | Kranlyft UK         | 0044 117 982 6661 |
| Palazzani        | Italy           | Tracked Access     | 0845 603 5360     | Tracked Access      | 0044845 603 5360  |
| Penny Hydraulics | UK              | Penny Hydraulics   | 01246 811475      | Penny Hydraulics    | 0044 1246 811475  |
| Reedyk           | Holland         | Seeking Dealers    | 0031 186 572044   | Seeking Dealers     | 0031 186 572044   |
| Riebsamen        | Germany         | Not distributed    | 0049 7582 791     | Not distributed     | 0049 7582 791     |
| R&B              | Japan           | Seeking            | 00 81 3 3919 2212 | Seeking             | 00 81 3 3919 2212 |
| UNIC             | Japan           | UNIC Cranes Europe | 01844 202071      | UNIC Cranes Europe  | 0044 1844 202071  |
| Valla            | Italy           | Peter Hird & Sons  | 01482 227333      | Peter Hird & Sons   | 00441482 227 333  |

## LOADER CRANES

| Manufacturer     | Production Base | UK Distributor      | UK Telephone      | Ireland Distributor   | Ireland Telephone |
|------------------|-----------------|---------------------|-------------------|-----------------------|-------------------|
| Amco Veba        | Italy           | Tip N Lift          | 01473 747222      | Tip N Lift            | 0044 1473 747222  |
| Atlas            | Germany         | Atlas Cranes UK     | 08444 994499      | Sleator Plant         | 00442890844251    |
| Benelli Gru      | Italy           | no distribution     | 00390 522969756   | No Distribution       | 0039 0522969756   |
| Cargotec/Hiab    | Sweden          | Cargotec UK         | 01691 623100      | Cahir House Machinery | 00353 052 41 300  |
| Copma            | Italy           | Seeking dealers     | 0039 0546 653 711 | Seeking dealers       | 0039 0546 653 711 |
| Cormach          | Italy           | Ernest Doe          | 01245 380311      | Ernest Doe            | 0044 1245 380311  |
| Effer            | Italy           | Effer UK            | 0845 8693031      | Lambe Engineering     | 00353 57 9355736  |
| Effer Marine     | Italy           | Preffered.          | 01634 297733      | Preffered             | 0044 1634 297733  |
| Fassi            | Italy           | Fassi UK            | 01926 889779      | Fassi UK              | 0044 1926 889779  |
| Ferrari          | Italy           | Hvya UK             | 0161 776 6600     | Hvya UK               | 0044 161 776 6600 |
| Hiab             | Sweden          | Cargotec UK         | 01691 623100      | Cahir House Machinery | 00353 052 41 300  |
| HMF              | Denmark         | HMF UK              | 01733 558145      | HMF UK                | 0044 1733 558145  |
| Hvya             | Holland         | Hvya UK             | 0161 776 6600     | Hvya UK               | 0044 161 776 6600 |
| Kennis           | Holland         | Hvya UK             | 0161 776 6600     | Hvya UK               | 0044 161 776 6600 |
| Maxilift         | Italy           | Ernest Doe          | 01245 380311      | Next Hydraulics       | 0039 0522 963008  |
| MKG              | Germany         | Truck Hyd. Services | 01530 510101      | MKG                   | 0049 421 321406   |
| Next Hydraulics  | Italy           | Ernest Doe          | 01245 380311      | Direct                | 0039 0522 963008  |
| Palfinger        | Austria         | TH White            | 01380 722381      | Palfinger Ireland     | 00353 579 352525  |
| Palfinger        | Austria         | Outreach-Scotland   | 01324 889000      | Palfinger Ireland     | 00353 579 352525  |
| Penny Hydraulics | UK              | Penny Hydraulics    | 01246 811475      | Penny Hydraulics      | 0044 1246 811475  |
| Pesci            | Italy           | Approved Hydraulics | 08447 707969      | Lambe Engineering     | 00353 57 9355736  |
| PM               | Italy           | PM UK               | 07726 870466      | Joseph Bennett & Sons | 00353 578625245   |
| Terex Atlas      | Germany         | Atlas Cranes UK     | 08444 994499      | Sleator Plant         | 00442890844251    |
| Tirre            | Germany         | Harsh UK            | 01759 372100      | Harsh UK              | 0044 1759 372100  |

## TRAILER / ALUMINIUM CRANES

| Manufacturer | Production Base | UK Distributor  | UK Telephone       | Ireland Distributor | Ireland Telephone  |
|--------------|-----------------|-----------------|--------------------|---------------------|--------------------|
| Böcker       | Germany         | Direct          | 0049 2389 7989 150 | Direct              | 0049 2389 7989 150 |
| Emminghaus   | Germany         | Not Distributed |                    |                     |                    |
| Klaas        | Germany         | Seeking dealers | 0049 2593 9592 - 0 | D Crane             | 0868 362 220       |
| Paus         | Germany         | GGR-UNIC        | 01844 202071       | GGR-UNIC            | 0044 1844 202071   |

## LIFTING GEAR

| Manufacturer     | Production Base | UK Distributor      | UK Telephone   | Ireland Distributor | Ireland Telephone |
|------------------|-----------------|---------------------|----------------|---------------------|-------------------|
| Al-Vac           |                 | Al-Vac UK           | 0870 2418772   | Al-Vac UK           | 0044870 2418772   |
| Baltrotors       |                 | Approved Hydraulics | 0161 273 1999  | Approved Hydraulics | 0044161 273 1999  |
| Bakker Hydraulic |                 | Approved Hydraulics | 0161 273 1999  | Approved Hydraulics | 0044161 273 1999  |
| Conquip          |                 | Conquip             | 01420 592 900  | Conquip             | 0044 1420 592900  |
| Enerpac          |                 | Enerpac             | 01527 598 900  | Enerpac             | 00441 527 598 900 |
| Hydrospex        |                 | direct              | 0031 742422045 | direct              | 0031 742422045    |
| LGH              |                 | LGH Megalift        | 01942 898068   | LGH Megalift        | 00441942 898068   |
| Lift Systems     |                 | Claxton Int'l       | 01244 661000   | Claxton Int'l       | 0041244 661000    |
| Modulift         |                 | Modulift UK         | 01202 621511   | Modulift UK         | 0044 1202 621511  |
| Probst           |                 | Probst UK           | 01939 235325   | Probst UK           | 00441939 235325   |
| Scanlift         |                 | Scanlift            | 01206 396111   | Scanlift            | 00441206 396111   |
| Sumner Lift      |                 | Sumner UK           | 01905 458333   | Sumner UK           | 0044 1905 458333  |
| Unitex           |                 | RidgeGear           | 01538 392616   | RidgeGear           | 00441538 392616   |
| Versa-Lift       |                 | Pooler LMT          | 01952770189    |                     |                   |

## TELEHANDLERS

| Manufacturer  | Production Base | UK Distributor       | UK Telephone     | Ireland Distributor  | Ireland Telephone |
|---------------|-----------------|----------------------|------------------|----------------------|-------------------|
| Ausa          | Spain           | Ausa UK              | 01706 649691     | Ausa UK              | 0044 1706 649691  |
| Bobcat        | France          | Bobcat UK            | 020 8723 0161    | Montana Plant Sales  | 00353 87 6505284  |
| Case          | Italy           | Case Construction    | 01302 802802     | Case Construction    | 0044 1302 802802  |
| Caterpillar   | UK              | Finning UK           | 01543 461461     | Finning Dublin       | 00353 1 464 3500  |
| Claas         | Germany         | Claas UK             | 01284 763100     | Harvest Machinery    | 00353 41 9836522  |
| Deutz         | Belgium         | Same Deutz-Fahr UK   | 01788 891892     | Buckley Agri         | 00353 68 21757    |
| Dieci         | Italy           | Dieci Telehandlers   | 01258 817997     | Dieci                | 028 3082 1230     |
| Doosan        | France          | Bobcat UK            | 020 8723 0161    | Montana Plant Sales  | 00353 87 6505284  |
| Faresin       | Italy           | Metcalfe Ag          | 0199561166       | seeking dealers      | 0039 0445 343511  |
| Gehl          | USA             | Manitou UK           | 01202 825331     | Manitou UK           | 0044 1202 825331  |
| Genie         | Italy           | Genie Europe         | 01476 584333     | Genie Europe         | 01476 584333      |
| Giraf Track   | Belgium         | Testcentrum De Lille | 0032 56 73 80 80 | Testcentrum De Lille | 0032 56 73 80 80  |
| Gradall       | USA             | JLG UK               | 0870 200 7700    | JLG UK               | 0044870 200 7700  |
| Haulotte      | Spain           | Haulotte UK          | 01952 292753     | Haulotte UK          | 0044 1952 292753  |
| Imer          | Italy           | Imer Direct UK       | 0121 522 5930    | Imer Direct UK       | 0044 121 522 5930 |
| Jacob         |                 | No distribution      |                  |                      |                   |
| JCB           | UK              | JCB                  | 01889 590312     |                      | 0044 1889 590312  |
| JLG           | Belgium         | JLG UK               | 0870 200 7700    | JLG UK               | 0044 870 200 7700 |
| Kramer        | Germany         | Kevin Walker         | 01845 577832     | Purcell Plant        | 00353 45 487927   |
| Landini       | Italy           | Agriargo UK          | 01302 757550     | D&S Machinery        | 00353 1 4507377   |
| Liebherr      | Austria         | Liebherr GB          | 01767 602100     | Liebherr GB          | 00441767 602100   |
| Lull          | USA             | JLG UK               | 0870 200 7700    | JLG UK               | 0044 870 200 7700 |
| Manitou       | France          | Manitou UK           | 01202 825331     | Manitou UK           | 0044 1202 825331  |
| Merlo         | Italy           | Merlo UK             | 01425 480806     | Merlo UK Ltd         | 0044 1425 480806  |
| MEC           | USA             | MEC Europe           | 01352 717880     | MEC Europe           | 01352 717880      |
| Neuson Kramer | Germany         | seeking dealers      | 0049 75518020    | Purcell Plant        | 00353 45 487927   |
| New Holland   | Italy           | New Holland Const.   | 01268 292423     | New Holland Const.   | 0044 1268 292423  |
| Pettibone     | USA             | Pettibone UK         | 001 262 33 9093  | Pettibone UK         | 001 262 33 9093   |
| Sennebogen    | Germany         | EH Hassell & Sons    | 01782 644299     | Jim Macadam Equip.   | 01 4601530        |
| Skytrak       | USA             | JLG UK               | 0870 2007700     | JLG UK               | 0044870 2007700   |
| Terex         | Italy           | Genie Europe         | 01476 584333     | Genie Europe         | 0044 1476 584333  |
| VHS Manirail  | Holland         | direct               | 00 31497 331033  | direct               | 00 31497 331033   |
| XCMG          | China           | No distribution      |                  |                      |                   |

## SELF-PROPELLED BOOM LIFTS

| Manufacturer    | Production Base | UK Distributor           | UK Telephone     | Ireland Distributor   | Ireland Telephone |
|-----------------|-----------------|--------------------------|------------------|-----------------------|-------------------|
| Aichi           | Japan           | Aichi Sales Office BV    | 0031 162-431543  |                       |                   |
| Airo            | Italy           | No dealer                | 0039 0522977365  | No dealer             | 0039 0522 977365  |
| ATN             | France          | Powerlift                | 01480 407771     | Tracked Access        | 0845 603 5360     |
| Cautrac         | UK              | Direct                   | 01206 273111     | Direct                | 01206 273111      |
| Dinolift        | Finland         | Promax Access            | 01226 716657     | Promax Access         | 0044 1226 716657  |
| Genie           | USA             | Genie Europe             | 01476 584333     | Genie Europe          | 0044 1476 584333  |
| Giraf Track     | Belgium         | Testcentrum De Lille     | 0032 56 73 80 80 | Testcentrum De Lille  | 0032 56 73 80 80  |
| HAB             | Germany         | Ascendant Access         | 07768 007828     | Andy Northwood        | 00353 7768 007828 |
| Haulotte        | France          | Haulotte UK              | 01952 292753     | Haulotte UK           | 0044 1952 292753  |
| Hitachi         | Japan           | Hitachi Netherlands      | Not distributed  | Not Distributed       |                   |
| Iteco/IHlmer    | Italy           | Imer Direct              | 0121 522 5930    |                       |                   |
| JLG             | USA-Belgium     | JLG UK                   | 0870 200 7700    | Access Platform Sales | 00353 749721017   |
| JCHI            | China           | Seeking dealers          | 0086 10 61539210 | Seeking dealers       | 0086 10 61539210  |
| Kreitzler       | Germany         | No dealer                | 0049 2302 698418 | No dealer             | 0049 2302 698418  |
| Leguan          | Finland         | Avant                    | 01953 714896     | Essener Equipment     | 0044 28 86737181  |
| Lehmann         | Germany         | Seeking dealers          | 0049 4884903131  | Seeking dealers       | 0049 4884903131   |
| Manitou         | France          | Manitou UK               | 01202 825331     | Manitou UK            | 0044 1202 825331  |
| Manitou         | France          | R2 Access                | 07799 118462     | R2 Access             | 07799 118462      |
| Matisla         | Spain           | Seeking dealers          | 0034 976 294547  | Seeking dealers       | 0034 976 294547   |
| MEC             | USA             | MEC Europe               | 01352 717880     | MEC Europe            | 0044 1352 717880  |
| Mecaplus        | Spain           | Powerlift                | 01480 407771     | Powerlift             | 0044 1480 407771  |
| Nagano          | Japan           | consult Kemp Hoogwerkers | 0031306691091    |                       |                   |
| Nifty           | UK              | Niftylift                | 01908 223456     | Niftylift             | 0044 1908 223456  |
| Nostolift       | Finland         | AJ Access Ltd            | 01291 421155     | Height for Hire       | 00353 1835 2835   |
| Platform Basket | Italy           | ProMax Access            | 01226 716657     | ProMax Access         | 0044 1226 716657  |
| Powerlift       | France          | Tracked Access           | 01480 407771     | Tracked Access        | 0845 603 5360     |
| Skyhigh         | Belgium         | Grant Plant              | 01724 878300     | Grant Plant           | 0044 1724 878300  |
| Skyjack         | Canada          | Skyjack UK               | 01691 676235     | Skyjack UK            | 00441691 676235   |
| Snorkel         | UK/USA          | Snorkel UK               | 07500 017096     | appointment pending   | 0044 7500 017096  |
| Tadano          | Japan           | Direct                   | 0049 9123 1850   | Direct                | 0049 9123 1850    |
| Toucan          | France          | JLG UK                   | 0870 200 7700    | JLG UK                | 0044870 200 7700  |
| UpRight         | See Snorkel     |                          |                  |                       |                   |

## SCISSOR LIFTS

| Manufacturer     | Production Base | UK Distributor           | UK Telephone     | Ireland Distributor     | Ireland Telephone |
|------------------|-----------------|--------------------------|------------------|-------------------------|-------------------|
| Access-Zipper    | UK              | Access Industries        | 01442 874534     | Access Industries       | 0044 1442 874534  |
| Aichi            | Japan           | Aichi Sales Office BV    | 0031 162-431543  |                         |                   |
| Airo             | Italy           | No dealer                | 0039 0522977365  | No dealer               | 0039 0522977365   |
| Alarina          | Spain           | Direct                   | 0034 950 315643  | Direct                  | 0034 950 315643   |
| ATN              | France          | Powerlift                | 01480 407771     | Tracked Access          | 0845 603 5360     |
| Bravi            | Italy           | Bravi UK                 | 0113 385 4488    | Bravi UK                | 0044 113 3854488  |
| Custom Equipment | USA             | R2 Access                | 07799 118462     | R2 Access               | 0044 7799 118462  |
| Eazzilift        | UK              | R2 Access                | 07799 118462     | R2 Access               | 0044 7799 118462  |
| Eddielift        | UK              | Bravi UK                 | 0113 385 4488    | Bravi UK                | 0044 113 385 4488 |
| Edmolift         | UK              | Edmolift                 | 01440 730640     | Edmolift                | 0044 1440 730640  |
| Faraone          | Italy           | Powerlift                | 01480 407771     | Powerlift               | 0044 1480 407771  |
| Genie            | USA             | Genie Europe             | 01476 584333     | Genie Europe            | 0044 1476 584333  |
| HAB              | Germany         | Ascendant Access         | 07768 007828     | Andy Northwood          | 00353 7768 007828 |
| Haulotte         | France          | Haulotte UK              | 01952 292753     | Haulotte UK             | 0044 1952 292753  |
| Holland Lift     | Holland         | Russon Access Platforms  | 01562 886909     | Russon Access Platforms | 0044 1562 886909  |
| Hybrid           |                 | See Custom Equipment     |                  |                         |                   |
| Iteco/IHlmer     | Italy           | Imer Direct              | 0121 522 5930    |                         |                   |
| JLG              | USA-Belgium     | JLG UK                   | 0870 200 7700    | Access Platform Sales   | 00353 749721017   |
| JCHI             | China           | Seeking dealers          | 0086 1061539210  | Seeking dealers         | 0086 1061539210   |
| Kreitzler        | Germany         | No dealer                | 0049 2302 698418 | No dealer               | 0049 2302 698418  |
| Leguan           | Finland         | Avant                    | 01953 714896     | Essener Equipment       | 0044 28 86737181  |
| Liftflux         | Belgium         | JLG UK                   | 0870 2007700     | JLG UK                  | 0044 870 2007700  |
| Manitou          | France          | Manitou UK               | 01202 825331     | Manitou UK              | 0044 1202 825331  |
| MEC              | USA             | MEC Europe               | 01352 717880     | MEC Europe              | 0044 1352 717880  |
| Nagano           | Japan           | consult Kemp Hoogwerkers | 0031306691091    |                         |                   |
| Omega            | Holland         | direct                   | 0031 174 525990  | Direct                  | 0031 174 525990   |
| Oxley Group      | Italy           | Seeking dealers          | 0039 171 857036  | Seeking dealers         | 0039 171 857036   |
| PB               | Germany         | Bravi UK                 | 0113 385 4488    | Bravi UK                | 0044 113 385 4488 |
| PLE              | See Snorkel     |                          |                  |                         |                   |
| Pop-Up           | UK              | Pop-Up Products          | 01244 833 933    | Pop-Up Products         | 0044 1244 833 933 |
| Powerlift        | France          | Tracked Access           | 01480 407771     | Tracked Access          | 0845 603 5360     |
| Power Tower      | UK              | Power Tower              | 0116 200 1757    | Power Tower             | 0044 116 200 1757 |
| Skyjack          | Canada          | Skyjack UK               | 01691 676235     | Skyjack UK              | 00441691 676235   |
| Snorkel          | UK/USA          | Snorkel UK               | 07500 017096     | appointment pending     | 0044 7500 017096  |
| Tadano           | Germany         | Direct                   | 0049 9123 1850   | Direct                  | 0049 9123 1850    |
| UpRight          |                 | See Snorkel              |                  |                         |                   |
| Youngman         | China           | Youngman/APS             | 01621 745900     | APS                     | 0044 1480 891 25  |

## VEHICLE MOUNTED LIFTS

| Manufacturer/ Brand   | Production Base | UK Distributor      | UK Telephone      | Ireland Distributor | Ireland Telephone |
|-----------------------|-----------------|---------------------|-------------------|---------------------|-------------------|
| Ascendant             | UK              | Ascendant Access    | 07876 0637968     | Ascendant Access    | 0044 78760637968  |
| Altec                 | USA             | Cumberland Ind. UK  | 01536 529876      | SafeFirst           | 0044 2890 817327  |
| Barin                 | Italy           | Appointment pending | 0039 0435971300   |                     |                   |
| Benelli gru           | Italy           | no distribution     | 00390 522969756   | No Distribution     | 00390 522969756   |
| Bison-Palfinger       | Germany         | Skyking             | 01858 467361      | Skyking             | 0044 1858 467361  |
| Bizzocchi             | Italy           | CTE UK              | 0116 286 6743     | CTE UK              | 0044 116 286 6743 |
| Böcker                | Germany         | Industrade          | 0044 161 775 8921 | Industrade          | 0044 161 775 8921 |
| Bronto Skylift        | Finland         | Ian James           | 07884 497267      | Ian James           | 0044 7884 497267  |
| Bronto Fire Platforms | Finland         | Angloco             | 01924 441212      | Angloco             | 0044 1924 441212  |
| Cela                  | Italy           | Appointment pending | 0039 030 9884084  |                     |                   |
| CMC                   | Italy           | Kermco              | 01825 724489      | Kermco              | 00441825 724489   |
| CTE                   | Italy           | CTE UK              | 0116 286 6743     | CTE UK              | 0044 116 286 6743 |
| Easy Lift             | Italy           | PowerLift           | 01480 407771      | Powerlift           | 0044 1480 407771  |
| Esda                  | Germany         | wanted              | 0049 55138590     | wanted              | 0049 55138590     |
| Gardner Denver        | UK              | Gardner Denver UK   | 01274 683131      | Gardner Denver UK   | 0044 1274 683131  |
| Gardner Denver        | UK              | Outreach Scotland   | 01324 889000      |                     |                   |
| GSR                   | Italy           | Skyking             | 01858 467361      | Skyking             | 0044 1858 467361  |
| Hinowa                | Italy           | APS                 | 01480 891 251     | APS                 | 0044 1480 891251  |
| Isoli                 | Italy           | ProMax Access       | 01226 716657      | ProMax Access       | 00441226 716657   |
| Lionlift              |                 | See PC Produzione   | 0039- 349 2288693 |                     |                   |
| Moog                  | Germany         | direct              | 0049 755593327    | direct              | 0049 755593327    |
| Movex                 | Spain           | Seeking             | 003493 849 37 77  |                     |                   |
| Multihog              | UK              | Cumberland Ind. UK  | 01536 529876      | Cumberland          | 0044-1536 529876  |
| Multitel-Pagliero     | Italy           | Access Industries   | 01442 874534      | Access Industries   | 0044 1442 874534  |
| Niftylift             | UK              | Niftylift           | 01908 223456      | Niftylift           | 0044 1908 223456  |
| Nostolift             | Finland         | Not distributed     |                   | Not Distributed     |                   |
| Oil&Steel             | Italy           | Oil&Steel UK        | 01633 422988      | Oil&Steel UK        | 0044 1633 422988  |
| Pagliero              | Italy           | See Multitel        |                   |                     |                   |
| Palfinger Platforms   | Germany         | Skyking             | 01858 467361      | Skyking             | 0044 1858 467361  |
| PC Produzioni         | Italy           | Seeking             | 0039- 349 2288693 |                     |                   |
| PowerLift             | UK              | Powerlift           | 01480 407771      | Powerlift           | 0044 1480 407771  |
| Powered Access        | UK              | Gardner Denver      | 01274 683131      | See Gardner Denver  | 0044 1274 683131  |
| Priestman             | UK              | See Gardner Denver  | 01274 683131      | See Gardner Denver  | 0044 1274 683131  |
| RAM                   | Italy           | Gardner Denver      | 01274 683131      | Gardner Denver      | 0044 1274 683131  |
| Ruthmann              | Germany         | ASI                 | 0871 8714284      | ASI                 | 0871 8714284      |
| Skyking               | UK              | Skyking             | 01858 467361      | Skyking             | 0044 1858 467361  |
| Socage                | Italy           | Socage UK           | 01536 529 876     | Socage UK           | 0044 1536 529 876 |
| SUP Elefant           | Italy           | Kermco              | 01825 724489      | Kermco              | 00441825 724489   |
| Tecchio               | Italy           | Wanted              | 0039 0429 90648   | Mr Pietro Tecchio   | 0039 0429 90648   |
| Terex Utilities       | USA             | Terex Genie Europe  | 01476 584333      |                     |                   |
| Teupen                | Germany         | Ranger Equipment    | 01246 477220      | Ranger Equipment    | 0044 1246 477220  |
| Vellilla              | Spain           | Seeking             | 003493 849 37 77  |                     |                   |
| Versalift             | UK              | Versalift UK        | 01536 721010      | Versalift UK        | 0044 1536 721010  |
| Wumag-Palfinger       | Germany         | Skyking             | 01858 467361      | Skyking             | 0044 1858 467361  |

## TRAILER LIFTS

| Manufacturer    | Production Base | UK Distributor   | UK Telephone       | Ireland Distributor   | Ireland Telephone |
|-----------------|-----------------|------------------|--------------------|-----------------------|-------------------|
| Bil-Jax         | USA             | Promax Access    | 01226 716657       | Promax Access         | 0044 1226 716657  |
| Böcker          | Germany         | Industrade       | 0161 775 8921      | Industrade            | 0044 161 775 8921 |
| Custers         | Holland         | No dealer        | 0031 478 553000    | No dealer             | 0031 478 553000   |
| Denka           | Denmark         | Urban Access     | 01202 593411       | Skako                 | 0045 6613 11 00   |
| Dinolift        | Finland         | Promax Access    | 01226 716657       | Promax Access         | 0044 1226 716657  |
| Emminghaus      | Germany         | Not distributed  | 0049 52 6464640    | Not Distributed       | 0049 52 6464640   |
| Falck Schmidt   | Denmark         | Urban Access     | 01202 593411       | Skako                 | 0045 6613 11 00   |
| Genie           | USA             | Genie Europe     | 01476 584333       | Genie Europe          | 0044 1476 584333  |
| Haulotte        | France          | Haulotte UK      | 01952 292753       | Haulotte UK           | 0044 1952 292753  |
| JLG             | USA-Belgium     | JLG UK           | 0870 200 7700      | Access Platform Sales | 00353 749721017   |
| Klaas           | Germany         | Seeking dealers  | 0049 2593 9592 - 0 | D Crane               | 0868 362 220      |
| Matilsa         | Spain           | Seeking dealers  | 0034 976 294547    | seeking dealers       | 0034 976 294547   |
| Niftylift       | UK              | Niftylift        | 01908 223456       | Niftylift             | 0044 1908 223456  |
| Omme            | Denmark         | APS              | 0845 0175500       | APS                   | 0845 0175500      |
| Paus            | Germany         | GGR Unic         | 01844 202071       | GGR Unic              | 0044 1844 202071  |
| Platform Basket | Italy           | Promax Access    | 01226 716657       | Promax                | 0044 1226 716657  |
| PLE             |                 | See Snorkel      |                    |                       |                   |
| Skako Lift      | Denmark         | Urban Access     | 01202 593411       | Skako                 | 0045 6613 11 00   |
| Skyhigh         | Belgium         | Grant Plant      | 01724 878300       | Grant Plant           | 0044 1724 878300  |
| Snorkel         | UK/USA          | Snorkel UK       | 07500 017096       | appointment pending   | 0044 7500 017096  |
| Teupen          | Germany         | Ranger Equipment | 01246 477720       | Ranger Equipment      | 0044 1246 477720  |
| Thomas          | Belgium         |                  | Not distributed    | Not distributed       |                   |
| UpRight         |                 | See Snorkel      |                    |                       |                   |
| Worldlift       | Denmark         | Urban Access     | 01202 593411       | Skako                 | 0045 6613 11 00   |

## PUSH AROUND LIFTS

| Manufacturer  | Production Base | UK Distributor  | UK Telephone    | Ireland Distributor   | Ireland Telephone |
|---------------|-----------------|-----------------|-----------------|-----------------------|-------------------|
| Alarina       | Spain           | Direct          | 0034 950 315643 |                       |                   |
| Bil-Jax       | USA             | Promax Access   | 01226 716657    | Promax Access         | 0044 1226 716657  |
| Böcker        | Germany         | Industrade      | 0161 775 8921   | One Stop Handling     | 00353 1864 9008   |
| Eazzilift     | UK              | R2 Access       | 07799 118462    | R2 Access             | 07799 118462      |
| Eddielift     | Italy           | Bravi UK        | 0113 385 4488   | Bravi UK              | 0044 113 385 4488 |
| Edmolift      | UK              | Edmolift        | 01440 730640    | Edmolift              | 0044 1440 730640  |
| Faraone       | Italy           | Powerlift       | 01480 407771    | Powerlift             | 0044 1480 407771  |
| Genie         | USA             | Genie Europe    | 01476 584333    | Genie Europe          | 0044 1476 584333  |
| Haulotte      | France          | Haulotte UK     | 01952 292753    | Haulotte UK           | 0044 1952 292753  |
| Iteco         | Italy           | Imer Direct     | 0121 522 5930   | Imer                  | 0044121 522 5930  |
| JLG           | USA-France      | JLG UK          | 0870 200 7700   | Access Platform Sales | 00353 749721017   |
| Kuli/Kempkes  | Germany         | seeking dealers | 0049 2191 434 0 | seeking dealers       | 0049 2191 434 0   |
| Pop-Up        | UK              | Pop-Up Products | 01244 833933    | Pop-Up Products       | 0044 1244 833933  |
| Power Scissor | UK              | Russon Access   | 01562 886909    | Russon Access         | 0044 1562 886909  |
| Power Tower   | UK              | Power Tower     | 0116 200 1757   | Power Tower           | 0044 116 200 1757 |
| Snorkel       | UK              | Snorkel UK      | 07500 017096    | appointment pending   | 0044 7500 017096  |
| UpRight       |                 | See Snorkel     |                 |                       |                   |
| Youngman      | China           | Youngman/APS    | 01621 745900    | Youngman/APS          | 0044 1621 745900  |

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## SPIDER LIFTS

| Manufacturer    | Production Base | UK Distributor       | UK Telephone      | Ireland Distributor  | Ireland Telephone |
|-----------------|-----------------|----------------------|-------------------|----------------------|-------------------|
| Benelli gru     | Italy           | no distribution      | 00390 522969756   | No Distribution      | 00390 522969756   |
| Bluelift        | Italy           | Bravi UK             | 0113 385 4488     | Bravi UK             | 0044 113 385 4488 |
| Cela            | Italy           | Appointment pending  | 01226 716657      | Appointment pending  | 0044 1226 716657  |
| CTE             | Italy           | CTE UK               | 0116 286 6743     | CTE UK               | 0044 116 286 6743 |
| Denka lift      | Denmark         | Urban Access         | 01202 593411      | Skako                | 0045 6613 11 00   |
| Dinolift        | Finland         | Promax Access        | 01226 716657      | Promax Access        | 0044 1226 716657  |
| Easy Lift       | Italy           | PowerLift            | 01480 407771      | Powerlift            | 0044 1480 407771  |
| Falck Schmidt   | Denmark         | Urban Access         | 01202 593411      | Skako                | 0045 6613 11 00   |
| Hinowa          | Italy           | APS                  | 01480 891 251     | APS                  | 0044 1480 891251  |
| IHIMER          | Italy           | Imer Direct          | 01215225930       | Imer Direct          | 0044 1215225930   |
| Imer            | Italy           | Imer Direct UK       | 0121 522 5930     | Imer Direct UK       | 0044 121 522 5930 |
| Italtec         | Italy           | Powerlift UK Ltd     | 01480 407771      | Powerlift UK Ltd     | 0044 1480 407771  |
| Jekko           | Italy           | Jekko UK             | 01903 746134      | Jekko UK             | 0044 1903 746134  |
| Leader          | Italy           | Powerlift UK Ltd     | 01480 407771      | seeking dealers      | 0039 0522 619270  |
| Leguan          | Finland         | Avant                | 01953 714896      | Essener Equipment    | 0044 28 86737181  |
| Lionlift        |                 | See PC Produzione    |                   |                      |                   |
| Multitel        | Italy           | Access Industries    | 0874 5341442      | Access Industries    | 0044 874 5341442  |
| Niftylift       | UK              | Niftylift            | 01908 223456      | Niftylift            | 0044 1908 223456  |
| Oil&Steel       | Italy           | Oil&Steel UK         | 01633 422988      | Oil&Steel UK         | 00441633 422988   |
| Omme            | Denmark         | APS                  | 01480 891 251     | APS                  | 0044 1480 891 251 |
| Pagliari        | Italy           | See Multitel         |                   |                      |                   |
| Palazzani       | Italy           | Tracked Access       | 0845 603 5360     | Tracked Access       | 0044 845 603 5360 |
| PC Produzioni   | Italy           | Seeking              | 0039- 349 2288693 |                      |                   |
| Platform Basket | Italy           | Promax Access        | 01226 716657      | Promax Access        | 0044 1226 716657  |
| RAM             | Italy           | Gardner Denver       | 01274 683131      | Gardner Denver       | 0044 1274 683131  |
| Skako Lift      | Denmark         | Urban Access         | 01202 593411      | Skako                | 0045 6613 11 00   |
| Socage          | Italy           | Socage UK/Cumberland | 01536 529 876     | Socage UK/Cumberland | 0044 1536 529 876 |
| SUP             | Italy           | Kermco               | 01825 724489      | Kermco               | 00441825 724489   |
| Teupen          | Germany         | Ranger Equipment     | 01246 477720      | Ranger Equipment     | 0044 1246 477720  |
| Worldlift       | Denmark         | Urban Access         | 01202 593411      | Skako                | 0045 6613 11 00   |

## MAST CLIMBERS & HOISTS

| Manufacturer | Production Base | UK Distributor     | UK Telephone            | Ireland Distributor | Ireland Telephone       |
|--------------|-----------------|--------------------|-------------------------|---------------------|-------------------------|
| Ahler        | Spain           | BFT Mastclimbers   | 01525 853 575           | BFT Mastclimbers    | 0044 1525 853 575       |
| Alba         | Spain           | Seeking dealers    | 0034 944 711 600        | Seeking dealers     | 0034 944 711 600        |
| Alimak       | Sweden          | Alimak-Hek UK      | 01933 354700            | Alimak-Hek UK       | 0044 1933 354700        |
| AS Climber   | Spain           | Direct             | 0034 918 414 162        | Direct              | 0034 918 414 162        |
| Böcker       | Germany         | Industrate         | 0161 775 8921           | Industrate          | 0044 161 775 8921       |
| Camac        | Spain           | Direct             | 0034 93 777 1050        | Direct              | 0034 93 777 1050        |
| Electroelsa  | Italy           | Direct             | 0039 0577 913401        | Direct              | 0039 0577 913401        |
| Euroscalf    | Italy           | Direct             | 0039 0423 746732-746077 | Direct              | 0039 0423 746732-746077 |
| Encomat      | Spain           | Not Distributed    | 0049 1727139541         | Not Distributed     | 0049 1727139541         |
| Fixator      | France          | Not Distributed    | 0033 241 31 17 00       | Not Distributed     | 0033 241 31 17 00       |
| Fraco        | Canada          | Fraco UK           | 0208 979 0930           | Fraco UK            | 0044 208 979 0930       |
| Geda         | Germany         | Keith Hancock      | 0044 7765 234446        | Keith Hancock       | 0044 7765 234446        |
| Goian        | Spain           | Seeking dealers    | 0034 943 804 005        | Seeking dealers     | 0034 943 804 005        |
| Haki         | Sweden          | Haki UK            | 01827 25 90 00          | Haki                | 0044 1827 25 90 00      |
| Hek          | Holland         | Alimak-Hek UK      | 01933 354700            | Alimak-Hek UK       | 0044 1933 354700        |
| Hydro Mobile | Canada          | Seeking dealers    | 001 450 589 8100        | Seeking dealers     | 001 450 589 8100        |
| Maber        | Italy           | Imer Direct        | 0121 522 5930           | Maber               | 0039 0444 660871        |
| MP-Haki      | Sweden          | Haki               | 01827 25 90 00          | Haki                | 0044 1827 25 90 00      |
| Piat         | Italy           | Direct             | 0039 041 927824         | Direct              | 0039 041 927824         |
| Rovers       | Italy           | Seeking dealers    | 0039 089 7724134        | Seeking dealers     | 0039 089 7724134        |
| Safi         | Italy           | Insa International | 0039 423 639 321        | Insa International  | 0039 423 639 321        |
| Scanclimber  | Finland         | Scanclimber (UK)   | 01505 702600            | Scanclimber (UK)    | 0044 1505 702600        |
| Steinweg     | Germany         | Industrate         | 0161 7758921            | Industrate          | 0049 2389 798-0         |
| SMEA.N.      | Italy           | Seeking dealers    | 0039 081281030-283030   | Seeking dealers     | 0039 081281030-283030   |
| Stros        | Slovakia        | Not Distributed    | 00420 318 842 408       | Not Distributed     | 00420 318 842 408       |

## TRANSPORT TRAILERS

| Manufacturer        | Production Base | UK Distributor           | UK Telephone     | Ireland Distributor      | Ireland Telephone |
|---------------------|-----------------|--------------------------|------------------|--------------------------|-------------------|
| Broshuis            | Holland         | Broshuis Trailers UK     | 01858 432502     | Broshuis Trailers UK     | 0044 1858 432502  |
| Goldhofer           | Germany         | Andover Trailers         | 01264 358944     | Andover Trailers         | 0044 1264 358944  |
| King                | UK              | King Trailer             | 01858 467361     | King Trailer             | 0044 1858 467361  |
| Nicolas             | France          | Allen Monroe Commercials | 01704 897003     | Allen Monroe Commercials | 0044 1704 897003  |
| Nootboom            | Holland         | HSE                      | 01536 204233     | HSE                      | 0044 1536 204233  |
| Faymonville         | Belgium         | Trafco Ltd               | 01536 206915     | Ashbourne Truck Centre   | 00353 1 83 50 573 |
| Schuler & Schlömmer | Switzerland     | Seeking dealers          | 0041 41 850 7744 | Seeking dealers          | 0041 41 850 7744  |
| Tinsley             | UK              | Tinsley                  | 01642 784 279    | Tinsley                  | 0044 1642 784 279 |

## MOBILE ACCESS TOWERS

| Manufacturer    | Production Base | UK Distributor   | UK Telephone     | Ireland Distributor | Ireland Telephone  |
|-----------------|-----------------|------------------|------------------|---------------------|--------------------|
| Advance         | Australia       | Clow Group       | 0121 559 5222    | Clow Group          | 0044 2890749748    |
| Aliscaff        | UK              | Aliscaff         | 01279 406270     | Aliscaff            | 0044 1279 406270   |
| Alto            | UK              | Alto             | 01527 596644     | Carey Lifting Gear  | 00353 1 4567763    |
| Altrex          | UK              | seeking dealers  | 0031 38455 7733  | seeking dealers     | 0031 38455 7733    |
| Euro Towers     | UK              | Euro Towers      | 01604 644774     | Euro Towers         | 0044 1604 644774   |
| Faraone         | Italy           | Kermco           | 01825 724489     | Kermco              | 0044 1825 724489   |
| Frigerio        | Italy           | seeking dealers  | 0039 035525115   | seeking dealers     | 0039 035525115     |
| Haki            | Sweden          | Haki             | 01827 25 90 00   | Haki                | 0044 1827 25 90 00 |
| Instant UpRight | Ireland         | Planet Platforms | 0800 0854161     | Ridgeway Plant      | 02890 454599       |
| Instant UpRight | Eire            |                  |                  | Fast Scaffolds      | 00353 1 830 8133   |
| Layher          | Germany         | Layher UK        | 01462 475100     | Layher UK           | 00441462 475100    |
| Lyte Industries | UK              | direct           | 01639 846800     | direct              | 0044 1639 846800   |
| Monkey Tower    | UK              | Monkey Tower     | 01277 356172     | Monkey Tower        | 0044 1277 356172   |
| Eiger Tower     | UK              | NSG              | 01244 833100     | NSG                 | 00441244 833100    |
| Pop-Up          | UK              | Pop-Up Products  | 01244 833933     | Pop-Up Products     | 00441244 833933    |
| Pyrascaf        | UK              | Pyrascaf         | 07818 558379     | Pyrascaf            | 00353 1830 7328    |
| Svelt           | Italy           | wanted           | 0039 035 681 663 | wanted              | 0039 035 681 663   |
| Turner Access   | UK              | Turner Access    | 0141 309 5555    | Turner Access       | 0044141 309 5555   |
| Youngman        | UK              | Youngman         | 01621 745900     | Youngman            | 0044 1621 745900   |
| Zarges          | Germany         | Zarges UK        | 01908 641118     | Zarges UK           | 0044 1908 641118   |
| Zip-Up          | Ireland         | Planet Platforms | 0800 0854161     | Ridgeway Plant      | 02890 454599       |
|                 |                 |                  |                  | Fast Scaffolds      | 00353 1 830 8133   |

## DISCONTINUED BRANDS

| Manufacturer/ Brand     | Production Base   | UK Distributor   | UK Telephone | Ireland Distributor   | Ireland Telephone |
|-------------------------|-------------------|------------------|--------------|-----------------------|-------------------|
| ABM                     | Haulotte          | Haulotte UK      | 01952 292753 | Haulotte UK           | 01952 292753      |
| Aerial                  | UK                | Tanfield         | 0191 4871311 | Tanfield              | 0044191 4871311   |
| Condor                  | TIME              | Versalift UK     | 0153-6721010 | Versalift UK          | 0044 153-6721010  |
| Coles                   | Absorbed by Grove | Manitowoc UK     |              | Manitowoc UK          | 00441895 430053   |
| Delta                   | Now JLG           | JLG UK           | 0870 2007700 | JLG UK                | 0044870 2007700   |
| Economy                 | Snorkel           | APS              | 01480 891251 | APS                   | 0044 1480 891251  |
| Iron Fairy              | Jones Cranes Ltd  | Jones Cranes Ltd | 01273 494020 | Jones Cranes          | 0044 1273 494020  |
| Jones                   | Jones Cranes Ltd  | Jones Cranes Ltd | 01273 494020 | Jones Cranes          | 0044 1273 494020  |
| John Deere telehandlers | Germany           | John Deere UK    | 01949 860491 | John Deere UK/Ireland | 00441949 860491   |
| Kesla                   | Finland           | AJ Access Ltd    | 01291 423930 | Height for Hire       | 01835 2835        |
| Linden-Alimak           | Linden-Comansa    | City Lifting     | 01708 805550 | City Lifting          | 00441708 805550   |
| Grove Manlift           | JLG               | JLG UK           | 0870 2007700 | JLG UK                | 0044870 2007700   |
| Pinguely                | Haulotte Group    | Haulotte UK      | 01952 292753 | Haulotte UK           | 01952 292753      |
| Simon                   | Genie Europe      | Genie UK         | 01476 584333 | Genie UK              | 0044 1476 584333  |

## COMPONENTS, ACCESSORIES & PARTS

| Manufacturer/ Brand     | Production Base | UK Distributor         | UK Telephone      | Ireland Distributor | Ireland Telephone |
|-------------------------|-----------------|------------------------|-------------------|---------------------|-------------------|
| 3B6                     |                 | 3B6 UK                 | 01482 227333      | 3B6 UK              | 00441482 227333   |
| Access Parts            |                 | Access Parts           | 01743 821530      |                     | 0044 1743 821530  |
| AGS                     | France          | Falcon Crane           | 01362 821048      | Falcon Crane        | 0044 1362 821048  |
| Air-Seal Products       |                 | Direct                 | 01823 674411      |                     |                   |
| Amber Valley Devel.     | UK              | Direct                 | 0116 240 2968     |                     |                   |
| Ashtree Glass           | UK              | Direct                 | 01274 546732      |                     |                   |
| Autec                   |                 | Wanted                 | 00390 444901000   | Wanted              | 00390 444901000   |
| Ascorel                 |                 | Direct                 | 0033 474576263    | Direct              | 0033 474576263    |
| Boscaro                 |                 | Wanted                 | 00390 444866520   | Wanted              | 00390 444866520   |
| BFL Alimats             | EU              | Alimats                | 01335 345111      | Alimats             | 0044 1335 345111  |
| BPE                     |                 | Wanted                 | 00390 522662357   | Wanted              | 00390 522662357   |
| Braden Winch            |                 | Koppen & Lethem        | 01 636 676794     | Koppen & Lethem     | 00441 636 676794  |
| Butti Lifting Equipment |                 | Appointment pending    |                   | Appointment pending |                   |
| Carl Stahl              | Germany         | Carl Stahl Evita       | 0845 226 0819     | Carl Stahl Evita    | 0044 845 226 0819 |
| Casar                   |                 |                        | 00 49 68418091350 | Wire Ropes Limited  | 0404 67375        |
| Cautrac                 |                 | Direct                 | 01206 273111      |                     |                   |
| Cavotec                 |                 | Cavotec UK             | 01778 346769      | Cavotec UK          | 00441778 346769   |
| Conquip                 |                 | Conquip                | 01420 592 900     | Conquip             | 0044 1420 592900  |
| Crosby                  |                 | Crosby UK              | 01226 290516      | Crosby UK           | 00441226 290516   |
| Crown Batteries         |                 | Shield Batteries       | 01279 652067      | Shield Batteries    | 01279 652067      |
| C-Tech Industries       | US              | C-Tech Europe          | 01743 599090      | C-Tech Europe       | 0044 1743 599090  |
| Dakota Shine            |                 | Future Products        | 01935 863377      | Future Products     | 00441935 863377   |
| Davis Access            |                 | Davis                  | 0871 200 3370     | Davis               | 0044 117 986 9405 |
| Deutz                   |                 | Deutz UK               | 020 8781 7246     | Deutz UK            | 004420 8781 7246  |
| Double Coin Tyres       |                 | Kirkby Tyres           | 0870 242 8800     | Kirkby Tyres        | 0044 870 242 8800 |
| Dyno                    |                 | Dyno Belgium           | 00 3256617977     | Dyno Belgium        | 00 3256617977     |
| Dynamic Oil             |                 | direct                 | 003905981 2611    | Direct              | 003905981 2611    |
| Eco Outrigger Pads      |                 | PLC Sales              | 01449 674154      | PLC Sales           | 00441449 674154   |
| EPW Europe              |                 | EPW Europe             |                   |                     |                   |
| Gantic                  | EU              | Direct                 | 0047 553 15531    | Direct              | 0047 55315531     |
| Gearmatic               |                 | Koppen & Lethem        | 01 636 676794     | Koppen & Lethem     | 00441 636 676794  |
| G. Fluid                |                 | Seeking                | 00390 59828543    | Mr Mauro Guglielmi  | 00390 59828543    |
| Goodyear Dunlop         | UK              | Goodyear Dunlop        | 0121 306 6000     | Goodyear Eire       | 1 6238500         |
| Hatz                    |                 | Hatz GB                | 01455 622100      | Hatz GB             | 00441455 622100   |
| HBC radiomatic          |                 | HBC-radiomatic UK      | 0121 503 6930     | HBC-radiomatic UK   | 0121 503 6930     |
| Hetronic                |                 | HO Joysticks Ltd       | 01733 311997      | JMG Systems Ltd.    | 0044 2882244-31   |
| Hirschmann              |                 | PAT Kruger BV          | 0031 7364433-66   | PAT Kruger BV       | 0031 7364433-66   |
| IGUS                    |                 | IGUS UK Ltd            | 01604 490000      | IGUS UK Ltd         | 00441604 490000   |
| Ikusi                   |                 | Ind. Remote Cont. Sys. | 01207 583 890     |                     | 0044 1207583 890  |
| Imet                    |                 | Simal Ltd              | 01663 732496      | Simal Ltd           | 00441663 732496   |
| Imo                     |                 | Direct                 | 0049919350818-0   | Direct              | 0049919350818-0   |
| IPS                     | UK              | IPS                    | 01952 607660      | IPS                 | 00441952 607660   |
| Knott                   |                 | Knott                  | 01283 531541      | Knott               | 00441283 531541   |
| Kubota                  |                 | Kubota UK              | 01844 268151      | Kubota UK           | 00441844 268151   |
| Loadlift                |                 | Loadlift               | 01225 671187      | Loadlift            | 00441225 671187   |
| Lombardini              |                 | Lombardini UK          | 01865 793299      | Lombardini UK       | 00441865 793299   |
| LSI                     | Canada          | Crowland Cranes        | 01733 210561      | Crowland Cranes     | 0044 1733 210561  |
| Lyon Equipment          | UK              | Lyon Equipment         | 01539 626250      |                     |                   |
| Moroooka                |                 | Cautrac                | 01206 273111      |                     |                   |
| Midas Tyres             |                 | CGS Tyres UK           | 01553 817740      |                     |                   |
| Michelin                |                 |                        | 01782 402000      |                     |                   |
| Moba                    |                 | Direct                 | 0049-643195770    | Direct              | 0049-643195770    |
| Nylacast                |                 | Nylacast               | 0116 2768558      | Nylacast            | 0044116 2768558   |
| Optima Batteries        |                 | Four Leaf batteries    | 01953 881330      |                     |                   |
| Orlaco                  |                 | Cranesafe              | 01483 894 136     | Cranesafe           | 0044 1483894136   |
| PAT                     |                 | PAT Kruger BV          | 0031 7364433-66   | PAT Kruger BV       | 0031 7364433-66   |
| Penny & Giles           |                 | Penny & Giles          | 01495 202000      | Penny & Giles       | 00441495 202000   |
| Petzl                   | France          | Lyon Equipment         | 01539 626250      |                     |                   |
| PSE                     | Netherlands     | direct                 | + 317865 21765    | direct              | 317865 21765      |
| Rösler                  |                 | Seeking                | 0049 421 8022700  | Seeking             | 0049 421 8022700  |
| Sarum Mats              |                 | Sarum Hardwood         | 01264 811005      | Sarum Hardwood      | 00441264 811005   |
| Scanreco                |                 | Koppen & Lethem        | 01 636 676794     | Koppen & Lethem     | 00441 636 676794  |
| Secatol Skips           |                 | Whitney Engineering    | 01785 282811      |                     |                   |
| Sevcon                  |                 | Sevcon UK              | 0191 497 9000     | Sevcon UK           | 0044191 497 9000  |
| Smie                    |                 | Cranesafe              | 01483 894 136     | Cranesafe           | 0044 1483894136   |
| Span Set                |                 | Span Set               | 01606 737494      | Span Set            | 00441606 737494   |
| Standfast               |                 | Direct                 | 01287 611301      | Direct              | 01287 611301      |
| Teccsis                 |                 | Direct                 | 0049695 8060      | Direct              | 0049695 8060      |
| Tele radio              |                 | Tele Radio UK          | 01663 732200      | Tele Radio UK       | 00441663 732200   |
| Thermoil                |                 | Thermoil Europe        | 07966 405229      | Thermoil Europe     | 00447966 405229   |
| Timbermat               | UK              | direct                 | 0161 476 6252     | direct              | 0044 161 476 6252 |
| Trojan Batteries        |                 | Union Power Systems    | 01536 408901      | Energy              | 00441536 408901   |
| US Batteries            |                 | Manbat                 | 01743 460790      | Manbat              | 00441743 460790   |
| Unitex                  | NL              | Unitex Group           | 01538 384108      | Unitex Group        | 00441538 384108   |
| Welex                   |                 | Welex Rental           | 01785 713675      | Welex Rental        | 0044 1785 713675  |
| Zenith Batteries Italy  |                 | PSE                    | + 317865 21765    | PSE                 | + 317865 21765    |
| ZT Safety Systems       |                 | ZT Safety Systems      | 01334 4185380     | ZT Safety Systems   | 0044 1334 4185380 |

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# Record breaking Vertikal Days

This year's Vertikal Days - the fifth since it was established in 2007 - broke records across the board. Visitor numbers were up more than 25 percent to almost 1,500 named individuals, the total stand space was sold out, with an even more varied exhibitor profile than in previous years. Specific association 'villages' expanded to include IPAF, ALLMI and PASMA.

Even the weather was, on the whole, good resulting in the best show to date with most companies meeting both the industry's largest buyers and making new contacts with potential customers, the vast majority also booked significant orders during the event.

Feedback from those attending reinforced the decision to continue with the basic 'laid-back friendly format' combined with the 'no charge' all inclusive philosophy - from free parking to free lunch and drinks - it is no surprise that the show's popularity is growing.



*A future operator?*

However, what makes a good show great are the exhibits and the quality of the visitors - and this Vertikal Days had both in spades. Not only were there UK launches, but European and even world firsts. Some might say that holding the show at Haydock Park in the North West is not ideal, however if you have any interest in cranes and lifting equipment, access or telehandlers and associated products then it is worth travelling. We even heard of one couple who travelled from Bermuda specifically to look at the new Liebherr elevating cab LTC1045-3.1 AT City. They had gone to Conexpo in Las Vegas earlier in the year, but unfortunately Liebherr had decided not to show the crane at that event. An Australian family qualified as the visitors who travelled the furthest.

There were many other premiers - too numerous to list here - with almost every exhibitor showing something new. Hopefully we have them all in the pictorial review and will cover them in more depth in the following months both on the website and in Cranes & Access.

Vertikal Days is not about visitor volumes - with food and drink included rent-a-crowd- is not a viable option- it is about quality with visitors who have a genuine interest and need for the products on show and this was reinforced by



*Queues at the entrance tent*

almost every exhibitor who acknowledged the seniority and seriousness of the visitors, many of which placed orders for equipment either at the show or will following a planned on site demonstration. However Genie - with one of the largest stand teams - reported there were too many visitors on the stand on the first morning. A nice problem to have after the frugal last few years!

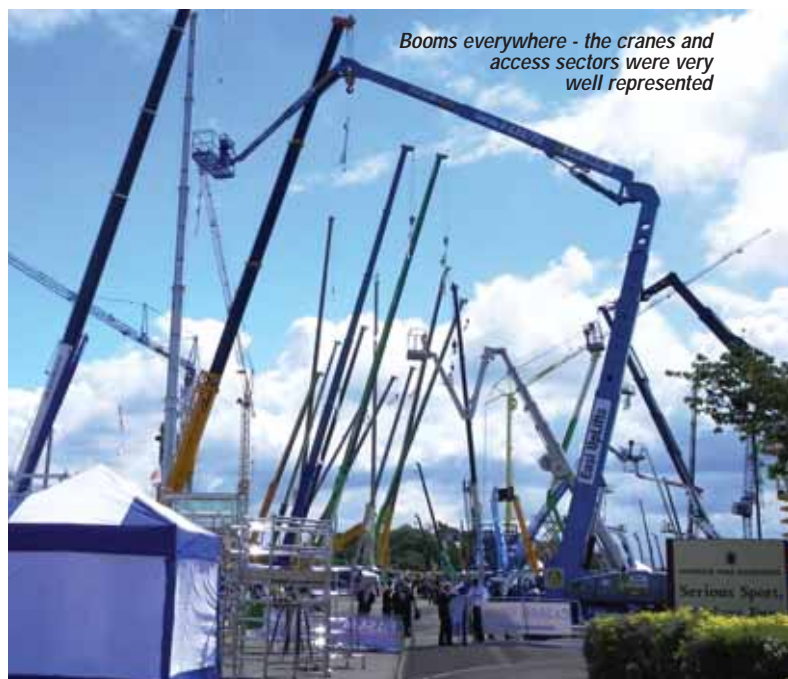
Show orders were plentiful and got off to a great start when Rod Abbott of UK Link Belt distributor NRC sold his main exhibit - a 70 tonne TCC750 telescopic crawler crane - to his first visitor of the day, Stuart Proud of North Midland Construction. Other notable crane sales included two definite orders (plus three possible) for the Zoomlion QY35v truck crane launched at the show by Crowland Cranes. Again there are too many to



*The Artic Raptor at the entrance*

list here - suffice it to say that a lot of business was done and generally both exhibitors and visitors were very happy.

Roll on Vertikal Days 2012!



*Booms everywhere - the cranes and access sectors were very well represented*



Alan Russon (c) with Bella Access' Jason (l) and Glyn Dalmas



Simone Scalabrini with Cella Holland dealer Luuke vand der Hoek taking the keys to the first DT21 platform



All too much for some of the younger showgoers



Ascendant 18m and 26m trucks and HAB 14m scissor



Alimats was very busy



The CPA stand



The bike auction raised more than £6,000 for the Lighthouse Club



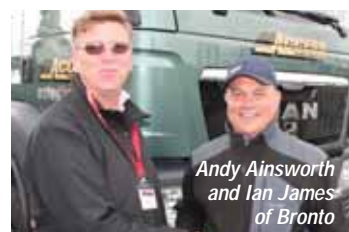
Dominique Lacombe and Christophe Marty of ATN



Bronto S34 MDT



Atlas loader crane in the ALLMI Village



Andy Ainsworth and Ian James of Bronto



The new Bravi caddy



Avant Techno with access platform attachment



This CTE Traccess 170 sold to Elev8



Cumberland Isuzu with A314 platform



Dancing to the band Rollercoaster



The bike auction winners



Blade's Mark Bell with his new 103metre WT1000 platform



Cormach 34000 loader crane



The Genie stand was consistently busy



Custom Equipment on the r2 stand



Gerry Kist of Multitel with essential reading



**c&a**

**vertikal days**

A busy entrance tent



Galizia G20E



IPAF stand and demo area



A view down one of the aisles



IPS stand



Iteco's Paolo Pianigian



Hiab loader crane



An Omme spider



The new Qy35V Zoomlion truck crane created a lot of interest and at least two sales



Goodyear tyres



Dieci telehandler



Holland Lift HL11816



First showing for the JMG pick and carry cranes



The new JLG 340AJ



InspHire balloon release with Karen Mills, John Ball and Graham Dobbs



Liebherr 81K flying the '50 years in the UK' flag



Rod Abbott (l) with Stuart Proud of North Midland Construction agreeing a deal on the Link-Belt TCC750 telseopic crawler



GGR Unic team with the new range of Lego cranes



Visitor numbers were up 25% on 2010

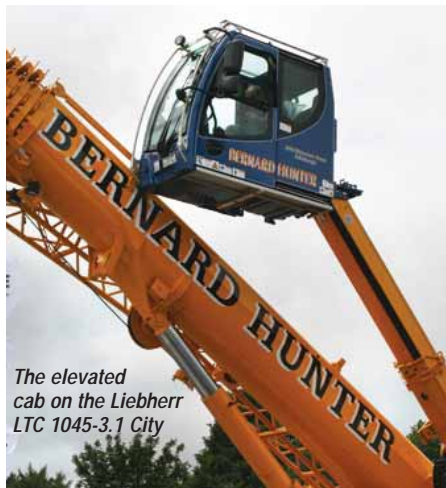




Haulotte had a varied stand including this telehandler



Mitas tyres



The elevated cab on the Liebherr LTC 1045-3.1 City



Lincoln Noel at the piano



The first show sale? The Link Belt TCC750



Maxilift loader cranes and the tracked MST300 Access



Ormig 5.5tmE



Marooka MST 300 with Nifty platform



Marketplace in full swing



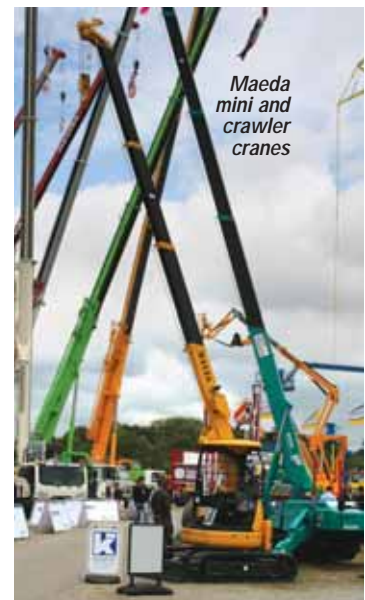
MEC 2664RT speed level



Manitou MRT 3050 turbo on Animats



Roger Verallo () presents Peter Bond with the Pasma lifetime achievement award



Maeda mini and crawler cranes



Merlo UK had a good show



The interesting Multihog with Sorage A314 platform



Niftylift with two potential buyers discussing safety features



The Pop-Up stand



The new Multitel MX195 platform



The impressive skyline



Another world first - the Terex Challenger 3180



Powerlift with Easylift truck and spider



PB S175-12ES scissor now distributed by Bravi UK



PM loader crane



One of the livelier tables at the evening event



Power Tower stand



Platform Basket was in an ideal position near the Marketplace



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All set for the evening event



PASMA Village



Power Scissor from Russon Access



650 attended the evening event

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An impressive array from Snorkel



Ranger's Steve Hatfield and Teupen's Arjen Snider agreed a five year UK distribution



First time exhibitors Toyota Materials Handling



Riwal's MEC Titan boom



Versalift LT23TB Mazda pick-up mounted platform



Safety-Gard from Tinsley



Spierings showed John Sutch's six axle truck tower crane



Skyjack stand



A rare shot of Terex's Lee Maynard



Tadano Faun sold this ATF 40G to Berry Cranes



Promax Access stand



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# A final word...

In an effort to improve the Vertikal Days format our youngest Vertikal Days team member - budding journalist Edward Darwin - asked visitors for their views as they left this year's show. Although a universal desire for better weather was expressed, it appeared spirits were not dampened by the showers on day two, in fact the general consensus was that the event was a great success with visitors commenting on the show's well-located venue, tightly organised setup and laid back ethos.

Vertikal Days is a specialised show covering a compact area and with a relaxed approach - a show which places quality over quantity. When asked to compare Vertikal Days with other exhibitions visitors were quick to distance it from other "less organised" shows like the now defunct SED. Comments from exhibitors touched on the fact that the number of disinterested 'tyre kickers' were few and that the mix of equipment company owners, specifiers and buyers was ideal. Several visitors were of the opinion that, apart from the major international shows like Bauma, Vertikal Days hosted the widest collection of cranes and access equipment.

The show's size was another feature that visitors commented on, allowing the time and opportunity to see all the relevant equipment and speak to companies at length with less pressure on exhibitor's time. They also liked the option of continuing the conversation over the complementary lunch available in the catering tent. Its sociable setting provides a great opportunity for socialising and networking accompanied by the talented pianist Lincoln Noel.



The event is not only a showcase for the latest equipment and new product launches, it also offers demonstrations and seminars which impart the latest equipment safety and legal requirements. Stephen Dorricott director of Leigh-based Astley Hire brought his entire company along, explaining how the 'different aspects of the show are able to cater for the different divisions within the company'.

"The office admin staff takes full advantage of the seminars to gain knowledge on current practice whilst the service engineers are free to talk to manufacturers, inspect the latest products and view demonstrations first hand," he said.

The National Grid arrived at the show looking for specific platforms to assist with power line work. Not only did the show offer a comprehensive variety of equipment but after talking with particular companies they had preliminary discussions regarding a customised platform tailored to its specific requirements. The show was therefore not limited to what was on display and many visitors were delighted with the extensive resources available from the individual companies.



Visitors were asked to contemplate possible improvements or additions to the event for next year. Although the show's straightforward layout means that company stands and specific equipment was easily located, several visitors commented that individual stands were difficult to identify because of the amount of equipment on display.

Thoughts on its location were discussed with a suggestion to alternate between the north and south of England put to visitors. However the general consensus was that Haydock was in an ideal position, close to the M6 and M62 motorways and one visitor from Surrey commented that he was pleasantly surprised that his journey only took three hours.



Visitors liked the easy parking and the lack of traffic jams getting in and out. Some added that they were also impressed with the meeting facilities in the main buildings.

Speedy Hire, the shows' equipment sponsor was impressed and



purchased several small scissor lifts for its fleet. However it was disappointed at seeing its competitor's equipment next to its own. A small majority expressed that the show needed to grow in size and that larger stands were needed to exhibit more - particularly cranes. Can Vertikal Days continue its current philosophy on a larger scale or will it lose the personal touch that it has tried so hard to create?

The Vertikal team welcomes feedback and all comments which will be used to ensure that next year's show will be an even greater success. Please feel free to email us with any thoughts or ideas as we would love to hear from you!

Edward Darwin





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# A successful Vertikal Days

For a fifth consecutive year ALLMI's presence at Vertikal Days proved to be a big success. The loader crane display in the ALLMI Village was the best to date and resulted in an impressive number of visitors from a range of industry sectors. ALLMI executive director, Tom Wakefield said: "Once again the show produced excellent results for ALLMI and member company exhibitors. We've always found exhibiting at Vertikal Days to be a great way to promote the association and this year's show was no exception. The Village was a hive of activity throughout the two days and because of the specialist nature of the show, every visitor we spoke to had a genuine interest in lifting operations. We expect to see further benefits over the coming months as we build upon some of the new relationships we've established. We can only see Vertikal Days going from strength to strength in the years ahead and we fully intend to be a part of that."

*The ALLMI Village at Vertikal Days was the best so far.*

## ALLMI General Meetings

As part of its presence at Vertikal Days, ALLMI held general meetings for both manufacturer/service company and fleet owner members. On the afternoon of 22nd June, manufacturers/service companies were given several presentations, starting with ALLMI chairman, Mark Rigby and an overview of everything the association has achieved over the past 12 months.

Executive director, Tom Wakefield, followed with a report on trading activities, which included a 19 percent increase in membership over the 2010/11 financial year, as well as increases of five and 10 percent in the uptake of ALLMI's lorry loader training and slinger/signaller training respectively. Members then heard from HSE principle specialist inspector, Ian Simpson, on the legislation and standards affecting the use of lorry loaders. The meeting finished with a presentation from ALLMI technical director, Alan Johnson, who explained the legal requirement for the training of managers/supervisors, and the courses that ALLMI offers in this area. Johnson also updated members on the impressive uptake of ALLMI's Appointed Person course in 2011 and the development of the new ALLMI Code of Practice, due to be released later this year.

On the morning of 23rd June, ALLMI's fleet owner members received the same presentations, but with the addition of Forum chairman, Steve Frazer-Brown, providing an update on the executive committee's activities, including a report on the development of guidance relating to the use of the loader crane hook as an anchoring point for fall arrest equipment. ALLMI chairman, Mark Rigby, said: "Holding our general meetings at Vertikal Days proved to be very successful. We received a record number of delegates across the two meetings which is so important given the number of projects that ALLMI is currently involved in and how crucial it is that discussions are held with members in order to get their points of view. Members left the meetings having been very well informed on a range of issues and then had the opportunity to take in the show. It's definitely a format we'll be looking to reproduce in 2012."

## ALLMI Operator of the Year Competition 2011

ALLMI's first ever Operator of the Year competition generated a great deal of interest at this year's Vertikal Days. Situated within the ALLMI Village, entrants tested their operational ability in terms of accuracy, speed and safety, whilst negotiating the specially designed course. The eventual winner was in fact ALLMI's very own technical director, Alan Johnson, who completed the course in 6 minutes 39 seconds. He comments "The task was quite challenging given the course that was set out and the time penalties that could be incurred. Some very good operators had already put some great times in, so I was pleasantly surprised to have finished in first place." Alan has subsequently donated the prize money to the Derbyshire Festival 2014 charity appeal which aims to raise £2 million pounds by 2014.



## Filming commences for ALLMI / FTA Training DVD

The first week in July saw filming commence for a new training DVD being produced by ALLMI and the Freight Transport Association (FTA). The DVD will be used as a training aid by fleet owners and training providers, the content will cover a range of modules, including:

- Legislation/standards applicable to lorry loaders
- Pre-operational checks
- Siting the lorry loader
- Safe operation
- Stowage for travel

And will address the modules in relation to:

- Builders' merchants
- Civils/utilities
- Specialised lifting/hook operations

The package will also include a second disc, containing useful PDFs for employers and training providers to use. ALLMI technical director, Alan Johnson, says: "We are very excited about the development of this DVD. The script was produced following extensive consultation with our members and the FTA, so the content is very much in line with industry requirements, as well as best practice. So far, filming is running on schedule and we hope to make the DVD available shortly after the summer period."



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All training centres above offer IPAF/PASMA approved and audited courses. European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.



# Abseiling accidents

Abseiling has become a popular access method for certain difficult to reach applications, with abseilers taught to carry out the specific work. However the method which ought to be reserved for jobs where it is the only or the safest method of work, is increasingly being used where these conditions do not apply resulting in an increased number of incidents.

Central (High Rise) Ltd, of Sneinton, Nottingham, was recently fined £132,000 for failing to protect its employees. Brian Collins, 52, was setting up his abseiling equipment to paint a chimney at Sutton Bridge Power Station on the 13th of March 2008, when he fell 34 metres to his death through an open grating in a platform on the chimney.

In a separate incident, on 14 August 2009, two other employees were performing maintenance on the rocks below Nottingham Castle. They attempted to abseil down to a

ledge but did not use a safety line. The first man reached the ledge safely, but the second experienced an uncontrolled descent, falling between eight and 10 metres to the ground and breaking a bone in his back.

The company had failed to make sure that work at both locations was carried out safely, putting employees at serious risk. At the castle, the company also failed to ensure the work was properly supervised, while at the power station it had failed to make a proper assessment of the risks and to properly manage and monitor the work. Central pleaded guilty to one charge in relation to the death of Collins and another in relation to the incident at Nottingham Castle. The company was fined £100,000 plus £32,000 costs.

HSE inspector Martin Giles said: "The work at the power station required careful planning and assessment of the risks involved. Tragically, the company failed to make sure the rigging of the ropes was done safely and the result was the needless death of an employee.

## £16,000 for scissor lift overload

Clark & Fenn Skanska Ltd of Rickmansworth, Hertfordshire, has been hit for £16,000 in fines and costs after it pleaded guilty to breaching the Lifting Operations and Lifting Equipment Regulations 1998 and failing to ensure the lifting of materials was properly planned, supervised and carried out in a safe manner.

Two men - a 22 year old who suffered a fractured pelvis and cheekbone, broken nose and heavy bruising and a 39 year old colleague who fractured his skull, eye socket, elbow and thumb - were using a scissor platform to lift plasterboard sheets when they fell around seven metres after the lift overturned on 16th August 2007.

A Health and Safety Executive (HSE) investigation found the men were using the wrong type of equipment to transport the plasterboard. Inspector Kevin Wilson said: "This was a serious incident where the consequences could have been much worse. The platform was only half a metre away from a further drop of nearly six metres.

"The incident could have been prevented with appropriate planning and selection of equipment suitable for the task. Mobile elevating work platforms are not designed for use as material hoists. They are designed as a working platform for positioning operatives and their tools. In this case, the platform was heavily overloaded. MEWPs should also only be operated by competent, trained operatives familiar with the safety requirements and devices for the type of platform used. In this case the operative had been trained to use MEWPs but had relatively little experience and had not received familiarisation training for the type of platform being used."



C&a training

## Ladder fall costs more than £14,000

JDS Trucks Ltd, which sells and repairs heavy goods vehicles, was fined £9,900 plus £4,613 in costs following an incident at its garage in Blackburn in December 2009. A 47 year old man fractured his hip and left elbow after he fell three metres while trying to step onto a ladder from the top of a truck cab. He needed four months off work to recover.

The court heard that he had climbed onto the truck roof to assess whether a wind deflector needed to be fitted. But the ladder had not been secured and no one else was there to help him. JDS Trucks pleaded guilty to two breaches of the Work at Height Regulations 2005 and one breach of the Management of Health and Safety at Work Regulations.

HSE Inspector Shellie Bee, said: "JDS Trucks simply didn't think about the risks the worker might face if he climbed onto the roof of the cab using a ladder, and put his life in danger as a result. He was off work for several months as a result of his injuries. Since the incident, the company has upgraded its gantry for safe working at height and implemented a safe system of work for fitting wind deflectors. Ladders do have a use in the workplace and in some situations are appropriate with the correct training and if they're properly secured. In this case no training had been given and no safe system of work existed to complete the job safely."



## Who trained him then?

In a small town in France five men try and place a large fridge in an upstairs apartment. Working at height and manual handling rules were clearly not factored in this method.

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# Don't use cranes to lift people!

The FEM Product Group for Cranes and Lifting Equipment has issued a position paper which states that cranes should not be used for lifting people, except in exceptional circumstances where safety requirements have been fulfilled and undertaken at the specific responsibility of the user.

FEM (Fédération Européenne de la Manutention) is the European manufacturers' association for material handling equipment. Its position paper dated 16 May 2011 (document FEM CLE MC N 0284) states that: "Mobile cranes shall never be used for entertainment purposes, e.g. lifting of persons for shows, bungee jumping, dinner-in-the-sky or lifting of other structures with people on the structure or underneath (e.g. lifting of tents). Mobile cranes are not intended to lift persons, they may be used to suspend personnel in man baskets only in unique work situations when it is the least hazardous way to do the job."

*Don't do this! A crane basket is not a safe way to lift people*



The position paper comes in response to a potentially dangerous trend where some entrepreneurs have used cranes to lift people to great heights for recreational purposes. Several crane manufacturers clearly prohibit such usage in their crane operator manuals. Welcoming the clarification from FEM, IPAF chief executive Tim Whiteman said: "Purpose-built powered access equipment is an infinitely safer and more precise method of providing access to carry out temporary work at height. Compare this with a basket suspended from a single crane rope which may well blow around in the wind. Cranes should be used for lifting loads, not people."

The IPAF spider tent at Vertikal Days

c&a

IPAF focus



## Familiarisation tested at Vertikal Days

IPAF was at Vertikal Days in Haydock, drawing positive reaction with its new spider tent, which offered visitors a welcome shelter when the weather turned a bit wet!

Alongside the tent the IPAF practical test area invited visitors to see if they could locate and operate the emergency lowering controls on different machines. The tests were done under the watchful eye of IPAF auditor Chris Smith. Warren Bradbury, independent instructor and Adrian McDowall of Access Plus won the time trials, aimed at demonstrating the importance of familiarisation before using a machine. Trained operators need to be familiarised with the model-specific features such as control functions and safety devices.

IPAF auditor Chris Smith (left) watches as independent instructor Warren Bradbury operates the emergency lowering controls on a truck-mount.



## Scissors vs. booms: Fleet mix in the IPAF rental reports

Booms represent around 46 percent and scissors 49 percent of the powered access fleet in Europe. The picture shifts a bit 'across the pond'. In the US the split is booms 40 percent and scissors around 60 percent. This is just one of many conclusions to emerge from the IPAF European Powered Access Rental Report 2011 and the IPAF US Powered Access Rental Report 2011, available for purchase at [www.ipaf.org/reports](http://www.ipaf.org/reports)

The reports are presented in an easy-to-read format, highlighting key facts and figures for senior management, such as fleet size, utilisation rates and retention period. Seven individual country/regional sections are

included in the European report. New for this year is the analysis of fleet mix, comparing the proportion of scissors and booms. Special rates are available for IPAF members at [www.ipaf.org/reports](http://www.ipaf.org/reports)



The MEWP rental market across the 11 European countries under study.

## Haulotte's Alexandre Saubot to give keynote speech at Europlatform

If you are heading to Maastricht this September for Apex, don't miss the Europlatform conference and its theme "Financing Growth". Europlatform takes place on 13th September at the MECC, a day before the start of APEX.

The keynote speech will be given by Alexandre Saubot, chief operating officer of Haulotte. Another top-level speaker is Kevin Appleton, former chief executive of Lavendon, who will address the topic of generating sustainable returns in the access rental sector. Maëg Videau, director of financing and M&A at Loxam, will speak on 'Successful Acquisitions'.

A reception will be held immediately after the conference to offer delegates an informal networking opportunity. Now in its fifth year the conference aims to give access rental professionals ideas for strategies to position their businesses for the recovery. Anyone who owns or manages an access fleet should attend.

Details on how to book, accommodation and getting to the venue are at [www.europlatform.info](http://www.europlatform.info)



## PDS reminder

IPAF-certified instructors and training centre staff in the UK should be sure to attend one of two Professional Development Seminars (PDS) being held this year. The Southern PDS takes place on 4th October at the Milton Hill House in Oxfordshire OX13 6AF, while the Northern PDS is on 6th October at the Best Western Shap Wells in Cumbria CA10 3QU. IPAF has agreed preferential rates with both hotels. Visit [www.ipaf.org/events](http://www.ipaf.org/events) for details.



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# PASMA Annual Members' Meeting

Timed to coincide with Vertikal Days and the inaugural Pasma Village, the Annual Members' Meeting (AMM) was well attended in its new venue of the Whittle Suite at Haydock Park Racecourse.

The day's proceedings were opened by Pasma chairman, Roger Verallo, who spoke about "A very busy year for Pasma," and went on to remark about the growth in training centres and the consistency of delegate training numbers at just over 47,000 for 2010/2011. Not surprisingly, part of his report was devoted to the 3T/AGR review. Commenting on this landmark piece of work he said: "Much has been said about the review of fall protection which the association has undertaken in the past year and tremendous effort has gone into completing the review by the members of the committees, the staff of Pasma and our partner organisations."

"I firmly believe that it represents a fair, objective and thorough review of the facts and that its conclusion, that both methods continue to provide adequate protection from falls, is sound."

Next to speak was Pasma's managing director, Peter Bennett, who talked about the opportunities and challenges facing the association in the year ahead. In particular, he reported on the way in which Pasma continues to play a leading and active role in the work of the Access Industry Forum (AIF), Pasma's recent input to the HSE's review of RIDDOR, the on-going collaboration with BSI to produce a Publicly Available Specification (PAS) for low level access equipment, and the association's future plans for IT developments.

He concluded by saying: "It remains vital for Pasma to be engaged, forward-looking and pre-eminent in the wider business community, to ensure that our members' voices are heard and the mobile access tower industry is properly represented."

Delegates then received a report from the chairman of the technical committee, Paul Pritchard (and incoming chairman, Alistair Twigg), the chairman of the training committee, Mick Aston and the chairman of the hire assembly committee, Chris Blantern.

A highlight of the 2011 AMM was the presentation of a lifetime achievement award to Peter Bond for his outstanding contribution to the association and the industry at large over many years - several in the capacity of Pasma chairman.



L-R: Roger Verallo with Peter Bennett



C&a

PASMA

## Pasma Village at Vertikal Days

Making its debut at the 2011 Vertikal Days was the Pasma Village. The association is grateful to the following member organisations for taking exhibition space:

- Euro Towers
- Lyte Industries
- Turner Access
- Instant Upright
- OMS

Thanks also go to Youngman and Pop-Up for supplying towers adjacent to the Pasma information gazebo.



## Toolbox Talks

As reported in an earlier Pasma Focus, the AIF's website has enjoyed a complete makeover and is now host to a series of free online videos focusing on the safe and competent use of access equipment for working at height. It also includes coverage of the recent discussions and debates in the AIF Knowledge Base at this year's Safety & Health Expo and, in particular, the ground-breaking discussion 'In search of the Holy Grail: No more working at height accidents, ever!'

Visit [www.accessindustryforum.org.uk](http://www.accessindustryforum.org.uk)

## 2011 Annual Review

The 16-page Pasma annual review is available now. It contains reports from the chairman, managing director and all the Pasma committee chairmen, and includes endorsements of the work of the association in advancing safety and best practice from the chief executive of IOSH, Rob Strange OBE, and the head of health and safety and environment at the ECA, Paul Reeve.

Other sections describe the association's highlights during 2010/2011, and pages are devoted to the publication of the fall protection review and the contribution Pasma is making to the work of the Access Industry Forum (AIF). For a copy of the review please email [jill.couttie@pasma.co.uk](mailto:jill.couttie@pasma.co.uk)



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# Device stops fuel theft

Fuel Defend has launched a new version of its simple to fit anti-siphon device called Neckit, which fits a wide range of construction equipment. The device that has become a regular item on commercial vehicles can be fitted without gluing or drilling or any modification to the tank neck. The manufacturers claim that it can also be transferred from vehicle to vehicle allowing a few units to be used when a serious risk of fuel theft is present.

The manufacturer also claims that the single piece aluminium device does not produce any form of splashback or 'welling', that it can cope with up to 120 litres a minute (50 gallons a minute) high flow filling pumps.

Russell Fowler chief executive of UK-based Fuel Defend Global said: "We are the first choice for truck fleets worldwide when it comes to safeguarding vehicle fuel tanks from both regular and opportunistic theft. We have considerable experience of the off-highway segment and fuel theft

is as much of a problem on construction sites as it is at truck stops. Our product range – which grew out of a need to protect fuel tanks at a diamond mine – provides a highly cost effective deterrent against what is becoming a growing problem."

The new device will fit Liebherr, Komatsu, Caterpillar, Case, Hitachi, JCB, Manitou, Doosan, Yanmar, Kobelco and Takeuchi products, while additional equipment manufacturers are being added all the time.



Fuel Defenders Neckit anti siphon device

# Improved outrigger extension sensors

German manufacturer Siko has introduced a new draw wire actuator - the SG30 and SG31 - for measuring and monitoring outrigger beam extension. The new units, which offer a constant and progressive readout, come in any length from 600mm to 15 metres. They also offer a wide variety of wire exit points and various types of output connections while incorporating the double redundancy required within EN280 and other standards.

Major benefits of the new sensors are the fact that they are more compact and rugged than previous systems, with a heavy duty zinc die-cast outer casing and tough fibreglass reinforced plastic spring housing.

The units can easily manage temperatures as low as minus 40 degrees without losing any measurable level of accuracy. With loader cranes already requiring outrigger position monitoring and mobile cranes set to follow shortly, the need to feed such information back into the machines control system is likely to become standard on all lifting equipment within a couple of years or so. There is also a tendency towards totally variable outrigger positions on both cranes and lifts with platform capacities or load charts adjusted to suit the precise outrigger positions. In order for this to happen without sacrificing reliability and to ensure



The new SG30 draw wire actuator from Siko

accuracy, good quality length sensors will be required. Siko claims that its Black Forest heritage - the company was founded in Buchenbach in the 1960s, the true home of the cuckoo clock - has imbued the company and its engineers with a particular passion for accuracy and day-in-day-out reliability within the mechanisms it produces.

# New force transducer

Tecsis has introduced a new heavy duty in line tension/compression force transducer for the testing or monitoring of cables chains or slings etc. The F2226 can be integrated directly into the line of force with the load applied via two threaded pins, located at each end of the stainless steel cylindrical transducer body.

The entire unit is waterproof to IP67 and can be used in extremely harsh industrial environments.

Nominal forces are available from 10 kN up to 3,300 kN (1 to 336 tonnes force).

Tecsis claims that total accuracy is between 0.15 and 0.2 percent of full scale depending on the nominal force. The transducer can be used in test bench applications or directly on lifting equipment/rigging.



The new Tecsis F2226 force transducer

enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of [www.vertikal.net](http://www.vertikal.net), where you will find direct links to the companies' web sites for up to 12 weeks after publication.

To have your company's new product or service featured in this section, please send in all information along with images via e-mail to: [editor@vertikal.net](mailto:editor@vertikal.net) with 'Innovations' typed in the subject box.

# Kato SR-250R

Japanese-based crane and excavator manufacturer Kato was founded in 1895, making it one of the oldest crane companies still under independent ownership. Models of Japanese cranes are quite rare, although there have been a number of 'toys' that roughly depict particular models. YCC of Taiwan has been licensed to make a 1:50 scale version of the 25 tonne Kato SR-250R rough terrain mobile crane.

YCC is a small model maker but it has a clear focus on quality which extends to the packaging, creating a good first impression, the model is well protected in black foam rubber. A small brochure is included in the packaging, showing the main features of the model and as it is a highly detailed replica, with some very precise and fine modelling it has to be handled with care.

The underside of the model is fully detailed with transmission components and fuel tank realistically moulded. The tyres are really good and have the 'Bridgestone' name clearly moulded into the tyre wall. Both axles steer independently although the range of movement is fairly limited, they also have working suspension.

The chassis is excellent with small details such as the accurately marked extension points on the metal outrigger beams, while the outrigger spreader plates have tiny handles. At the rear the engine cover opens to show a detailed engine.

The operator's cab is a master piece, extremely fine metal grab rails and wipers adorn the outside, while inside the control console has all of its switches and dials authentically reproduced.

The operator's cab door also opens and correctly reproduces the pull out and slide motion of the real door. The rest of the superstructure is cast well, with good quality grilles and very small graphics.

The boom detailing is superb. Hydraulic lines are beautifully rendered and the cable spool is metal. Guides for the ropes at the top of the first boom section contain pulleys which are amazing for their tiny size. Some of the grab handles and other details are exceptionally thin. The detail level continues at the boom nose where in addition to metal sheaves, there is an anemometer for measuring wind speed, and a mirror.



The Kato travels on site

The fly jib is another piece of excellent diecast work with first class hydraulic lines cast in, which lead to the luffing cylinder. The jib is telescopic and can also be luffed using the cylinder although it is not stiff enough to hold much of a load.

Two hooks are supplied. The main block has three metal sheaves, and the hook rotates within the block, while the hook has a working safety latch. The single line block is nicely detailed and has a moving hook.

This is a hard to find model and it is relatively pricey for a two axle crane at around €200, but it is good value for the very high quality that it offers.

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



Excellent boom details



Lifting on the fly jib



Opening cab door and engine cover

## Cranes Etc Model Rating

|                    |    |
|--------------------|----|
| Packaging (max 10) | 8  |
| Detail (max 30)    | 27 |
| Features (max 20)  | 18 |
| Quality (max 25)   | 22 |
| Price (max 15)     | 12 |
| Overall (max 100)  | 87 |



Tiny details at the rear

Dear Sir,

I was interested to read your article entitled a New type of Harness in the last Cranes & Access magazine. In fact I would go so far as to say that I even enjoyed reading it, although I have greater reservations about the product than you appear to have.

I do agree with you that Gordon Leicester and the others at ZT Systems should be applauded for taking an original approach to personal fall protection equipment although I totally disagree that the industry has been irresponsibly slothful with new product development as you seem to suggest in your article. It is possibly true that it has not taken a radical 'out of the box' look at the subject as has obviously been the case with ZT. But there is possibly good reason for this in that for many applications the traditional harness is still the best way to go. Tilting someone into a reclined position could in some cases be more dangerous than the fall itself.

When a person falls they are most often falling off of a structure, such as a building and it is possible that with the ZT harness they will crack their head against the structure as they are pulled into what you describe as a foetal position? This would be compounded if the fall occurred in a small space such as a lift shaft.

You also make a point about the testing of harnesses and you may well have a point here although I think you have been over simplistic in your apparent dismissal of what has gone before and I do wonder on what you base this? While ZT's use of car crash dummies does bring some really good and useful data to the subject it is also incomplete. While they do occur, few falls are in open space, so dropping someone from a crane hook is hardly representative of the real world – it may apply to tower crane operators but most falls are, as I have already said, alongside buildings or other structures.

Perhaps ZT ought to go back and test their harness in a manner that replicates this? Finally while critical of some of the points you make, or seem to make, I would completely agree with your final conclusion that it is folly to cut corners on a harness if you are working at height on a regular or even

occasional basis. A good quality harness is both safe and much more comfortable and well worth the modest extra investment.

Many thanks for an interesting article.

Phillip Green

*This letter arrived in our office via an unmarked fax - written as an informal note, sadly we could not trace the sender. He does not appear to have consciously made a decision to withhold his identity and may have simply not considered it? While he takes issue with the tone of our article he does appear to have a good deal of experience of the industry and we would like to attribute the letter and the comments he has made. Mr Green - if you would care to contact us we would be delighted to give credit in the next issue. Ed*

Hi Leigh,

We would like to thank you and all who put together such a wonderful showcase of high risk equipment and products related to the lift and access industry. Both Tim and I were very impressed with the products we saw and the information we can now take back to Australia. Our son also had a fantastic time with the big toys.

We will certainly be letting our colleagues know about the Vertikal Days Expo.

Again thank you for a wonderful two days at Vertikal Expo.

Kind Regards

Tim, Sally & Alexander Rees

Southern Cross Training and Assessing  
Singleton NSW

*This was one of many kind letters and emails regarding this year's Vertikal Days, we chose this one as we believe that it came the furthest distance. On behalf of the entire Vertikal Days Team I would like to say how much we all appreciated your comments.*

Leigh Sparrow

Dear Sir,

You carried a small news article in your April/May edition 13.3 showing a group of men hanging from their harnesses on a steel wire. I did follow the internet address that you showed to read the full story and found it very interesting although I was curious why in the internet version you guessed that this might have happened in Korea? I assume that you meant South Korea which is my home state and I am not aware of this incident at all although that does not mean it did not happen here. We do not have an industry press that covers such things, which is why I like to read publications such as yours which I find most stimulating as well as keeping me in touch with the international market. I was also very happy to find your internet site through this story and I am now a regular internet user. But here in the office we do like the magazine best and I would like to tell you that it gets passed around to everyone and then when the new one arrives, we put the old one in our bookshelf with all the copies that we have received from you so far.

If you have more information on the story I would be very interested to hear it.

Kim Il Sung

*We did email Kim Il Sung back to obtain more information and obtain his agreement to publish this letter with his company name but have not received a response on going to press. We also do not have any further information on this incident and our 'guess' of Korea as the venue was based on gut instinct and was totally unscientific. We had hoped that a reader would have confirmed the location, but this has not happened – which is unusual. If anyone does know where it occurred please contact us. You can read the full story on [www.vertikal.neten/news/story/12154](http://www.vertikal.neten/news/story/12154) Ed*



Dear Leigh,

Like most rental companies that provide a haulage or a transport service we sometimes struggle to get a unit off site. This is a real cost that not only affects that days transport but it often has a significant knock-on effect when fleet utilisation is high. What is the general consensus in the plant hire industry. I would like to introduce a haulage charge to be the true cost of transport each way or £300 which ever is higher, along with a waiting charge of £55 per hour. To be honest we currently only charge transport one way, due to competitive pressures and this is simply not adequate.

please do let me know you thoughts when you get a second,  
regards

**Gerard Jennings**

**Easi UpLifts UK**

PS: I would be also interested to see if the industry as a whole had any appetite for charging for cancellation on specialised product orders. Something along the lines of

"Any cancellation or amendment of an order within two weeks of start date may result in a cost of the first weeks hire value and stated transport of the unit"

*We think that Gerard Jennings has a very valid point, surely the industry is now mature enough that it can look at adopting some of the pricing disciplines that are now common practice within the car hire, hotel and airline industries? With the lowest prices carrying no change policies or paying a higher price for full flexibility. It is also about time the true cost of transport was recognised. While the exceptionally customer friendly nature of both the crane and access rental businesses is something that we would should try to hang on to, companies are often abused by customers who exploit it. Perhaps a firmer but still friendly attitude would be more efficient all round?*

*Leigh Sparrow*

### Accident or Incident

Dear Sir,

Your comment 'Accident or Incident' in Cranes & Access magazine this month caught my attention. I agree with the proposal that most if not all accidents are predictable and can thus be avoided. It is hard to take an opposing view to this after all. But.... It ignores the main ingredient of human nature which after all is something that makes life on this planet tolerable. I am of the opinion that the regulatory authorities are wrong to follow the idea that accidents - incidents if you prefer - should be totally stamped out. I know this may sound counterintuitive but the point I would like to make is that it is possible to stop almost all accidents if we really wanted to. The technology is available, but most right minded people consider that the cost is too high and also that the world would be an intolerable place if every risk was removed. What we need to focus on are the idiots that do blatantly stupid and careless things that are likely to kill or maim others.

I wonder if the FEM ban you refer to will have any serious impact - those who voted for this are those who already don't do it. I would rather see good companies plan 'fun' or leisure lifts with care and precision than leave it to the cowboys who will always ignore any such rules handed down from on high. If we take this mentality further there is no need for anyone to ride on a roller coaster or on those increasingly risky rides that theme parks keep adding, so why not ban them to prevent the odd heart attack or occasional accident? I think the FEM ought to get a day job!

Have a safe one

**Les Brindley**

**LRB consulting,  
Middlesbrough**

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# Diverse for its size

For its size Kettering-based County Lifting is one of the most diverse lifting companies in the UK. Established 20 years ago, the company has diversified from a traditional industrial moving and lifting provider serving once sizeable local-based businesses, such as British Timken and British Steel into a full service lifting and heavy haulage company with national and even international coverage. Cranes & Access takes a closer look at a company that operates both in the industrial lifting/moving sector, crane and access hire.

County Lifting was founded by Steve Drury in 1991 after 16 years of working for his father's crane hire company, the similarly named County Crane Hire. Drury branched out and started his own business supply lifting equipment and engineers within the industrial market.

"I had grown up with cranes and it was in my blood, and I formed County Lifting which initially dealt with anything but cranes," he says. "Now my son Daniel is a major part and the future of the business."

It was only when his father sold his business in 1997 that Steve bought his first mobile crane – a Grove

A combination of equipment working at Silverstone race circuit



Prior to its first mobile in 1997 the company ran a Coles AP415 as part of the machinery moving business



Steve Drury (l) with son Daniel

TMS635B truck mount. He remembers it was a 'bit of a Frankenstein' assembled from the last components of the Sunderland factory but it did allow the company to enter the sector with new equipment in a cost-effective manner. Up to this point Drury had only run an Iron Fairy as part of his machinery moving business.

"We made a conscious decision to buy new equipment from the start in spite of the higher up front cost, we have maintained this philosophy ever since. I think we now have - for our size - the most modern and diverse range of equipment in the industry."

The fleet includes five mobile cranes from 20 to 130 tonnes, two Versa-Lift 25/35 fork trucks, lorry loader cranes up to 100 tonne/ metres and access equipment including a Niftylift SD170, Niftylift HR12, Hinowa spider lift and an

eight metre scissor which are used in the company's work and rented out at other times. On the wish list is the new Liebherr LTC1045-3.1 City All Terrain and possibly another spider crane.

## Impressive Crevo

The mobile crane fleet includes a relatively new 20 tonne Tadano Crevo city crane. "We originally bought a Crevo in 2000, at 7ft (2.1m) wide it can go almost anywhere," says Drury. "Prior to that point we were using a Grove-Coles AP415. The Crevo was great because it could work both inside and out. Unfortunately it is no longer available in the UK but its newer replacement was purchased through a source in Ireland in 2009 – a cancelled order destined for Australia – it features a Cummins Tier 4 engine which should meet current EU emission regulations. The Irish supplier also had a 25



*The negative boom angle helps when operating through a window*



*One of its earlier platforms - a Niftylift trailer*

tonne Kato but it was too wide and too tall for our needs."

The rest of the crane fleet includes three Tadano Fauns - an ATF 40G (purchased last year) a 2007 ATF 65G and a ATF 45 bought in 2006 which is the oldest crane in the fleet. The most recent purchase is its Liebherr LTM1130 - 5.1 which has just been delivered and was seen on the Liebherr stand at Vertikal Days as well as at Liebherr GB's 50th Celebrations at its head office in Biggleswade.

"In the time we have had cranes the whole profile of the work has

about 10 years. But we never cut our ties with industry and are now developing that side of the business."

**25 tonne truck cranes**

While Drury believes that there are better alternatives to the 25/30 tonne truck cranes in the UK he is interested in seeing the reaction to the new 35 tonne Zoomlion truck crane that was launched at Vertikal Days. "Today's ATs have moved on so much, but it will be interesting to see what other crane rental companies make of the Zoomlion. Modern sites really need a more



*An older picture showing a steam engine lift*



*The Fassi F600XP erecting garage signage*

changed with many large local industrial manufacturers - such as British Timken which relocated to Eastern Europe - closing down, downsizing or moving. We therefore had to look for new customers and with construction booming at the time we picked up a lot of work such as the positioning of roof trusses, which was good for

compact and manoeuvrable machine. The truck crane is just too unwieldy."

County Lifting is not solely dependent on crane hire, its strength lies in providing engineering solutions and it continually invests in new technology to bring its customers the latest equipment. A case in

point are the American-built Versa-Lift fork trucks. "The Versalift's can pick and carry loads up to 15 tonnes sometimes completing a job that would have taken days with skates in just a few hours. It is all about having the very best equipment that we can do the job. There are bigger companies but I think we have the best pool of equipment for our size."

A major part of the company's lifting capabilities are the lorry loader cranes from the 100 tonne metre Copma mounted on an extending trailer to 60 tonne/metre and 42 tonne/metre Fassis. "The Fassi product is excellent and we will replace the Copma with a larger Fassi which features a very useful negative boom angle which is so important to us placing loads through small openings such as windows."

During the interview, a call came through from a customer that had dropped 40 tonnes of steel because

of a broken axle on a trailer. "We will come up with a solution," he says. "The trailer is stuck so the steel has to be removed before moving the trailer. We are here to help and assist with customers' problems as and when they arise. We are engineers first and foremost and will continue to engineer solutions to problems. Over the years we have stuck to what we do best and played to our strengths."

**"Versa-Lifts outperform pick and carry cranes"**

The mainstay of our industrial moving side of the business are the Versa-Lift machines. "We should have purchased them 10 years ago and kept a smaller crane fleet. We had an Iron Fairy but the Versa-Lifts outperform traditional pick and carry cranes and can effectively unload a truck load of equipment and then carry and place it in its final destination. We also have one that has the expensive remote control option - controlling the driving,



*Rescuing an overturned forklift*



*The first mobile - a Grove TMF635B*



*Lifting equipment such as this Riggers Tri Lifter is hired when needed*



steering and lifting operations - but as yet we have not had a suitable application."

County Lifting hires in the larger capacity Versa-Lift 40/60 and 'monster' 60/80 when needed as well as Riggers Tri Lifters and jacking systems.

"The Versa-Lift is a very agricultural-built piece of equipment. Its origins apparently stem from taking a seven tonne Hyster forklift (which was the staple machine for industrial lifting) cutting it in half and extending the ballast

County Lifting operates the crane hire and machinery moving business under the one banner, even though they are two separate but indivisible companies. It also has a fabrication department which can manufacture most items including overhead lifting systems and purpose-built scissor cranes giving customers the full package. Geographically it used to limit itself to a 50 mile radius around Kettering but now has an international transport license and has customers with facilities throughout Europe



The 20 tonne Tadano Crevo has been a big hit with County Lifting

which gave it a greater capacity. The machine can work in 2.4 metres of headroom and can be fitted with either forks or hydraulic jib attachment. And being five feet (1.5m) wide can go into places an Iron Fairy or conventional crane cannot reach."

"However one of the most exciting concepts in cranes at the moment is the new Liebherr LTM1045-3.1 City," he says. "It is a truly remarkable crane crossing over from AT to City crane. It suits our needs perfectly being able to work inside or out, has a very short base boom section and good road speed."

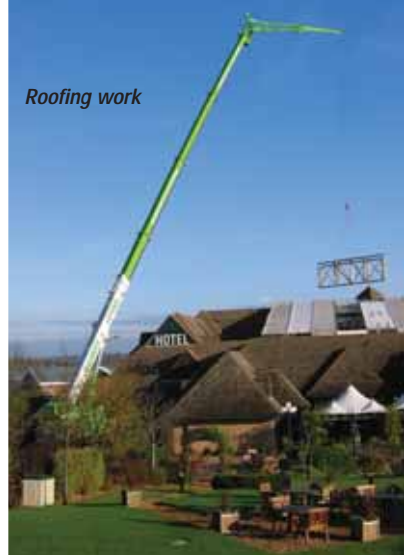
including Belgium, Holland, France and Germany as well as the UK and Ireland. It operates from two adjacent properties in Kettering which gives enough warehouse (27,000 sq ft) and yard space (35,000 sq ft) for its needs and can store equipment for customers whilst in transit between moves.

**And the future?**

"We are going to have to look at spider cranes and we will also look at some more tracked stair climbers. We currently have two stair robots which can carry one tonne up stairs. I would like to add a new 110 tonne/metre plus lorry



Recovering a toppled crane



Roofing work



loader on a bespoke trailer, the 45 tonne Liebherr city crane and a Versa-Lift 40/60. The 130 tonne Liebherr has just been delivered and depending on how it performs may take us even bigger. Even so, it has the capability of lifting one tonne to 68 metres or 60 tonnes at six to seven metres."

Despite the sector it operates in, County Lifting has no traditional pick & carry cranes. "Perhaps if we did petro-chemical work a Valla or equivalent would be useful, but the Versa-Lift is perfect for carrying most of our loads which are between five and seven tonnes and together with a big fleet of skates (up to 80 tonnes) we can deal with most situations."

Drury's son, Daniel is now assuming a greater role in the business -

developing and marketing the company to a wider audience - after finishing University. Despite being in his mid 20's, he has been around the industry all his life.

"I am the company's biggest strength and its biggest weakness because everything is in my head," says Steve Drury. "We started as a husband and wife team and it has grown from there. I am still very passionate about what I do but the industry and technology are changing rapidly. For most of my 30 year working lift I was doing 17 hour days, seven days a week. This has recently been reduced to a five day week in an effort to reach a healthy balance. But I am not going to retire in the near future - I plan to be around for a long time yet."



Machinery is loaded using the Fassi F420XP

# Whats on?

## Reach Expo 2011

July 19th-20th, 2011  
US crane and rigging  
conference, Houston, USA  
Tel: +1 480-231-9672  
Website: reachexpo2011.com  
Email: mbridger@maxcapmedia.com



## Europlatform

Sept. 13th 2011. Maastricht, Netherlands.  
Tel: +44 (0) 15395 62444  
Fax: +44 (0) 15395 64686  
Email: info@ipaf.org  
Website: www.ipaf.org

## Apex

International powered access fair  
September 14-16, 2011, Maastricht  
Tel: +31 (0) 547 271 566  
Fax: +31 (0) 547 261 238  
E-mail: Joyce@ipi-bv.nl  
Website: www.apexshow.com



## ICUEE

October 4-6, 2011 International Construction  
& Utility Equipment Exposition Louisville,  
Kentucky, USA  
Tel: +1 866-236-0442  
Fax: +1 414-298-4141  
Website: www.icuee.com



## SAIE 2011

Bologna Fair, Italian  
Building products exhibition.  
October 2011, Bologna, Italy  
Phone: +39 051 282111  
Fax: +39 051 6374013  
E-mail: saie@bolognafiere.it



## Big Five 2011

November 21-24, 2011  
Middle East construction  
show in Dubai Dubai, UAE  
Tel: +49 (0) 89 949 22 0  
Website: www.thebig5exhibition.com  
E-Mail: info@imag.de



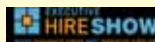
## ARA / Rental Show 2012

New Orleans. Feb 5th - 8th 2012  
Tel: +1800 334 2177  
Fax: +1309 764 1533  
E-mail: info@therentalshow.com



## Executive Hire Show 2012

Exhibition for the UK  
Tool Hire Industry  
February 8th-9th 2012  
Coventry, UK  
Tel: +44 (0) 1249 700607  
Fax: +44 (0) 1249 700776  
Email: nigel@executivehirenews.co.uk



## Intermat 2012

International construction  
equipment show  
April 21-26th, 2012 Paris, France  
Tel: +33 1 49685248  
Fax: +33 1 49685475  
E-mail: info@intermat.fr



## Vertikal Days

UK / Ireland crane and access event  
Haydock Park June 2012  
Tel: +44 (0) 8448 155900  
Fax: +44 (0) 1295 768223  
E-mail: info@vertikal.net  
Website: www.vertikaldays.net



## Hillhead 2012

June 23rd-25th, 2012  
International quarrying and  
recycling show  
Buxton, Derbyshire, UK  
Tel: +44 (0) 115 945 3890  
Fax: +44 (0) 115 958 2651  
Website: www.hillhead.com  
Email: penny.lewin@qmj.co.uk

## Bauma China 2012

Shanghai, 27-30  
November, 2012  
Tel: +49(0)89 9 4920251  
Fax: +49 (0)89 9 4920259  
E-mail: info@bauma-china.com

## Bauma 2013

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2013 Munich, Germany  
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| 304 PIME AT 114           | 1997      | 40x40   | 27,80m + 14,00m |
| 304 Deere AT 114          | 1988      | 40x40   | 28,50m + 12,70m |
| 324 PIME AT 100           | 1998      | 44x44   | 30,40m + 15,00m |
| 504 PIME AT 100-2L        | 2000      | 44x44   | 29,20m + 12,20m |
| 504 Mercedes ML 503       | 1992      | 60x60   | 32,00m + 16,00m |
| 504 Deere AT 100 G 3      | 2008      | 60x60   | 40,00m + 16,00m |
| 554 Deere GME 1055        | 2005      | 60x60   | 43,00m + 15,00m |
| 604 PIME AT 100-4         | 2000      | 60x60   | 44,00m + 16,00m |
| 604 Deere AT 100-4        | 2000      | 60x60   | 44,00m + 16,00m |
| 704 Lullberry L11 1050-1  | 1999      | 80x80   | 40,00m + 15,00m |
| 724 Deere GME 1075        | 2001      | 80x80   | 43,20m + 27,00m |
| 804 Deere AC 80-2         | 2004      | 80x80   | 26,00m + 17,00m |
| 804 Deere AC 120          | 1994      | 80x80   | 20,00m          |
| 904 Deere AT 100-1        | 2008      | 80x80   | 41,70m + 19,00m |
| 1004 Deere GME 1100       | 2001      | 80x80   | 51,00m + 18,00m |
| 1104 PIME AT 1100-3       | 2001      | 80x80   | 52,00m + 16,20m |
| 1204 Deere Deere AC 120-1 | 2008      | 80x80   | 60,00m + 33,00m |
| 1304 Deere GME 1130       | 2006      | 80x80   | 60,00m + 18,00m |
| 1604 Deere AT 1000 5      | 2010      | 88x88   | 68,00m + 37,20m |
| 1804 Deere GME 1180       | 1992      | 120x120 | 60,00m + 20,00m |
| 2004 Mercedes ML 190      | 1994      | 120x120 | 44,20m + 48,00m |
| 2204 Deere AT 1201 5      | 2000      | 80x80   | 66,00m + 37,20m |
| 2604 Deere AT 1201        | 2001      | 86x86   | 56,00m + 40,00m |

TELESCOPIC - TRUCK CRANES

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|------------------------|-----------|--------|----------------|
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| 304 Lullberry L11 1000 | 1991      | 80x80  | 26,00m + 8,20m |
| 304 Deere Deere UK 151 | 2001      | 80x80  | 30,00m + 4,00m |

YARD CRANE

| Make / Type   | y. m. st. | D/line | Boom / Fly Jib   |
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| 144 Deere V12 | 1993      | 42x42  | 13,20 m + 2,50 m |
| 144 Deere V12 | 1992      | 42x42  | 13,20 m          |

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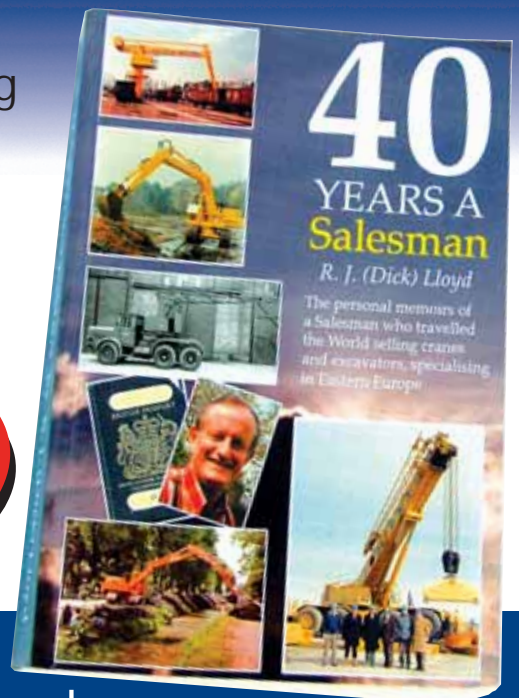
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| Advanced Access Platforms | <a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>             |
| Aerial Platforms          | <a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>       |
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| Bucks Access Rentals      | <a href="http://www.bucksaccessrentals.co.uk">www.bucksaccessrentals.co.uk</a>       |
| Easi up Lifts             | <a href="http://www.easiuplifts.com">www.easiuplifts.com</a>                         |
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| A.J. Access Platforms   | <a href="http://www.accessplatforms.com">www.accessplatforms.com</a>                 |
| Baker Access            | <a href="http://www.maxaccess.co.uk">www.maxaccess.co.uk</a>                         |
| Baulift                 | <a href="http://www.baulift.de">www.baulift.de</a>                                   |
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| Leader                          | <a href="http://www.leader-piatt.it">www.leader-piatt.it</a>                   |
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| Haulotte          | <a href="http://www.haulotte.com">www.haulotte.com</a>               |
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| Merlo             | <a href="http://www.merlo.co.uk">www.merlo.co.uk</a>                 |

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| Industrial Access            | <a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a> |
| Lisman                       | <a href="http://www.lisman.nl">www.lisman.nl</a>                     |
| Mr Machinery                 | <a href="http://www.mrmachinery.ie">www.mrmachinery.ie</a>           |
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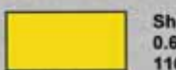
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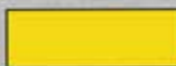


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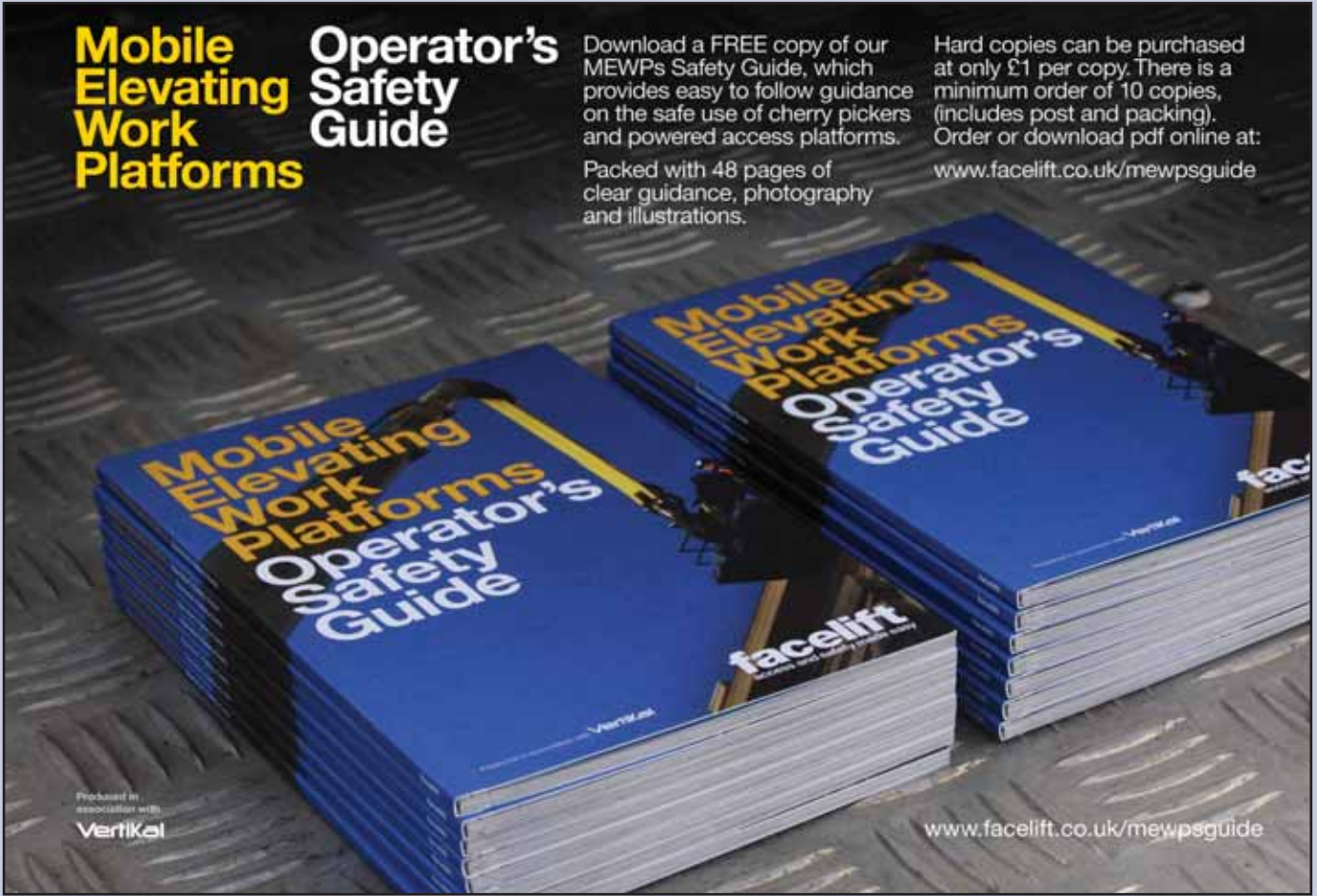
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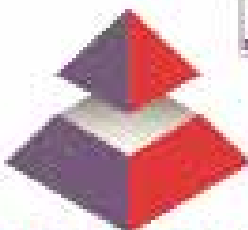
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Manitou MT 1740 SLT  
Telescopic forklift  
17m/4 Tonne - 2005



Manitou MT 1840  
Telescopic forklift  
18m/4 Tonne - 2008



Manitou MRT 2150  
Telescopic forklift  
21m/5 Tonne - 2006/7



BRONTO S34MDT  
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34m - 2002



SIMON SS263  
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