

cranes & access



www.vertikal.net

July 2012 Vol. 14 issue 5

2012
Dealer Guide

Industrial
access
and lifting

Telehandlers

Vertikal Days
photo review

The Manitowoc family of cranes



Premium lifting solutions and dedicated customer support

Manitowoc offers a full range of tough, reliable, high-capacity cranes to meet the lifting industry's rigorous demands. All of our cranes — backed by Manitowoc Crane Care — are designed for quality and performance, ensuring the highest value for your money.



Contact your dealer or visit www.manitowoccranes.com/cranesdealer

On the cover:

Visitors to Liebherr's recent '2012 Customer Days' event in Germany were treated to a spectacular 'crane mobile' - the brain-child of chief crane designer Hans-Dieter Willim. The particularly tricky lift involved a 3,000 tonne capacity LR 13000 lifting an LR 11350, which in turn picked up an LR 1350/1 supporting an LTR1100. What can't be seen from this distance however is a scale model LG 1750 lifting a small All Terrain from the end of the LTR1100!



C & a contents

17

Industrial access



27

Pick & Carry cranes



35

Telehandlers



SUBSCRIPTIONS: Cranes & Access is published eight times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertikal Press Ltd to: Subscriptions, The Vertikal Press, PO Box 6998, Brackley, Northants NN13 5VY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

SUBSCRIBE ONLINE AT:

www.vertikal.net/en/journal_subscription.php

BULK DISCOUNTS: These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)8448 155900 Fax: +44 (0)1295 768223
E-mail: info@vertikal.net

Kran & Bühne: The Vertikal Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

Comment 5

News 6

Hiab agrees Chinese JV, ALE to build 5,000 tonner, HSE confirms charging date, Fatal truck mount collapse in Glasgow, Ainscough acquires West Country Crane Hire, City Lifting expands Spierings fleet, Wolffkran unveils hydraulic luffer, Kimberly to float? VP swindles Tadano for \$9 million, Bigge 125D up and running, Ranger drops Teupen sales, TDL to distribute Terex, IPAF develops PAL + training, New models from Liebherr, Terex launches new luffer, Financials round-up, News highlights.



Industrial access 17

With many companies gearing up for scheduled maintenance and shutdowns we outline the pros and cons of different methods and latest equipment available for working at height.

Pick & Carry cranes 27



Are pick & carry cranes making a come-back in Europe and North America? We take a look at the increasing number of manufacturers vying for this growing niche sector of the crane market.

Telehandlers 35

If there is one item of equipment that gives an early indication of the economy - good or bad - it is the telehandler. With last year being a bumper year for sales - up 50 percent - Cranes & Access reviews the latest product developments.



Dealer Guide 39

The UK and Ireland 2012 Dealer Guide gives you the very latest information on where to source lifting, access and telehandler equipment.



Vertikal Days 51

This year's Vertikal Days was the biggest and best ever. We have an extensive photo roundup of the event which featured more exhibitors, more products and more visitors than ever before.



Liebherr Customer Days 70



Liebherr unveiled two new cranes at its '2012 Customer Days' and visitors given the chance to view its expanded Eningen facility, see equipment demonstrations and a spectacular firework/laser show finale.

regulars

ALLMI Focus 59

Training 61

IPAF Focus 63

Innovations 67

Books and Models 69

Letters 71

What's on 74

On-line directory 81

In the next C&A

In the next issue of Cranes & Access out mid-September we will have the results of the 2012 Top 30 rental company survey, we look at van and small truck mounted lifts and round-up truck mounted and taxi cranes.



SYRINX

No.1 for Hire Software
900+ companies worldwide successfully use Syrinx®



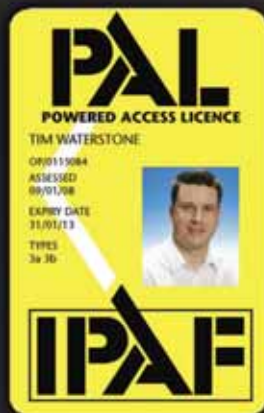
www.higherconcept.co.uk

Tel: +44 (0) 118 956 9577

If you use one of these,



you need one of these.



IPAF Approved Training Centres train more than 100,000 operators every year in the safe and effective use of powered access platforms.

The IPAF PAL Card is recognised worldwide across industries as proof that your operators have been trained to the highest safety standards and meet all legal requirements.

Find an IPAF approved training centre at www.ipaf.org

The IPAF operator training programme is certified by TÜV as conforming to ISO 18878.



cranes & access

The Vertikal Press

PO box 6998 Brackley NN13 5WV, UK
Tel: +44(0)8448 155900 Fax: +44(0)1295 768223
email: info@vertikal.net
web: www.vertikal.net

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,

Freiburg, Germany

Tel: 0761 8978660 Fax: 0761 8866814

email: info@vertikal.net

web: www.vertikal.net

Germany, Scandinavia,
Austria and Switzerland

Karlheinz Kopp, Vertikal Verlag,

Sundgaualle 15, D-79114, Freiburg, Germany

Tel: +49 (0)761 89786615

Fax: +49 (0)761 8866814

email: khk@vertikal.net

Italy

Fabio Potestà, Mediapoint,

Corte Lambroschini,

Corso Buenos Aires 8, V Piano-Interno 7,

I-16129 Genova, Italy

Tel: 010 570 4948 Fax: 010 553 0088

email: mediapointsrl.it

The Netherlands

Hans en Anneke Aarse

Oranjestraat 167

NL 3295 AS - 's-Gravendeel

Tel: +31-78 673 4007

Mobile: +31(0) 630421042

email: ha@vertikal.net

UK and all other areas

Pam Penny

PO box 6998 Brackley NN13 5WV, UK

Tel: +44(0)8448 155900

email: pp@vertikal.net

Design & Artwork by:

BP Design Ltd.

Tel: 01707 642141

email: studio@bpdesign.info

web: bpdesign.info

ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2012

The Vertikal Press also publishes:



For users & buyers of lifting equipment

July 2012 Vol. 14 issue 5

Editors:

Leigh Sparrow

Mark Darwin

Associate Editors:

Rüdiger Kopf (Freiburg)

Alexander Ochs (Freiburg)

Assistant Editor:

Edward Darwin

Sales & customer support:

Pam Penny

Karlheinz Kopp

Clare Engelke

Production:

Nicole Engesser

Subscriptions:

Lee Miller

Publisher:

Leigh Sparrow

**Vertikal
Press**

The Vertikal Press Ltd.
MEMBERS OF



Letters, emails, faxes and
phone calls are welcome and
should be sent to:

The Editor,

cranes & access,

PO Box 6998, Brackley

NN13 5WV, UK

Tel: +44(0)8448 155900

Fax: +44(0)1295 768223

email: editor@vertikal.net

c&a
comment



For the record

Over the past few years traffic to the Vertikal.net website has grown to record levels - more than 33 million hits last month! During that time it has resolutely reported on accidents from all over the world from the plain stupid to the tragic.

Numerous supporters of the website within both the crane and access industries have questioned whether the level of accident reporting gives the wrong impression - that this is a dangerous industry and one not to become involved in.

Let's get one thing straight - the reports cover accidents where a lesson can be learnt, to show others what can and does go wrong and to avoid similar incidents in the future although the original driver was to stop the stupid rumours that would circulate and escalate after an incident in the absence of the facts. The website's efforts have had some impact for example as the catalyst for IPAF's Clunk-Click campaign that has increased the wearing of harnesses in booms and in raising awareness for the need to use outrigger mats even on smaller cranes and platforms.

At the same time the Death Wish series has highlighted how much work remains to be done and in some cases naming and shaming has worked wonders, even if it has caused a few sleepless nights worrying about threats of legal action and more... We will continue to report on the stupid and tragic with the aim of improving safety, in the hope that accidents will eventually be reduced to the truly accidental.

However a website can only play a minor role, the industry urgently needs to be more mature and open about accidents and near misses and make more information available sooner (the IPAF Accident Reporting initiative will help). We could also do with more common sense in regard to things like road worthiness tests for cranes, where legislation could improve the sector by taking poorly maintained cranes that are potentially dangerous to the public, as well as damaging to the industry's reputation, off the road.

In the UK the recent Health and Safety Executive cost recovery scheme - Fee for Intervention - should start this October and aims to recover costs from companies which do not fully comply with the HSE or are at fault.

It might be argued that the HSE will target the sectors which are historically the worst offenders - i.e. construction, industry and farming - to help fill its coffers. But hopefully the additional scrutiny may also lead to these sectors improving procedures and therefore reduce accidents more rapidly.

Watch this space.....

Mark Darwin

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

**Vertikal
.net**

Hiab JV for China

Cargotec, owner of Hiab, has agreed a joint venture with China National Heavy Duty Truck Group (CNHTC), China's third largest truck manufacturer and owner of Hong Kong-based SinoTruk. The joint venture will sell and support Hiab cranes and hooklifts in China through CNHTC's national dealer and service station networks. It will also develop CNHTC's existing loader crane range and production base for the Chinese market. Cargotec said: "The combination of both companies' technical know-how should make it a significant player in the loader crane business, particularly in China."

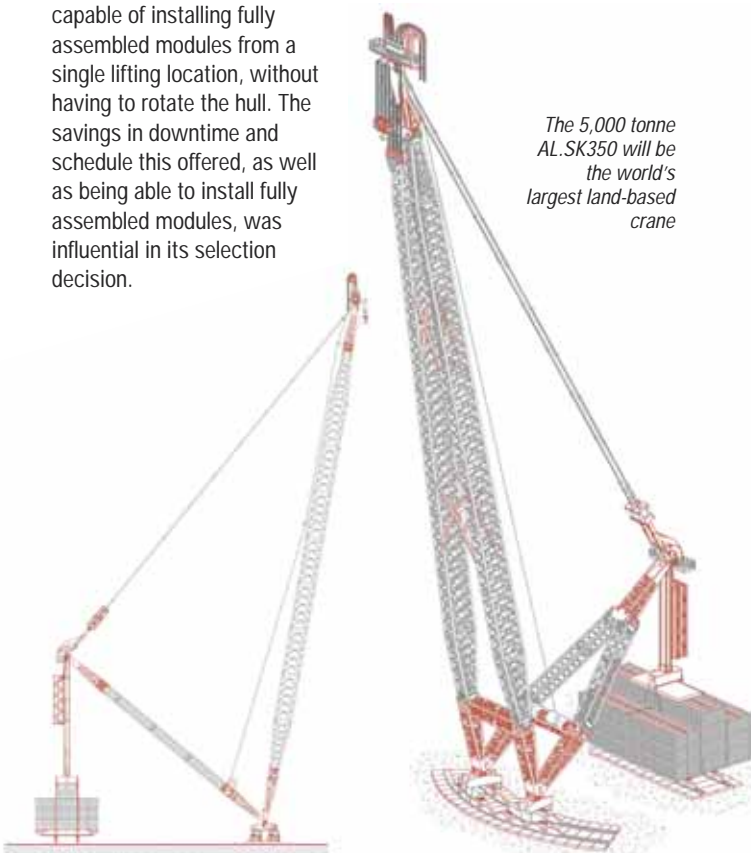
The two partners will each hold a 50 percent stake in the venture, with a combined investment expected to reach €100 million. Cargotec estimates that its equity investment during the first year will total €10 million. The deal is expected to take six to nine months to clear regulatory hurdles. The existing market for loader cranes in China is estimated at between 7,500 and 10,000 units - currently dominated by local manufacturers - and is expected to grow to around 30,000 over the next five years.

Ale to build 5,000 tonner

International heavy lift and transport company ALE is to develop a 5,000 tonne capacity crane. Claimed to be the world's largest land-based crane, the AL.SK350 is essentially an upgraded version of the AL.SK190 which is currently completing projects in the Middle East. The new crane is to be built for a long-term shipyard contract in Brazil, due to start in mid-2013. The crane will have a maximum capacity of 5,000 tonnes using a strand jack system, but it will also be equipped with a 2,000 tonne winch. It will have a load moment of 354,000 tonne metres, a 141.2 metre main boom plus a 120 metre fixed jib.

The OSX yard, located in Açú, near the oil-rich Campos Basin, Brazil, will be the largest shipyard in the Americas. The AL.SK350 will be used for the installation of modules on to the hulls of Floating Production, Storage and Offloading vessels (FPSOs). OSX said that the AL.SK350 was the only crane capable of installing fully assembled modules from a single lifting location, without having to rotate the hull. The savings in downtime and schedule this offered, as well as being able to install fully assembled modules, was influential in its selection decision.

The 5,000 tonne AL.SK350 will be the world's largest land-based crane



The scene after the incident

Fatal truck mount collapse

One man died, while another was seriously injured after the boom of a truck mounted lift buckled in Glasgow Scotland in June. The lift, on hire to One Stop Roofing, was working on safety netting to scaffolding on Buchanan House in the city centre, when the boom buckled. The unit had the main boom and three section jib extended, when the third section of the main boom buckled at the exit point from the second section.

Reports suggest Gareth Currie, 39, of One Stop Roofing was thrown from the platform and pronounced dead at the scene. The machine's operator Alex Nisbett, 35, was wearing a harness and went down with the platform. He was taken to hospital with head injuries - possibly caused by falling scaffold tubes. He has since made a good recovery and returned home. This was the second time he had been involved in an incident with this machine. The first time - prior to a repair - the platform landed on a roof and no one was injured.

The lift, a 43 metre Bizzocchi owned by Craig Services & Access was an ex ES Access machine that had suffered serious boom damage at least twice in the past. The first time the unit was repaired at the Bizzocchi factory in Italy, just before ES Access went into administration. After the second occurrence, the unit was inspected by the manufacturer and the repair quoted but the Craig Access decided to have it repaired elsewhere.

Ainscough acquires West Country

UK-based Ainscough Crane Hire has acquired West Country Crane Hire of Plymouth from the Metters family headed by managing director Brian Metters. West Country's Devonport Dockyard facility in Plymouth has been rebranded as Ainscough's Plymouth Depot.

West Country Crane Hire was established in 1984 and runs a mixed fleet of about 15 All Terrain cranes with capacities up to 100 tonnes. The company was financially stable with a relatively strong balance sheet.

Neil Partridge, managing director of Ainscough Crane Hire, said: "The acquisition truly completes our national network. The Plymouth site will operate as an Ainscough depot immediately and we look forward to working with employees, customers and suppliers."

Metters added: "My wife and I have enjoyed running the business, and are delighted to be passing it into safe hands."

HSE confirms charging date

The UK's Health and Safety Executive (HSE) has confirmed that its cost recovery scheme - Fee for Intervention - will start this October. The scheme recovers costs for the time and effort the organisation spends investigating and taking enforcement action, from those who break health and safety laws. Businesses that comply fully with the HSE or are not at fault will not be charged. Gordon MacDonald, HSE's programme director, said: "Confirming the date for the start of Fee for Intervention and publishing the guidance will give duty-holders clarity and certainty about the start of the scheme and what they can expect. It is right that those who break the law should pay a fair share of the costs to put things right - rather than the public purse."

Wolffkran unveils hydraulic luffer

Tower crane specialist Wolffkran has unveiled an all-new 166 tonne Wolff 166B flat top hydraulic luffing jib crane. The flat top crane fits into the company's product range between the 100B and 224B and utilises a single hydraulic luffing cylinder along the same lines pioneered by Jost. The tower top, jib connection frame and luffing cylinder weighs 13,120kg but with the main top section removed the heaviest single component is 7.4 tonnes. The fully assembled cab weighs 2.5 tonnes, while the counterweight sections, of which there are six, weigh 5.4 tonnes each.

Minimum radius on full jib is around three metres at which point the counterweight tail swing is reduced to a similar dimension giving a total minimum slew diameter in the region of six metres. Maximum lift capacity is 12 tonnes when dual reeved - six tonnes on a single line - while jib lengths of up to 55 metres are possible in five metre increments. Maximum jib tip capacity is 1.8 tonnes increasing to 2.8 tonnes at 50 metres. The standard jib-mounted hoist is 60kW and can handle up to 500 metres of rope, all of which can be reeved on the ground before the crane is erected.

The load sensing hydraulics controlling the jib luffing function adjust the luffing speed according to the load it senses, and thanks to efficient design only requires a 22 kW motor, more than enough power to luff from horizontal to near vertical in 90 seconds.



City Lifting adds K-Lift cranes

Following the voluntary liquidation of K-Lift in January, London-based City Lifting has acquired three of its Spierings mobile self-erecting tower cranes from K-lift sister company Asset & Land Recovery. The deal includes a four axle 44 metre SK498-AT4, five axle 50 metre SK599-AT5 and a six axle 60 metre SK1265-AT6. Asset & Land has decided to keep its seven axle Spierings for use in its demolition and construction divisions and external rental. All three units include touch screen technology, air conditioning, automatic transmission and lift to the cab. City Lifting now has 15 Spierings mobile tower cranes, the largest fleet in the UK.

Kimberly to float?

UK-based rental company the Kimberly Group, has said that it is considering a flotation on the Alternative Investment Market (AIM) next year to help fund further growth and acquisitions. The company - backed by venture capital firm Lloyds Development Capital - is expecting to generate revenues in the region of £23 million this year, with EBITDA of £6.5 million. Chairman Ray Ledger said: "I am looking at acquisitions which would increase our geographical coverage. We are currently in the early discussion stages with some potential opportunities. If we can achieve those and the organic growth we expect, we would look at a possible AIM float next year depending on market conditions at the time."

Executive swindles \$9 million

Japanese crane and access equipment manufacturer Tadano is taking legal action against Anthony Chiofalo, 51, who was hired as vice president and head of legal affairs and human resources development at Houston-based Tadano America in January 2009.

Chiofalo is accused of embezzling up to \$9 million after setting up a fictitious law firm in early 2011 with his wife Susan and then paid cheques to the company totalling more than \$9.3 million during the period from May 2011 to May 2012. The two have been arrested and held with bail set at \$18 million.



Susan Chiofalo

Anthony Chiofalo



Wolffkran's first hydraulic luffing jib tower crane - the 166 tonne metre Wolff 166B

Minimum slew circle is less than six metres



A close up shows the undercarriage and boom connections

Bigge 125D up and on test

Bigge's first 4,000 tonne AFRD 125D heavy lift crane has been erected at the Vogtle nuclear power plant in Burke County, near Waynesboro, Georgia. The massive crane, which uses a 5,000 tonne in-ground concrete counterweight, will play a major part in construction of the Vogtle 3 and 4 generating plants. Shaw Group is building the plants - which use an advanced Westinghouse pressurised water reactor, powering a General Electric turbine and electric generator - for client Southern Company. The crane, rigged with 170 metres of main



The massive Bigge 125D will not undergo testing before starting work



The boom sections are massive

boom and 63 metre fixed jib can lift 3,740 tonnes at 73 metres, 760 tonnes to 195 metres and 455 tonnes to 241 metres. Most lifts for this project will be in the range of a 1,000 tonnes at long radii.

TDL to distribute Terex

South Yorkshire-based TDL Equipment - formerly Terex Distribution - is to distribute and support some Terex Utilities products in the UK. It will start with the Terex L13i Hi-Ranger articulating telescopic aerial device which made its debut at Vertikal Days. The L13i features an insulated platform, 200kg platform capacity, 12.6 metre working height and up to 6.1 metres of outreach. Stable without outriggers, it also features full pressure controls on the side of the platform and a telescopic fibreglass upper boom.



The Terex Utilities L13i Hi-Ranger

Ranger drops Teupen sales

Ranger Equipment has decided to terminate its UK and Ireland distribution agreement with Teupen but will continue to provide service, parts and technical support for those units which it has sold. The company says that it made its decision based purely on financial considerations. Ranger's managing director Steve Hadfield said: "We have always fully funded the very high marketing costs required to take a premium brand, like Teupen, to market and no longer see this as viable. So, we have taken the decision to withdraw funding from our Teupen sales and marketing activities, in order to apply it to other business interests and the search for new opportunities."

"Ranger will however continue with service and parts support for the products already sold, we have many loyal customers who value the service we provide, we believe we excel in this area and pledge our on-going support to them. We have asked the Teupen service department to work with us to this end, and hope they can see the benefit in doing so. We have been very proud to work with Teupen over the last seven years, this has been a difficult decision to make, but a necessary one given the on-going economic climate."

We understand that Teupen is considering some form of direct sales in the UK, possibly through a factory appointed salesperson.



Ranger is dropping Teupen sales

IPAF develops PAL+ training

IPAF has developed the PAL+ training course for operators of aerial lifts that work in higher risk or challenging environments. PAL+ is an additional day of category-specific training which complements the regular PAL operator course. The extra day focuses on practical training, but also includes a short, compact theory session. It is intended to be more advanced, challenging and extensive than that required for the regular PAL card, which meets all requirements for basic operator training. See IPAF Focus page 63

New 'flagship' for Emerson

Dagenham, UK, based Emerson Crane Hire has added a new 200 tonne five axle Liebherr LTM 1200-5.1 All Terrain crane to its fleet and acquired an additional half acre of land to support its expansion plans.

The LTM1200 has a 72 metre main boom and was ordered with a 22 metre bi-fold swingaway extension, complete with hydraulic luffing up to 45 degrees. Two extra seven metre intermediate sections take the maximum hook height to 108 metres. An integrated assembly jib which offsets by up to 60 degrees is also included. This unit was supplied with an additional four tonnes of supplementary counterweight in addition to the standard 72 tonnes, in order to provide enhanced capacities at height and long reach. In the UK the crane can travel with both the 12 tonne base counterweight and four tonne supplement on-board.



Emerson's 200 tonne Liebherr LTM1200-5.1 at Vertikal Days



Liebherr LTM 1750-9.1

New models at Liebherr open days

Liebherr unveiled two new cranes at its '2012 Customer Days' event, the 750 tonne LTM 1750-9.1 All Terrain and the 220 tonne LTR 1220 telescopic crawler both of which appeared alongside its 3,000 tonne LR 13000 crawler crane. Visitors were also given the chance to view the expanded Ehingen facility, as well as a highly impressive demonstration in which the LR13000 lifted an LR11350, with an LR1350/1 on its hook, which in turn supported an LTR1100, which held a scale model LG1750 lifting a small All Terrain.

Liebherr also talked about other cranes under development including a new crawler crane in the 1,000 tonne class to fit between the LR 1750 and the LR 11350, which is scheduled for Bauma 2013, along with a new five axle MK mobile tower crane to succeed the MK 100.

Terex launches new luffer

Terex Cranes has launched the CTL 650 F45 luffing jib tower crane, the first in a new generation of luffing jib cranes, that mark the company's entry into the higher capacity luffer market. Produced in Fontanafredda, Italy, the new model tops out the existing Terex range of 14 CTL luffing jib models, with a maximum capacity of 45 tonnes and 65 metre jib.

Its folding platform and A-frame enables it to be carried in one piece on a standard truck reducing transportation costs, while a third hoist on the counter jib can be used for assembly. The CTL 650 F45 is fitted with the Terex EVO 15 operator's cab with full colour, anti-glare, multi-lingual display screen for data feedback, including load, wind speed, height, alarm history and on-line trouble shooting. The letter 'F' in the product name, was chosen by Terex Cranes as a tribute to tower crane industry pioneer Ferruccio Moritsch, who passed away in July last year.

Two more Terex cranes for Baldwins

UK based Baldwins Crane Hire has taken delivery of two new 80 tonne Terex AC80-2 All Terrain cranes, joining two AC80-2s delivered earlier this year and destined for the company's Leeds and East London depots. The AC80-2 which features a full power 50 metre main boom and 17.6 metre bi-fold swingaway extension, can travel in the UK with full 18 tonnes of counterweight.



New safety system from Bronto

C&A

news

Bronto's new B-SRS Safety Rail system



Bronto has launched a new safety system for those carrying out routine maintenance and inspections on its truck mounted lifts. The B-SRS Safety Rail is a lanyard attachment rail built into each side of the lift's base boom, providing safe freedom of movement along the full length of the machine. The system, developed with the support of lead customer Nationwide Platforms, consists of sliding anchor points for fall arresters, intended to be used as part of a personal fall protection system with full compliance of EN 363.

First Multitel MJ320 in UK

Isle of Man based access company Hoistline has taken delivery of the first 32 metre Multitel MJ320 in the UK, replacing a 23 year old Multitel TJ31. Mounted on a Mercedes Axor chassis the unit is equipped with fully variable outrigger jacking, automatic outrigger levelling, an on board computer to show height, outreach and available working envelope remaining.

The MJ320 features a four section main boom and three section telescopic jib, and 320kg platform capacity with up to 23 metres of outreach, or 24.5 metres with 120kg.



Multitel MJ320

Specialist IT solutions for the rental industry

"inspHire is
fundamental
in managing our business."



Steve Hadfield, Managing Director - The Spiderlift Company



"We are very impressed with inspHire. Their live integration with Sage to produce accurate invoicing has saved us an incredible amount of time. For us, it's all about working more efficiently and on that score inspHire 100%"

Whatever the size of your business, inspHire provide hire management software solutions that will deliver unbeatable functionality that helps to drive your business forward in today's market.

inspHire is helping over 950 companies worldwide grow and succeed.

0115 979 3377
sales@inspHire.com
www.inspHire.com



Ruthmann updates TB220

Ruthmann has launched an updated version of its best selling 3.5 tonne truck mounted platform. The TB220.2 now offers an improved outreach as well as a new lighter aluminium work platform. The amount and weight of steel has been reduced in order to counteract the increased weight caused by the Euro 5 engine emissions standards.

The TB 220.2 can either be mounted on a Mercedes Sprinter, Nissan Cabstar, Renault Maxcity or VW Crafter chassis. For an off-road version, the Iveco Daily 4x4 can also be used. The larger TB 270 and the TBR 200 can also now be mounted on the VW Crafter chassis.

The updated Ruthmann TB220



Two new Palfinger loader cranes

Palfinger has added two new High Performance loader cranes to its range - the PK 10002 SH and PK 12502 SH. Both have five hydraulic boom extensions giving an outreach of 14.1 metres. The PK 10002 SH has a lifting moment of 9.4 tonne/metres and the PK 12502 SH 11.4 tonne/metres. Both cranes are equipped with the company's SH package, Danfoss control valve and radio remote control with LCD display as standard.

Other features include Soft Stop an electronic limit position damper that comes into operation before the mechanical end stop is reached for smoother operation and to help reduce load swing, and Power Link Plus giving the user constant lifting power over the entire working range. The reverse linkage boom can be angled upwards by 15 degrees above the horizontal and both cranes also have the option of the newly developed tiltable stabilisers that can be pivoted upwards through 180 degrees.



Palfinger has launched two new mid-range cranes

Skyking launches hybrid van mount

The UK distributor for GSR and Palfinger



The Skyking 125RA hybrid

Platforms - Skyking - has launched a 12.5 metre Skyking 125RA hybrid van mounted aerial work platform. Following 12 months of in-service trials the new hybrid conversion - which will be offered on all of the company's new van mounts - enables the operator to arrive at a job, switch off the engine and operate the platform on battery power. The benefits of the system include improved fuel savings as well as a reduction in emissions and noise, which in turn provides the opportunity to carry out emergency repairs in residential areas overnight with significantly less disturbance.

A split charger directs energy to the platform's batteries during transit, supplying it with sufficient capacity to handle at least full 20 full cycles on a single charge. An independent 13 amp charger is also fitted, allowing the batteries to be charged when the vehicle is not in use. The charging system is automatic and only operates when a top-up is required. The Skyking developed system will also be offered as a conversion/retrofit for existing machines with the installation kits initially available for Iveco, Mercedes, Ford and Fiat vans.

Multitel SMX250 for Higher Access

UK based spider lift specialist Higher Access has taken delivery of the first 25 metre Multitel SMX 250 spider lift in the UK. The 250 offers up to 11.65 metres of working outreach, has two outrigger settings - standard and narrow - with full 360 degrees rotation in both configurations. Overall stowed length is 4.8 metres and if the cage is removed the overall height drops to 1.92 metres making it easier to pass through standard doorways. The machines overall weight of 2,660kg allows it to be transported on a two axle plant trailer, towed behind a heavy 4x4, such as a Land Rover.

The 25 metre Multitel SMX250 can be towed on a plant trailer



MCS has helped Davies Crane Hire save time and money

"We are very pleased with MCS-rm. It has saved us time and money by automating our hire contracts, accounts and operator time sheets and enabled us to work with minimum staffing levels."

Across the UK, successful equipment hirers choose MCS software solutions. Find out how we can help you build a more efficient hire business. Call us on 01628 828 000 or visit www.mcs.co.uk

MCS
Innovative Hire Solutions

Easi Uplifts launches specialist division

Irish based rental company Easi Uplifts launched a new Specialist Division at Vertikal Days, focusing on the provision of spider lifts and large truck mounts. Business development director Gerard Jennings will head the division, which will operate from London and Manchester, while new recruit Paul Hyde, formerly sales director of Higher Access, will be responsible for the spider lift part of the new business.

The company recently placed large orders for Teupen and TCA spider lifts including a Teupen Leo23GT and the world's largest spider lift the FS520C. It has also ordered three 90 metre Bronto S90HLA with dual rear axle drive and steer, along with a number of other large truck mounted lifts. The division is aimed at both direct and re-rent customers. Easi UpLifts managing director John Ball said: "The feedback from customers regarding the new equipment indicates strong demand and we intend to continue investing in both the spider and truck mounted fleet over the coming years."



One of Easi Uplift's new 90 metre Brontos

Australia's first ATF 40G-2

C&a

news

The first 40 tonne Tadano-Faun ATF 40G-2 All Terrain crane to arrive in Australia has been delivered to Ipswich, Brisbane-based crane rental company Crane Hotline - the same company to take delivery of the first 65 tonne Tadano All Terrain in Australia. The ATF 40G-2 includes a 35.2 metre main boom and nine metre swingaway extension which offsets by up to 40 degrees.



The Tadano Faun ATF40G-2

Gerken orders two Ruthmann

German rental company Gerken has ordered two Ruthmann truck mounted platforms, a 58 metre T 580 and a 46 metre T 460. The T 580, mounted on an 18 tonne three-axle MAN chassis is equipped with HydroDrive, providing additional traction for off-road or icy conditions. The unit has a 500kg platform capacity and a maximum 40 metres of outreach.

The T 460 is also mounted on an 18 tonne MAN chassis and boasts a 600kg platform capacity and up to 31 metres outreach. It is fitted with Ruthmann's latest 'Lift-Up' material handling system for bulky and awkward sized items.



Gerken's new T 580 and T 460 truck mounted platforms.

PNT 210 J Truck mounted platform

PNT 210 thinks twice

- 21 m working height
- Boom extension to 10 m
- Additional flexibility by the fly-boom
- Minimum footprint
- Anti-collision avoidance system
- Proportional machine controls

ISOLI S.p.A
 Aerial Work Platforms – Breakdown Trucks – Special Outfittings
 Via Boschi 44 – 35014 Fontaniva (Padova) Italy
 Tel + 39.049.9438611 Fax +39.049.9438600
 exportdept@isoli.com – www.isoli.com

Financials round-up

Lavendon beats expectations

International powered access rental company Lavendon - owner of Nationwide Platforms, Gardemann, DK Rental and Rapid - has issued a positive first half trading statement, beating expectations, with overall revenues up five percent to around £115 million.

The group's largest business - Nationwide Platforms - saw revenues rise one percent in each quarter over the six months, with rate increases compensating for slightly lower volumes. In Germany, revenues declined two percent, thanks to a poor second quarter, blamed on more public holidays in May, compared to last year. Belgium and France did far better with half year growth levels of three and 19 percent respectively. The Middle East, the group's third largest operation, boosted revenues by 30 percent.

Lavendon said that profitability had improved at a faster rate than revenues, while net debt was cut by £8 million to £98 million. Chief executive Don Kenny said: "The first half has seen an encouraging improvement in both revenues and margins. Whilst mindful of the continuing economic uncertainties, it is likely, given the group's current performance that our results for the year will be ahead of the board's previous expectations."



Vp acquires Balfour Beatty operations

UK rental company Vp has acquired two equipment rental units from contractor Balfour Beatty for £4 million in cash. UK Forks, Vp's telehandler rental business takes over Balfour Beatty's plant rental business, with depots in Croydon and Exeter. At the same time its Hire Station rental operation has acquired Balfour Beatty's survey, safety and communication equipment rental business, with locations in London and Glasgow. The deal includes a minimum three year supply agreement.

Liebherr revenues up 9.8%

Liebherr has reported a 9.8 percent rise in revenues to €8.33 billion for 2011 - close to its record of €8.4 billion in 2008. Overall crane sales - including mobile cranes, tower and maritime cranes - were up almost nine percent to around €3.25 billion. Crane sales were boosted by a recovering tower crane market and an almost 11 percent growth in the maritime crane business to €808 million. Liebherr Echingen which builds mobile and crawler cranes saw revenues slip four percent to €1.74 billion, after a strong 2010.

The company's 10 largest markets in 2011 were: Germany, Russia, the USA, France, Australia, Brazil, the UK, China, the Netherlands and Austria.

In terms of profit the company reported a "net result" of €484.4 million - two percent lower than last year. For 2012 it expects to see improvements in all divisions, resulting in an overall increase in revenues of 10 percent.



TNT acquires Turner Bros

Houston, Texas based TNT Crane and Rigging has acquired the crane operations of Oklahoma based Turner Bros. TNT purchased all the shares in Turner, but spun the transport, pipe handling and warehousing operations off to the former owners.

Turner has 60 cranes operating from branches in Houston, Longview, Beaumont, Abilene and Corpus Christi. The takeover takes TNT's fleet to more than 230 cranes - servicing the Gulf Coast from 11 branches in the states of Texas, Louisiana and Oklahoma.



Volvo acquires lift specialist

Volvo Rents has acquired Aerial Platform Experts, a sales, service and rental operation in Davenport, Iowa. President Andy Fliege will remain with the company as a Volvo Rents store manager, along with all 14 employees.

Manitex to raise \$4 million

Manitex International, the boom trucks to CVS Ferrari reach-stacker group is to raise just over \$4 million in new equity through the sale of 500,000 new shares at \$8.25 each. The proceeds from the offering will be used to pay down some of the company's long-term debt.

Ashtead rises 21%...

Ashtead, owner of Sunbelt Rentals in the USA and A-Plant in the UK, has reported its full year results. Total revenues were 21 percent up to £1.13 billion, while underlying pre-tax profits more than tripled to £130.6 million.

In the USA Sunbelt revenues climbed 232 percent to \$1.5 billion, while operating profits jumped almost 79 percent to \$289.9 million. In the UK A-Plant revenues were up nine percent to £188.9 million, while operating income more than doubled to £7.3 million - thanks to better pricing.

.....And might sell A-Plant?

Ashtead also said that it is open to all sensible alternatives regarding its UK business, A-Plant, including a sale. The comment was made by chief executive Geoff Drabble who said: "The outlook for the UK market remains uncertain and whilst there are some bright hotspots around areas such as utilities, the issue remains that the decline in the public sector work has not been filled by an improvement in the private sector. We continue to consider our strategic options around the UK and we have the benefit, unlike some others, of having a full range of options available to us."



Socage back in Bahrain

Italian truck and spider lift manufacturer Socage has re-entered the Bahrain market, after an absence of six years, with the sale of a 20 metre DA320 to the rental division of Adliya Contracting Est. Its last deal in the country was a shipment of 20 kits for mounting on locally sourced trucks in 2006. The new DA320 is equipped with the company's patented Easylift single lever auto-stabilisation/outrigger system and offers up to 9.5 metres of outreach with an unrestricted platform capacity of 225kg.

Adiya supplies equipment and services for construction and national utility companies which include the Bahrain Defence Force, Ministry of the Interior, Electricity & Water Authority, Ministry of Education, Ministry of Public Works and the National Guards of Bahrain.



The Socage DA320.

Rapid takes UK first

Rapid Platforms has taken delivery of the UK's first 21 metre CTE Zed21JH 3.5 tonne truck mounted lift. The new platform - unveiled at Intermat in April and on show at Vertikal Days - has now been delivered to the Bishop's Stortford based company. The new, more compact lift offers up to 10 metres of outreach with a 300kg unrestricted platform capacity.



The CTE Zed21JH at Vertikal Days

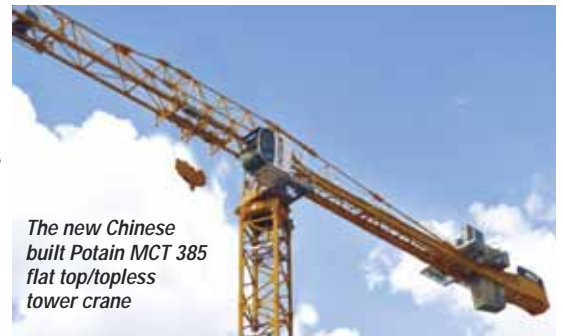
c&a

news

Potain's first Asian flat top

Potain has launched its first Asian built topless tower crane, the MCT 385. Produced in Manitowoc's facility in Zhangjiagang, China, the 20 tonne MCT 385 offers a maximum load moment of nearly 400 tonne/metres and fills the gap between the 16 tonne MC 310 and 25 tonne MC 475 models. Its new two metre wide compact tower provides a maximum free standing height of 64.9 metres with tower sections of either 3.33 or five metres long.

Potain said it has put the crane through a rigorous eight month product testing process along with extra structural and component testing prior to its official launch. Eight cranes have been placed with Potain dealers, seven purchased by its Singapore and Hong Kong dealer Manta Group. The cranes will remain on site and continue to be monitored. Deliveries will begin later this year.



The new Chinese built Potain MCT 385 flat top/topless tower crane



NEW
2500 RXJ

More 2500 RXJ information on OMMELIFT.COM

OMMELIFT

APS Dealer for UK & Ireland

OMME LIFT A/S · Denmark · Phone: +45 753 413 00 · www.ommelift.com

Quality since 1906



SJ16 VERTICAL MAST LIFT

A compact footprint, superior maneuverability and zero inside turning radius.

ANSI model shown.

Skyjack's self propelled vertical mast lift features a compact footprint and superior maneuverability. The SJ 16 has a working height of 6,75 m. When operating in tight workspaces, a high degree steer angle allows superior functionality and flexibility by offering zero inside turning radius. The SJ 16 features a 0,41 m 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

For information call +44-1691-676235 or visit us online at www.skyjack.com

- **Suzanne Wood** has taken over as group finance director for **Ashtead**.



Suzanne Wood

- **Terex Utilities** has launched its HyPower Hybrid system for retrofitting to almost any truck mounted lift.
- UK crane rental company **Dewsbury & Proud** has taken delivery of three new **Liebherr All Terrain** cranes.
- **Cela** has appointed **Euraccess** as distributor in southern England.
- UK rental company **BrightCast** has invested in a number of new **Skyjack** lifts, and a new delivery truck.
- **Bobcat** has appointed **Norwest Plant** as dealer for North West England.
- **Andy Pearson** of **Prolift Access** won **Higher Concept's Vertikal Days** prize draw.
- **Cargotec** has delivered four **Kalmar DRT450** reach stackers to **Australian Maritime Complex**.
- **Teupen** has expanded its international direct sales team



Teupen sales team

- **Lars Hesselgren** in the Nordic region, **Marc Valtel** in France and **Szymon Weber** in Poland.
- UK rental company **Rapid Platforms** has ordered a 38 metre **Bronto S38XDT**.
- **Manitowoc** has delivered two cranes to the **Zanzibar Port Corporation**.
- Dutch rental company **HWS Verhuur** has purchased 45 **JLG** platforms from **Riwal**.
- **Elev8 Australia**, has sold the 200th **inspHire** rental software system in Australia/New Zealand.
- **Cramo** Sweden has signed a long-term engine service and inspection agreement with **Malte Månson**.



Steven Chapman

- **Steven "Chappie" Chapman** of Custom Equipment has died following an accident on his Harley motorcycle.
- A tower crane collapsed at **UTD**, Dallas, Texas killing two erectors.
- **Active Access** has joined the **Access Link** as member for Scotland.
- **Blulift Access Hire** has taken delivery of a 23 metre **CTE Tracess T230** spider lift.
- **Liebherr** has appointed **Joachim Strobel** and **Wolfgang Remlinger** as managing directors - **Liebherr-EMtec**.
- **Kimberly group** has appointed **Jim Perry** as managing director of **1st Access Rentals**.
- **Isolde Liebherr** has received an honorary doctorate from the National University of Ireland.
- **HWS Verhuur** has opened its new all-indoor training centre in Noordwijk.
- German-based **Rostocker Korrosionsschutz** has taken delivery of a 500 tonne **Liebherr LTM1500-8.1**.
- UK rental company **Rapid platforms** ordered its first **Power Tower Nano SP Plus'** at **Vertikal Days**.
- Swiss access rental company **Maltech** has added three new **Bronto** truck mounted lifts to its fleet.
- **Liebherr Ehingen** has established a subsidiary in Denmark - **Liebherr-Danmark ApS**, based in Hedensted.
- Rental software company **MCS** has appointed **Malin Finlay-Söderberg**, to help run its Nordic business.
- Crane operator certification company **NCCCO** is to issue colour-coded **CCO** cards.
- UK rental company **Hi-Reach** has placed a large order with **Power Tower** for Nano lifts.



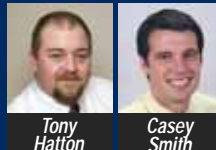
Malin Finlay-Söderberg

- Japanese spider crane manufacturer **R&B** has appointed **Steven Spence** as its agent for the USA.
- **Harsco Infrastructure** has won a scaffold/formwork supply deal for one of Chile's largest copper mines.
- **Kompetenzzentrum für Arbeitssicherheit** of Pratteln, Switzerland has become an **IPAF**-approved training centre.
- **Andrew Winter** has moved from **Tadano** distributor **Cranes UK**, to **Ainscough Heavy Cranes**. **Bob Rowland** has taken over his role on interim basis.
- **Konecranes** has acquired **Ameratronic Industries** of Portage, Indiana.
- US trailer manufacturer **Talbert** has appointed **Jerry Rothwell** as director of business development.
- UK rental company **Hewden**, has won a new two-year contract for the supply of cranes to **Hanson**.
- **Sarens** and Netherlands-based **Verbrugge Terminals** have formed a strategic offshore wind partnership.
- **Snorkel** has appointed Sao Paolo-based **Movimentar Equipamentos Industriais**, a subsidiary of **Comingersoll** as a dealer in Brazil.



Andrew Winter

- **Link Belt Cranes** has appointed **Chris Erwin** and **Tony Hatton** as product technicians - and **Casey Smith** as publicity coordinator.
- **Jonathan Wiseman** has joined powered access distributor **Access Platform Sales**.
- **Kimberly Access** has invested in **AFI's Sanctuary-Zone** anti-crushing device for boom lifts.
- **Sany America** has appointed **Road Machinery & Supplies** as a dealer for crawler and Rough Terrain cranes.
- **Speedy International** is opening a 30,000sqm regional hub in **Mussafah, Abu Dhabi**.
- Irish telecoms group **Eircom** has ordered a further 95 **Skyking/GSR** van mounted lifts.
- **Loxam** has implemented **RentalMan** software at 500 locations in France, Belgium and Luxembourg.
- **Avant Tecno** has appointed **AXS Sales** as its dealer for England and Wales for its **Leguan** boom lifts.
- German rental company **Bruns Schwerlast** has taken delivery of a 55 tonne **Terex 3160 Challenger**.
- **Bravi UK** has changed its name to **HLS - Height Lift & Shift** - to reflect a broadening product line.
- Australian crane association **CICA** has launched a new safety training CD - '**Dogging in the Workplace**'.
- **Terex AVWP/Genie** has appointed **Ethan Waller** as US northeast region sales manager.
- **Nationwide Platforms** is adding more than 220 **Power Tower Nano SPs** to its fleet.
- **Susanne Schlegel** and **Andreas Kohler** have been appointed managing directors of **Scheuerle/Kamag**.
- UK based **High Access** has ordered a 33 metre **Ruthmann T-330** truck mounted lift from **Access Sales International**.



Tony Hatton

Casey Smith



Ethan Waller

- **HSS Hire** has opened a new branch in **Woolwich, London**.
- **Safway Services** has appointed **Bill Hayes** to succeed **Marc Wilson** as chief executive.
- Russian-based rental company **LTECH** is adding truck mounted lifts to its fleet.
- **Hewden** has appointed **Jason McKenna** as head of health and safety.
- UK crane rental company **Walker and Son Hauliers** has taken delivery of a **Grove GMK4080-1 All Terrain** crane.
- The **EWPA** has announced a formal apprenticeship programme for aerial work platform mechanics.
- Chinese aerial lift manufacturer **Dingli** has appointed **Makser Makina** as its distributor for Turkey.
- UK-based **Arnold Plant Hire** has purchased three new **Merlo 25.6** compact telehandlers for its fleet.
- **Riwal** has appointed **Søren Rosenkrands** as chief operations officer.
- The City of **Springfield, Illinois** has purchased four **Terex Utilities** aerial devices with its **HyPower** system.
- Italian lift manufacturer **Isoli** has signed a distribution agreement with Turkish manufacturer **Yildizhan**.
- **Socage** has added three distributors in South America, through its Brazilian Joint Venture - **Guiton Socage**.
- **Manitex** has combined parts from two of its companies to create a tracked 50 ton crane for mining.
- **Link Belt** cranes has appointed **Corey Rogers** as regional sales manager of Latin America.
- The new **Terex Port Solutions** division is branding harbour cranes as **Terex Gottwald**.
- **Wisconsin, USA** based crane and access distributor **Dueco** has appointed **Marikris O'Grady** as executive vice president.
- Heavy lift specialist **Mammoet** has taken delivery of a 40 tonne **Sennebogen 643R** telescopic crawler crane.
- **Equiport** has delivered an additional six **Terex TFC 46 M** reach stackers to **Tecondi, Sao Paulo, Brazil**.
- **Martin Cheese** has joined the **Power Towers** sales team.
- **CTE** has won a 266 unit/€10 million order for 15-27 metre truck mounted lifts from the **Iraqi ministry of electricity**.
- **Lavendon** has transferred an 84 metre **Ruthmann** truck mounted lift from its German operation to the UK.
- **Socage** said production disruptions at its plant in San Felice, after an earthquake were overstated.
- **Leach Lewis** sold its first **Dingli Scissor** lifts in the UK to **Safe Access Solutions** at **Vertikal Days**.
- UK rental company **APL** has chosen **AFI's SanctuaryZone** as its crush protection solution for boom lifts.
- **Steve Wathen** has been appointed as commercial director **Ainscough** wind energy services, **Ivan Ellis** takes over as head of **Ainscough Heavy Cranes** sales, with **Peter Mills** as head of operations.
- **Xenia Kolijn** of **JLG** has given birth to a baby boy - **Saul**



Jason McKenna



Søren Rosenkrands



Corey Rogers



Martin Cheese



Xenia Kolijn

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



dL® Dingli

**The Expert Manufacturer of
ACCESS Equipment**



ZHEJIANG DINGLI MACHINERY CO.,LTD.
Add: No.1255 Baiyun South Road, Leidian Town, Deqing Zhejiang
Tel:+86-572-8681688 8681689 Fax:+86-572-8681690
E-mail:market@cndingli.com
export@cndingli.com

www.cndingli.com



Worth the risk?

The industrial sector has always had its fair share of working at height challenges and over the year's there have been many ingenious solutions. Over the last few decades powered access has been an increasingly popular option making the task quicker, safer and in many cases less expensive. However, industrial powered access has for many reasons remained a market that has been difficult for manufacturers and even rental companies to penetrate. Therefore the take-up of powered access in this sector is still relatively low.

The problem appears to stem from the fact that in many manufacturing companies much of the work at height is either partially or completely unplanned. It might be something as simple as a failed light bulb, a jammed hoist line on an overhead crane or a component that is just too high to reach from the ground. Historically if the job is likely to be short and simple and needs to be done now, it is all too easy to make do with a 'death wish' solution such as a pallet on the fork lift or a 'Heath Robinson' lashed together affair. Use this method once or twice and it soon becomes the accepted solution - that is until something goes wrong and then the ramifications can kill an otherwise healthy business - not to mention its employees. The relatively recent introduction of corporate manslaughter charges and heavy fines for company directors mean that pressure is slowly being applied to companies to 'do it right'.

But is it that simple?

It should be relatively easy to find a powered access supplier, but then they will, or should ask what type of lift is required, how high do you need it, what is the outreach, what power source, is it for indoor or outdoor use, what are the ground conditions/loading etc? For a company that has not considered any or all of these it can be quite daunting, especially if you are in a hurry to get the job done and production running again.

That's why these things are better planned. Once you have established the right equipment for the job, you will want to shop around to check you have the best price and make sure you are not being ripped-off as the 'expert' on the other end of the phone realises that you haven't got a clue! Once you have decided on a rental company and type of equipment, you will of course have to open an account, pay a hefty delivery charge and almost a weekly rate when all you wanted to do was change a light bulb!



Snorkel lifts help improve productivity at the UK's largest coachbuilder Plaxton



C&a industrial access

That forklift and pallet suddenly looks like a fantastically simple, immediate and cheap alternative. Sadly this is not the end of it as once the job is done working at height is forgotten until the next time when the call is unlikely to be made at all.

While this scenario is certainly a classic one, challenges like this are not always the case. Surprisingly we have been sent dozens of examples where a company resorts to the makeshift solution when they are virtually next door to a powered access rental company - many of whom would gladly loan a machine to their neighbour for an hour or two - and would certainly walk over and advise for free; yet those in charge still chose to make do and risk everything.

Worth the risk?

And risk is the operative word. In the UK in the past year alone there have been several prosecutions involving the death and serious injury of employees which have resulted in stiff fines. But fines and costs are only the half of it. Morale can be crippled for months afterwards, those that suffer the worst incidents struggle for months

to fully recover after production restarts following the almost inevitable suspension during investigations. Add to this the damage to the company's reputation and the ongoing distraction for senior managers over several years or more of the prosecution process and it is no wonder that so many smaller companies end up failing after such an incident.



A Manitou 120SE

Then there are those that think that by subcontracting all such repair or maintenance work they need not concern themselves with work at height issues any more. If this is you then think again! Just take a closer look at some of those recent prosecutions. Invariably the main contractor or company that employed the subcontractor is also standing in the dock, so the notion that you can just let subcontractors get on with it is totally false.



The Nationwide Platforms scissors have a board handling attachment

This 'we have subcontracted the responsibility' notion is very widespread, even among local government which should know better and is usually responsible for local health and safety. The number of times our subscription department is called by the secretary of a new street maintenance or facilities manager - yes they all seem to have assistants - asking to cancel the magazine as the person it goes to has left - then when questioned about changing it to the new person are told "We don't need it because we subcontract all the maintenance etc..." bears out this fact. Ignorance is bliss - until there is an accident and then innocence is lost in the flash of an eye.

Work at height audit

So how should you deal with this area of responsibility? We would recommend carrying out a work at height audit by going around your facility and looking for any areas that need some form of access equipment - no matter how unlikely. The secret is to consider how you would deal with reaching anything that might need fixing, repairing or cleaning etc. The next step is to locate one or two local suppliers

and call each of them asking them to come in and give you some advice. Don't take everything they say as gospel, but do listen and compare and don't forget to ask how quickly they can react in an emergency.

Clearly if you have a neighbour who is in the access business this will usually be your best bet. Getting acquainted with the types of equipment available is also very useful, so take a look at some trade magazines - such as *Cranes & Access* - or use the internet and once you feel comfortable with what you might need get some guide prices and decide which supplier you liked best. Then when you do need to work at height give them a call and organise the equipment. Take the opportunity when you have the access equipment on site to carry out any high level inspection work or cleaning, you'll be surprised at how much work at height you do have and how quick, safe and efficient it can be if you have the right equipment for the job.

Rental options

Many companies find that after carrying out such an audit they would benefit from having a work platform on site all the time. If this is the case and purchasing the equipment is not a viable option, then there are several rental alternatives, ranging from contract hire to leasing or hire purchase. Contract hire can be a good option as it usually includes all routine maintenance, repairs, call outs and the relevant six monthly LOLER inspections. However, one thing that should be carried out regardless is to have a few of your staff trained to operate the equipment. The IPAF PAL card is the industry standard and with thousands of training centres you are likely to find one close by - certainly in most European countries. The PAL card



JLG Toucan 10E



JLG LiftPod

lasts five years and the course and test takes just a day and can even be carried out on your premises. If you want to have several staff trained this is a good idea.

So what sort of equipment is available?

One type of platform that has transformed working at lower levels over the past six years or so is the push-around platform, led by the Pop-Up - the original low-level push-around scissor lift. These units are small, lightweight and offer platform heights up to three metres, with a working height of up to five

metres. They are simple in design and easy to use, giving a safe, quick and easy method of access that would have traditionally been carried out using a step ladder or podium steps. Whether the mechanism used is a scissor, a mast or articulated sigma lift (such as the Power Tower) they all do the same thing, providing a vertical lift with a small mount or no outreach. Weighing around 350kg they are easy to manoeuvre and compact enough to travel in passenger elevators. Most push-around platform makes



Pop Up Push8



Power Tower NanoSP



Niftylift's innovative **ToughCage** gives increased strength and durability while improving operator safety and reducing running costs.

- Impact resistant composite base
- Reduced likelihood of cage damage
- Larger cross-section steel cage
- Better operator protection
- Base & rails replaceable separately

A tough impact resistant composite base and larger cross-section steel cage give **ToughCage** extra strength and durability, both protecting the operator and reducing the risk of damage to the cage.

As well as resisting damage, **ToughCage** absorbs much of the force of an impact preventing damage to the boom.

Should damage occur, the **ToughCage** rails can be replaced separately for a fast low cost repair.

To watch a video on the Nifty **ToughCage** and its benefits please visit our website.

To arrange a demo, please call us now on:

+44 (0)1908 223456



USE SMART PHONE Q R CODE READER



have also generated self-propelled versions, with all the same features but able to move between work points rather than repeated down, push and up movements.

Micro compact

One new machine that has just started shipping and is ideally suited to industrial access work is the Skyjack SJ16, a self propelled 16ft platform height unit which provides a working height of almost seven metres from a footprint of just 1.37 metres by 760mm. 12ft versions of this mast lift have been around since the mid-1990s and are highly popular in Japan, but they are frequently slightly too low to reach all of the work in many industrial buildings. The Skyjack also features 400mm outreach thanks to its traversing platform. The SJ16 was first unveiled more than three and a half years ago and has taken a long time to come to market, however its design has been refined along the way and also benefited from field experience from its little 12ft sister model.

The compact nature of the machine means that when not in use it takes up little space and can easily be driven into offices or taken to upper floors in most elevators with its overall weight of 966kg.

Should higher elevations be required, there are a number of other push-around lifts, such as the Genie AWP aerial work platforms with working heights from 8.12 to 14.29 metres, Haulotte Quick-Up, Faraones PK and Snorkel PAM lifts - all with platform heights of more than 12 metres. Remember



though that the larger units do require outriggers which can take up a fair bit of space when in use and mean that they are not ideal for working close to a wall.

Indoor or out?

While the Skyjack SJ16 is ideal for most production facilities or industrial units it is not designed to meet European outdoor use regulations. If you do have a need to work at height outdoors, don't automatically jump to a product that will do both at least not if you are making a long term commitment. It may be that the outdoor requirements are infrequent enough to rent a specific machine for that work without compromising the machine used for the majority of working at height indoors.

Several manufacturers now build scissor lifts and mast booms designed for both ultra compact indoor use as well as coping with outdoor applications. Some are simply wider and heavier to handle the wind loadings that CE certification requires, while others also include larger wheels to handle poor ground conditions such as gravel. A good example of this is Californian-based lift manufacturer MEC's Crossover scissor lift range. It is something of a hybrid falling between a compact narrow indoor machine and an electric powered Rough Terrain scissor. It can also be ordered with an offset platform - and most buyers are opting for this feature. On one side of the lift the platform extends as far as the edge of the chassis, making it easy to get the platform close to a wall. On the other side it is inboard but incorporates a panel rack for standard 8ft sheets of material such as ply-board etc.

If such options are not for you but a slightly larger Rough Terrain electric indoor/outdoor scissor lift is, then Genie's recently launched GS2669,



MEC Crossover with panel rack



Dingli JCPT 3.0



Genie GS2669

3369 and 4069DC models will appeal. With their 680kg, 454kg and 363kg platform capacities, large off-road type tyres and optional levelling jacks, the platforms feature the well-proven AC direct electric drive system used in the company's industrial boom lift models ensuring operational speeds that match the diesel equivalent and also great battery life, even when travelling significant distances. All units can drive at full height and if used indoors it is worthwhile specifying, the grey non-marking tyre option.

14 compact metres

Genie has also joined the market for 40ft/14 metre working height compact electric scissor lifts with its GS4047. This category - which also has products from Iteco, Haulotte, Holland Lift Ecostar, H.A.B and more recently Dingli - is essentially a stretched 26/32ft - 1.2 metre wide, 2.5 metre long battery electric mini scissor. The advantage is that they tend to share smaller



The electric Haulotte Compact 3947E

The Colour of

INNOVATION

The application of AC drive on the new Genie® GS™-69 DC outdoor electric scissor series is pioneering.

It increases rental utilization potential by providing the power and performance to operate on real outdoor terrain, as well as offering emission-free indoor use.

- **High Performance indoors & outdoors**

Up to 35% gradeability, 7.2 km/h (4.5 mph) acceleration and a front active oscillating axle

- **Energy consumption & battery life**

Up to 30% less energy consumption* and extended battery cycle life, by recovering battery energy through "regenerative" braking

- **High working heights**

9.9 m (32'), 11.96 m (39') and 14.2 m (46') full-drive height models

Genie
A TEREX BRAND

TEL +44 (0)1476 584 333

EMAIL awp-infoeurope@terex.com

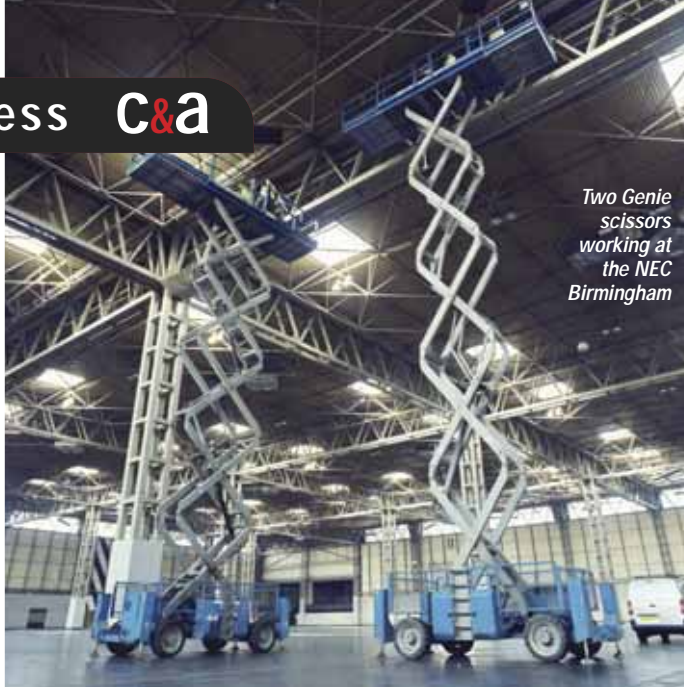
WEB genielift.co.uk/gs-69dc



Genie is a registered trademark of Terex, South Dakota, in the U.S.A. and many other countries.
Genie is a Terex Brand. © 2012 Terex Corporation. * Plant Services magazine, Putman Media



Holland Lift Monostar working outdoors



Two Genie scissors working at the NEC Birmingham



Dingli JCPT 0807DC



HAB S142-12



Genie GS4047

cousins, making them both compact and less expensive than the full capacity 1.2 wide giants from the likes of Holland Lift, H.A.B and PB. And while 14 metres may not sound so high, it is in fact too high for most regular industrial units. You are always better off specifying the right height unit unless of course you really need the full 14 metres... A half extended scissor lift is not as rigid as when fully extended, the entry height is greater and there is usually a platform capacity trade off not to mention higher price tag.

The biggest 1.2 wide scissors now top 86ft platform heights - offering 28 metre working heights - but they are long and heavy and designed with high warehouse racking installation in mind and are not necessarily the best machine for industrial maintenance work.

While these large scissor lifts are excellent for specific facilities that need the height and or the capacity. Most industrial units will cover most applications with an ultra-compact model with working heights from 4.5 to eight metres. And you might be surprised to learn, there has never been as much choice on the market in terms of producers, product types and models.

The most recent to arrive on the Western scene is Dingli from China. The company already has dealers appointed in North America, Benelux, Australia, Denmark, Turkey and most recently the UK and Ireland where Leach Lewis is handling the line. While Dingli produces a full range of aerial lifts it is currently focusing its export efforts on self-propelled scissor lifts and push-around lifts - all of which are well suited to industrial

applications. The company has made substantial progress over the past two years in terms of design and build quality. However as an unknown brand it knows that one of its attractions, at least in the early days has to be price. And sure enough you can purchase a Dingli for substantially less than similar machines from the established 'players'. However if you do not plan to keep it for more than a few years, you can expect to achieve a substantially lower resale value when you come to sell. For many industrial applications where usage is light and equipment tends to be well cared for, this may not be an issue and over the longer term this is likely to change as the users gain long-term experience of the product and the manufacturer.

Little budget ?

If you are just looking for something small and really inexpensive - cheap in fact - you could do worse than look out for the hundreds of used ex-rental low level lifts - such as Pop-Ups - now coming on the market from rental companies like Speedy Hire. £500 can buy you a functional, if well-used scissor lift and it may just be what you need to get you started and to gain experience of having a powered lift on hand all the time. As mentioned earlier, the push around scissors are very simple to operate and maintain and as long as the height is sufficient can be an ideal work at height tool for a small industrial unit. Other low level options - which may be more reliable than an old Pop-Up - include platforms powered by air, power drills or by hand.

Russon Access' Power Scissor is a hand powered push around scissor

lift which does not require batteries, hydraulics or an external power source and is CE approved for both indoor and outdoor use. Weighing less than 300kg it offers a platform height of three metres and is controlled by a simple hand crank - although there is the added option of using a cordless power drill for the elevation and descent. While many scoffed at the idea of a 'powerless' Power Scissor, the product has been taken up by Speedy Hire in the UK, and is finding a growing market because of its simplicity - i.e. lack of maintenance - and lack of electronics. This product can be of particular interest for oil refineries and petrochemical companies as it can work within confined and hazardous zones and eliminates the need for purchasing an electric explosion proof protection systems.

A similar but totally different product which may be worth considering is JLG's compact FS60 and FS80 Lift Pod personal portable lifts - which have a platform height of 1.72 and 2.35 metres respectively. Set on wheels for quick manoeuvrability the lift is modular, can be carried on the back of a car and assembled in less than 30 seconds. It offers a quick and easy platform for working at height. The units are operated with either a power



Hy-Brid Lifts

by Custom Equipment



www.hybridlifts.com

HEAVY DUTY.
LIGHT WEIGHT.



Haulotte Star10

pack or with a cordless power drill. Both weigh as little as 80kg but offer a respectable platform capacity of 150kg.

Alternatively UK-based Platform Sales & Hire has introduced its new Airlift 35, an air powered aerial work platform fitted on a Genie DPL push around double mast lift. The machine has the capability to take two men and



ATN Piaf 1100 launched at Intermat



Niftylift HR28 the world's highest battery electric boom lift

their equipment up to a working height of approximately 13 metres - powered by air. In addition to the pneumatic drive system, all control valves and interlock switches are also air powered. This product might also be of interest in hazardous zones and also eliminates the need for purchasing an electric explosion proof protection systems.

Mast booms

The mast boom - a vertical telescopic mast that can slew and is 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 and slewing capability of a minimum of 180 degrees while the jib/boom provides variable outreach.

Mast booms, while used for light construction duties, were originally intended primarily for industrial and institutional type maintenance work. As such they are ultra compact and tend to look good when stowed so that they can stand in the corner of a retail environment without looking out of place if necessary.

French manufacturer ATN has recently launched a higher version of its eight to 10 metre working height Piaf range - the Piaf 1100. Due out this summer it features a longer jib to achieve the greater height as well as providing more outreach.

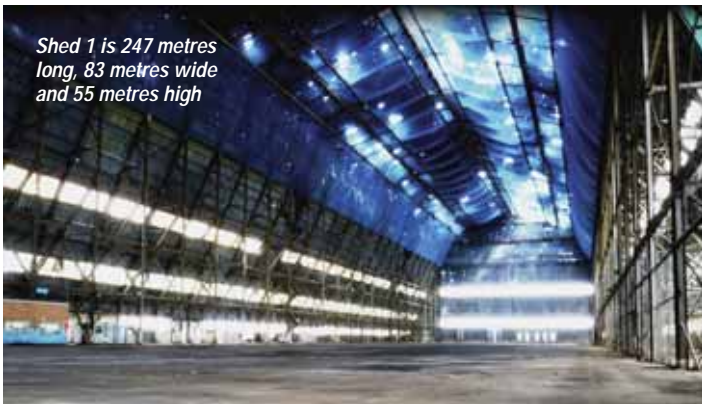
Big Hybrid boom

For bigger industrial facilities the UK's leading aerial lift manufacturer Niftylift recently unveiled the world's highest battery electric boom lift - the HR28 4x4. With a platform height of 86ft - it offers a working height of 28 metres in a relatively compact and efficient package. Its 4x4 drive is standard and the Hybrid drive system not only reduces energy consumption in diesel mode - without sacrificing power, but can operate as a pure battery electric model with the ability to quickly charge its own batteries via its engine if required. Scheduled for production in 2013, this new lift will be ideal for high level facilities such as aircraft hangers etc (see Cardington Airship Hangers) as well as working in large steelworks and other large scale facilities.

Working in an airship hanger

Work started last month on one of the Cardington Airship Hangers three miles south of Bedford in the UK. The two hangers (Shed 1 and Shed 2) are the largest structures of their kind in Western Europe and large enough to house two football stadiums. Shed 1 is 247 metres long, 83 metres wide and 55 metres high. The floor area is five acres (20,000 square metres) and the total volume of the building is 760,000 cubic metres. Each door weighs 470 tonnes.





Shed 1 is 247 metres long, 83 metres wide and 55 metres high

Shed 1 is currently being updated in an 18 month, £5 million refurbishment but it is available for lease and is currently being used for a variety of purposes which includes balloon maintenance and testing and music rehearsals. Working on the roof area could only be carried out with the very largest forms of powered access. So several large truck mounted platforms are currently working inside helping with the refurbishment work to the steel structure including high level cleaning and painting.

Truck mounts on site include several 58 metre and an 84 metre Ruthmann, along with a new 70 metre Bronto. The units are supplied by AA Access and Nationwide Platforms, with one of the 84 metre Ruthmann coming from Nationwide's sister company in Germany - Gardemann. All units are wrapped to protect them from the paint and materials being used. Once the steelwork has been completed attention turns to the cladding.

The history

The first of the two hangars (Shed 1) was built in 1915 by the Short Brothers and was large enough to build two rigid airships (the R-31 and R-32) becoming the most important airship development site in Britain. By 1917 an estimated 800 people worked there. Two years later the airship site was nationalised and became known as the Royal Airship Works. Shed 2 was 'moved' to the

site from Norfolk in 1928 but, when the famous R101 airship crashed on its way to India in 1930, the British airship industry collapsed and Cardington became a storage station.

In 1936, the hangars were used to build barrage balloons which went on to play a major role in the Second World War and Cardington became the RAF Balloon Training Unit. However the sheds only remained part of RAF Cardington until the late 1940's when they were put to a variety of uses including as hydrogen production, producing all gasses used by the RAF right up until 2000. One of the sheds was also used for the destruction and subsequent testing of multi-storey buildings.

Shed 2 has been leased to Warner Bros and was used recently to make the film Inception which won four Oscars. It is currently being used for a new Batman film with most of the outdoor scenes in Gotham City filmed inside the hangar itself. It is thought that the hangar holds the world record for the largest 'building within a building'. However, it is not just modern films that have been made there, some of the scenes for Chitty Chitty Bang Bang were filmed in 1968. The site has also been used for rehearsals by U2, Rod Stewart, Paul McCartney, AC/DC and Take That as well as television productions such as Top Gear and Red Dwarf.



PICK and CARRY



ORMIG S.p.A. PIAZZALE ORMIG
P.O. BOX 63 - 15076 OVADA (AL) ITALY
TEL. (+39) 0143.80051 r.a. - FAX (+39) 0143.86568
E-mail: mktg@ormigspa.com - sales@ormigspa.com
www.ormig.com - www.pickandcarry.com





www.hird.co.uk



COMPACT POWERFUL PERFORMANCE

PICK AND CARRY CAPACITIES UP TO 90 TONNES, AVAILABLE IN ELECTRIC, DIESEL AND LPG

Valla

UK & Ireland Distributor

www.valla-cranes.co.uk

Northern 01482 227333

Central 01302 341659

Southern 0203 174 0658

On the

up?

C&a

pick & carry cranes

Is it just me or are pick & carry cranes - in all shapes and sizes - making something of a come-back, both in Europe and North America? Certainly in the UK and Ireland the number of manufacturers vying for the market has grown in recent years. This is particularly true for the smaller capacity two tonne compact lifts - possibly in response to the Manual Handling regulations and the growing employee claim compensation culture?

Whatever the reason, the range of products is becoming increasingly wide and diverse. From a manufacturing point of view, Britain, once dominant, through Jones, Coles, Neal and others has no surviving manufacturers, while Germany in the shape of Demag and Liebherr have long abandoned the sector. The USA is hanging in Grove/Shuttlelift and Broderson carry deck units, while Australia's Franna - now Terex - continues to thrive with its unique articulated models. Meanwhile in Italy it's a different story entirely with the big players still fighting it out and joined by a number of new entrants who appear to be doing very well.

Italian manufacturers now dominate the pick & carry sector, at least in Europe. Companies such as Valla and Ormig have been producing and exporting pick and carry cranes for decades however over the past few years they have been joined by several others - including Galizia, JMG, Gruniverpal and Jekko - which compete both at home and increasingly in export markets. The compact, industrial-type cranes they build - increasingly electric powered - are now a familiar sight but totally different to the cranes produced in the UK between the 1950s and 1980s or for that matter with the American and Australian offerings. If the refurbishment of Mammoet's Jones Iron Fairy by Crowland Cranes (see page 32) is anything to go by,



Valla 20 TRX



The last Iron Fairy - the Grove AP415

there is still demand for and life in the older 10 to 15 tonne, compact 4x4, road-going pick & carry cranes which are still unrivalled for certain tasks.

A new Fairy?

To some extent, the American pick & carry cranes - particularly the Grove Yardboss/Shuttlelift Carrydeck and Broderson - as well as the Terex Franna go some way to offering a viable alternative to the Iron Fairy particularly as these cranes are capable of being driven reasonably long distances either on the road between sites or when covering the long distances found on larger facilities. Being diesel powered has its advantages if this is what you are looking for - battery powered units and long travel distances do not blend well - at least not yet. The Italian manufacturers tend either to go for the pure rear-steer industrial units that are not well suited to road travel or jump to

Rough Terrain cranes, missing out on the 10 to 20 tonne Iron Fairy equivalent. Perhaps this is one area that may make a come back?

Costs too high

However one of the main problems holding back the growth of the pick & carry crane - particularly in the UK - is their relatively high purchase cost and specialist nature. The UK equipment sector is heavily based on the rental model and with few manufacturing facilities having enough demand to keep a dedicated crane busy, the rental concept would appear to fit. However both the Italian and American pick & carry cranes are too specialist for most general crane rental companies especially given their cost. That is where the old Iron Fairy scored. Like the Franna it was a good industrial pick & carry crane with tight turning and low headroom capability, but also versatile enough to be used for regular local work



Grove
YardBoss
YB5518

thanks to its decent road travel ability.

So why have the Franna cranes not taken off in the UK as replacements for the old Fairies? This is hard to answer but size is probably a factor. Even the smallest 15 tonne model is getting on for 9.3 metres overall length, with a width of over 2.4 metres and possibly the crunch factor - more than three metres of boom overhang. In contrast the last Iron Fairy type crane to be built - the Coles designed Grove AP415 - had an overall length of just over seven metres with its two metres of boom overhang carried over the back.

Bringing on the specialists

Several specialist rental companies do now offer a wide range of rental machines. Hull-based Peter Hird & Sons - the Valla distributor for the UK - has the largest fleet of two tonne and larger Valla pick & carry cranes in Europe, available for both short term rental and contract hire. Galizia distributor GGR also offers a full range of machines for both rental and sale. With end-user sales slow, distributors recognise that with this type of equipment, a successful rental can often lead to an eventual sale. With their regional bases and transport requirements, what these companies cannot offer is the sort of affordable daily rate that was offered when every crane company had an Iron Fairy in its yard.

There is a school of thought that if price was significantly reduced then more would be sold. However it is debateable how many of the jobs can be carried out with the compact 'City type' All Terrains, which are also star performers on construction sites and thus more versatile. The big question is, would buyers line up to order a 15 to 20 tonne pick & carry crane that was good on the road - at least over shorter distances - and that could also handle site conditions? The answer probably brings us back to another product that the crane rental industry has apparently longed for over many years - a smaller Japanese type City AT! So are manufacturers like Kato and Tadano missing a trick here? This one almost certainly comes down to what will it cost?

Latest developments

While the basic design of Italian style pick & carry cranes has changed little over the past 50

years, it has certainly not stood still. Most of the recent developments however relate to evolutionary improvements in performance, comfort and more efficient production rather than new concepts. When we took our last in depth look at the sector a year ago, we also looked at alternatives such as the Versa-Lift machines made by Custom Mobile Equipment based of Kansas, USA. While these resemble fork lifts on steroids rather than a crane, they have found a real international niche lifting and moving very heavy industrial equipment. Versa-Lift's largest truck - the 100/140 - can lift 45.4 tonnes without extending its frame/ballast and has a maximum extended capacity of 63.5 tonnes. It has two all-electric powered versions - the 25/35E and the 40/60E - one was unveiled to the European market earlier in the year in Holland. Remote controlled versions are also available.



Versa-Lift 20/35

Currently there is a renewed interest in the modern, compact, pedestrian-operated two tonne capacity products first introduced by Valla. However the time it took the company develop and grow to satisfy the growing demand has meant that other manufacturers - such as Jekko and Galizia - have since entered the market with excellent versions of their own and a number of improvements.

Multi-purpose crane

One of the more interesting introductions in recent years has been a multi-purpose crane from Galizia. The new Multis 636 is a combination of a pick & carry crane, telehandler and work platform. The all-new product is able to lift six tonnes on its main hook or 3.5 tonnes on its fork or bucket attachments making this a real multifunctional machine. However it is the Multis' low overall height and low boom pivot point that really makes it different from other cranes. In telehandler mode the low boom pivot point means that it can easily load right to the back of small vans.



Valla 20 D TRX



The Multis 636 loading vans



Galizia Multis 636.

At 3.3 metres long and 1.73 metres wide the unit is also compact and has an exceptionally small turning circle - possibly as good as a three wheel crane - with true 90 degree crank angle steering on the rear axle. Drive is direct via twin AC electric motors on the front axle that can also counter rotate to help improve the crane's turning circle and reduce stress build-up during sharp turns. A separate AC motor is used to drive the crane hydraulics.

The telehandler tool bar can take a wide variety of attachments including forks, forks with side-shift, buckets, integrated platform, winch,



Galizia GF60 90° rear steering



Galizia GF60.

searcher hooks and jibs etc.

Since then, Galizia has used the Multis 636 as a basis to launch its six tonne GF60. The GF60 combines the advantages of the Multis 636 but in a dedicated crane format which has a longer three section boom and almost eight metres tip height - about two metres higher than the Multis 636. At its maximum horizontal reach of 5.5 metres the GF60 can lift 900kg. Overall height is just over two metres, weight is 6.2 tonnes and width is 1.73 metres.

JMG MC60 v Galizia GF60

Just prior to the GF60, the relatively new Italian manufacturer JMG launched its six tonne capacity battery powered MC 60. The new model came just a few months after the launch of its 11 tonne MC110 model and is, says JMG, just one more step towards completing a range of battery electric cranes that extends from two to 60 tonnes.



JMG MC60



A pair of Valla 120E's lifting process equipment



JMG has a range of battery operated cranes from 2-60 tonnes



Gruniverpal GIA 3000

The MC60 can handle its 6,000kg maximum capacity half a metre out from the crane's front bumper. It boasts a four section, full power telescopic boom which provides an 8.8 metre lift height and up to 5.5 metres of horizontal outreach. The crane is compact measuring 3.2 metres long, 1.65 metres wide, 1.86 metres high and weighing 6,500kg. The drive system is taken from its bigger brother - the 7.5 tonne MC75 - using twin front drive motors and a full 90 degree crank angle steering axle at the rear for a turning radius of just 2.8 metres.

Comparing the JMG MC60 and Galizia GF60 side by side, the Galizia is marginally bulkier in terms of width, height and overall length, but achieves a similar turning circle with a traditional axle and Akerman steering - offering more side stability than the more typical three wheel pick and carry crane configuration.



JMG MC300

Its maximum lift height is a metre lower than the JMG however it does offer the same maximum reach at 5.5 metres and may have a little more capacity at full reach, thanks to its longer wheelbase.

The Galizia has a simpler three section rather than four section boom - which may appeal to some buyers - as well as more powerful drive motors and a little more battery power. The cab can also be removed to lower the overall height to just 1.65 metres. Whichever appeals, it is good to see two excellent new additions to this sector.

New Valla 12 tonner

Another recent battery powered crane - the 120EVO - was launched by Valla last December. While the name EVO suggests that this is an evolutionary model the new 12 tonner is in fact more a giant step forward comparing the new with the old. The new crane is more compact, lighter in weight and has a lower centre of gravity. It has a longer, more sophisticated boom, more efficient drive system and far better styling. It has an overall width of 1.9 metres - 200mm less than the older 120E - an overall height of two metres and is 300mm shorter at

four metres.

The 120EVO also has a longer, full-power five section synchronised boom, with a lifting capacity of 1.7 tonnes at its 13.5 metre maximum tip height. Capacity at its 9.5 metres horizontal reach is one tonne. Features include an internal winch option rather than the boom mounted hoist of the 120E and when the boom is fully retracted and stowed, the hook almost touches the ground thanks to its steep negative boom angle. The 120 Evo has front wheel direct AC electric drive and rear wheel steer with a crank angle of 85 degrees, providing an exceptionally tight turning radius, making it ideal for operating in confined areas.

Another Italian manufacturer....

Those that managed to visit this year's Vertical Days will have seen several pick and carry cranes including a refurbished Iron Fairy carried out by Crowland Cranes, a Broderson IC 200, Ormig 5.5tmE and several offerings from Turin, Italy-based Gruniverpal Tranchero. Distributed by HTS Direct, Gruniverpal is perhaps the least known Italian manufacturer in the UK. In its home country Gruniverpal has



Gruniverpal MiniDrel 125B

been producing lifting equipment with capacities ranging from 80kg to 200 tonnes for more than 60 years. With four different equipment ranges - designed, developed and manufactured in-house - they cover a variety of indoor and outdoor applications and include pick & carry cranes offering up to 25 tonnes capacity with fixed or rotating boom, mould and die handling lifts with capacities up to 200kg, special custom equipment, built to customers' requirements and aerial platforms up to 40 metres. The company claims that certain features such as the double arm, double pivot boom, makes its cranes smaller for a given capacity than its competitors. All models are

also available with 180 degree boom rotation, full width seats allowing control from either side, 4x4 drive for outside use and wireless remote controls.

Its range of mobile cranes is made up of three ranges - the Minidrel B, GIA and GB. The Minidrel B series has lifting capacities from five to 25 tonnes and has a patented 'kinematic system' which it says eliminates load oscillation allowing greater load capacity. The GIA four model series have capacities from 1,250kg to 3,000kg and are walk behind, rear steered lifting devices weighing less than 1,800kg but with lift heights up to seven metres and a horizontal reach of just less than five metres.

The compact GB range has capacities up to 700kg and is used for handling in very restricted areas.



Broderson IC-200

Measuring 1400mm by 800mm the units can slew the boom to both left and right by 150 degrees, have up to two metre boom extension (lifting 400kg), battery power supply and a wide range of accessories.

Broderson

From its headquarters in the Kansas City suburbs, Broderson has been designing, manufacturing and marketing industrial and RT cranes for more than thirty-five years. In the UK the marque is available from Cranes UK the Tadano Faun distributor. Cranes UK sales director Brian Crisp says that "Broderson was chosen because it resembles very much the Tadano Faun philosophy for quality, reliability and simplicity" and that the company had already had a good experience with the products in South Africa." It was a tough time (economically) to starting selling the pick and carry cranes in 2009 and sales not only in the UK but Europe have been slow. However these should pick up given

the seven model line-up with lift capacities from 1.8 to 16.3 tonnes.

The models from the 3.6 tonne IC-35 and larger have the added benefit of 360 degrees rotation and a large carry deck which in the case of its largest crane - the IC-250 - can carry 7.7 tonnes.

Cranes UK has recently supplied two cranes for use in a UK power station. The units include the eight tonne IC-80 and the 16.3 tonne IC-250 which has been found to be an excellent replacement for the Jones 15 tonne Iron Fairy - the operator especially liking the Broderson's low all-weather cab for easy access and excellent all-round vision.

"Broderson together with Cranes UK are continuing to update the models for specific customer requirements

as well as the latest European regulations," said Crisp. "The new units are fully CE marked and adhere to EN 13000, showing the American manufacturers commitment to Europe!"

Speedy Ormig

Yet despite all these models and manufacturers it can still be difficult finding the right crane for a contract. A Speedy Services customer in Scotland required a crane with a specific footprint which proved more difficult than first imagined. The crane which eventually fitted the bill was a 10 tonne capacity Ormig, delivered by UK distributor Crowland Cranes direct to the engineering customer in Scotland.

"We found one in America, but unfortunately it didn't meet EEC standards," said Davey Walker, Speedy's area manager. "Once we'd found it, we had to prove to the customer that it could do the job within the specific footprint."

Walker arranged for the Helensburgh

Broderson IC-80



customer to trial a crane over the Christmas period but by the time it was confirmed that it was exactly as wanted the race was on to get the brand new crane on site by March 31. Crowland Cranes managing director Peter Issitt travelled to Italy and picked up the crane on his low loader and then

drove up to Scotland, delivered it and picked up the trial crane and brought it back. Speedy also carried out a full operator and engineer familiarisation training for a team of more than 20 operators. The whole process, from the first inquiry to the completion of training took five months.



Speedy also has this Ormig 5,5 tME on trial

Experience the Progress.

The impressive features of Liebherr telescopic handlers:

- High capacities and excellent reach with twin lift cylinders and an innovative boom design
- Quick response hydraulics for lifting and travel with our unique Autopower feature
- Superb cab and controls design for stress-free and safe operation, as well as exceptional all-round visibility



Liebherr-Great Britain Ltd.
Normandy Lane, Stratton Business Park
Biggleswade, SG18 8QB
Phone: (01767) 60 21 00
E-mail: info.lgb@liebherr.com
www.liebherr.com

LIEBHERR

The Group



All by myself...

One solitary two tonne capacity Galizia G20 installed all the 22,000 sq metres of glass panels on Germany's fourth tallest building - Tower 185 in Frankfurt. The two tonne capacity Galizia was supplied by German dealer Baumo Kranservice and fitted with the GM 500 special suction system. Over

the 14 month contract it installed all the external glazing on the 50 floor, 200 metre high tower.

Bernd Schubert, owner of Baumo Kranservice, said that the customer - the FKN Gruppe in Neuenstein - was so impressed by the quality and quantity of the work carried out by the G20 that the same G20,

together with a second is working on another large project in Warsaw, Poland.

FKN Gruppe has already ordered two more G20 units that will be delivered by the end of this year to work installing glass panels on large office towers in Munich and Bonn.

The Galizia G20 installed all 22,000 sq m of glass panels

Tower 185 is Germany's fourth tallest building

Just like new

Back in the day when the UK had a crane manufacturing industry, the pick & carry crane was a very common sight. Unfortunately all the famous names are long gone however there are still many products that not only survive but are still in daily use. One of the more common is the Jones Iron Fairy. In spite of all the crane developments over the past 30 odd years, no manufacturer has managed to come up with a modern equivalent ie a compact, road-going 4x2 or 4x4 crane with a decent speed, a capacity of around 10 - 15 tonnes with good lift height and pick & carry capability.

Because of this, there are many still operating in crane rental fleets and in yards all over the UK. Of course, even the latest models are now more than 20 years old and many have reached the stage of having had at least one major rebuild to ensure the crane is road worthy and in full working condition. Even if you have an old Iron Fairy or similarly aged crane, the next problem is finding a company that is able to carry out a full refurbishment from start to finish and cope with anything it might find.

Mammoet - which operates one of the world's largest crane fleets - needed such a company to refurbish its 1989, 15 tonne, three section boom Fairy 15A. The company contracted Peterborough-based Crowland Cranes, as one of the few companies operating

in the UK today capable of completing a full 'one stop' no problem too great refurbishment.

Crowland's instructions were quite specific because as with all rebuilds, everything and anything is possible as long as 'money is no object'.

"During the refurbishment we maintained constant contact with Mammoet, discussing the general condition of components found during the total strip down and rebuild. Decisions were made as to replace or not if deemed serviceable," said Crowland's managing director Peter Issitt. "The crane needed major work carrying out including repairs to the power train - engine, transmission, steering and brakes - as well as various oil leaks which are common on this type and age of crane. All were rectified as well as overhauling the slew box and replacing or repairing the hydraulic, pneumatic and electrical systems, renewing decking panels, installing a new operator cab, shot blasting the chassis and carrying out a full repaint including vinyl livery. And all within the quoted time scale and budget."

The crane shown at the recent Vertikal Days, received many positive comments. "Some were even fooled into thinking we were promoting a new replacement product," said Issitt. "The general consensus was that if carried out correctly, there is still a strong market for rebuilding/refurbishing cranes, especially in today's financial climate."



The Fairy 15A needed a total strip down and rebuild



Refurb completed with full repaint including vinyl livery

radiomatic® pilot



HBC world premiere:

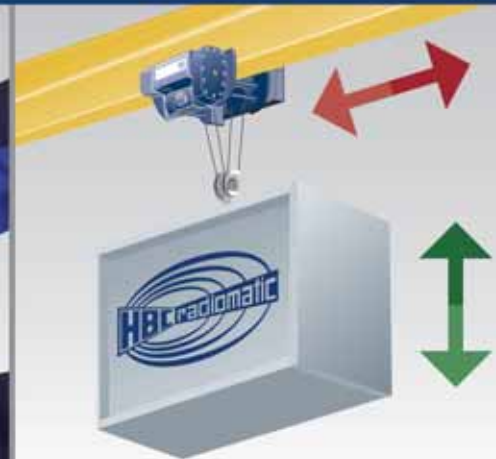
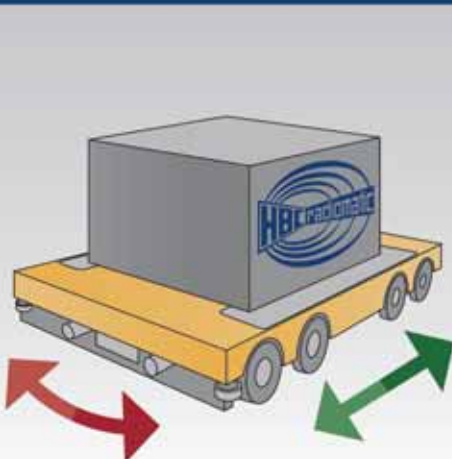
Radio control by hand movements!

radiomatic® pilot is the name of a completely new and revolutionary operating concept by HBC-radiomatic. This important innovation allows the operator to easily and intuitively control functions by natural hand movement.

The integrated inclination function provides this unique capability. By horizontal and / or vertical inclination of the transmitter, the groundbreaking radiomatic® pilot solution enables the operation of analog, single- or two-step drives. A newly developed HBC Micro Joystick is available for the control of additional functions.



This is how it works:



MERLO - Specialising in Solutions!



- 1 Wide range of certified platforms
- 2 Slewing or fixed platforms
- 3 Protected controls in platform
- 4 Integral load limiter
- 5 Quick-change TAC-LOCK system
- 6 Boom sideshift built-in
- 7 Chassis levelling
- 8 Compact stabilisers
- 9 Panoramics from 6m - 17m lift



PLATFORM MPR15

- 15.7m working height
- 500/1000 kg capacity
- Rear loading gate
- Drive at 40 kph from cab
- Drive at up to 6 kph from platform
- 4-wheel drive/steer axles
- 100HP Perkins engine

P38.13 HIGHLIFT PANORAMIC
 3800kg lift capacity 12.6m lift height
 Perkins 100HP diesel - 40 kph travel speed
 Standard boom sideshift-stabilisers-levelling

The Merlo attachments catalogue includes a wide range of fully certified platforms. Even the smaller handlers can benefit from a simple, non-slewing 200 kg capacity platform with fully integrated controls. Larger machines can fit platforms up to 1000 kg capacity with many special variants for specific applications. And the unique SPACE 11 system offers 11m of further reach as well as its own 300 degrees of rotation. It can even be inverted for under-bridge maintenance.

MPR15
 Rapid access RT platform
 Capacity up to 1000 kg
 15.7 m working height

MULTI-TOOL
 Tractor + Telehandler
 3000kg lift capacity
 6m or 8.55m lift height
 Rear three-point linkage
 and PTO

ROTO MCSS
 Lift capacity up to 6 tonne
 Lift height up to 30m
 40 kph travel speed



Great financial solutions available. Contact your local dealer for all the details on Merlo units and the best offers available.

Merlo has specialised in producing certified telehandler platform solutions for many years. All-hydrostatic full time 4WD ensures precise and consistent operation. Safety is paramount, with instant braking and legendary Merlo all-round visibility.

And what a range there is - Merlo handlers from 7m lift height all the way up to 30m lift. Roto models can benefit from a range of EN280-compliant platforms. Whether small or large capacity, Merlo telehandlers are exceptionally compact and manoeuvrable for their class!



Specialising in Solutions!

www.merlo.co.uk

The economic indicator

c&a

telehandlers

If there is one item of equipment that gives an early indication of the economy - good or bad - it is the telehandler - at least in the UK, France and the USA. In 2008, way before many had realised the increasing scale of the global crisis, telehandler sales and rentals had already taken a serious dive. The reason for this is that most are used in the house building sector which can be stopped almost overnight when times get hard. Property market woes are also the driver to lack a general lack of confidence which cause economic downturns. Conversely, when the first green shoots of a recovery appear, the telehandler leads the way.

According to AEM statistics, in 2008 - probably the best of recent years - 39,000 telehandlers were sold worldwide. This figure had almost halved by 2010 (20,000) as the recession took hold, but bounced back to an estimated 30,000 units last year. This enormous fluctuation proved to be one of the major problem areas for telehandler manufacturers and their suppliers - drastically reducing and then gearing up production meant coping with component shortages and sourcing increasingly rare emission compliant engines.

Who buys telehandlers?

Surprisingly Western Europe typically takes the majority of telehandlers - usually over 60 percent, three times as many as in North America. The remaining market is made up by Russia, South America, Africa and the Middle East each with the small remainder taken by Australia and the Far East - mostly Australia.

The other surprising statistic is that the biggest selling sector with 35 percent of the market are the six to eight metre lift height models, with compacts - under six metres - the next largest at close to 20 percent. Looking at it another way, barely 40 percent of telehandlers sold are over 10 metres. These figures however include the agricultural sector which primarily purchases smaller lift height machines and which has been disproportionately significant in recent years due to the construction slump in North America and Western Europe.

In the construction sector, the telehandler has become the most useful item of equipment on building sites with sales surpassing the ubiquitous backhoe loader. With most materials either on pallets or bagged, the telehandler is able to unload quickly and easily from the delivery truck, move the materials to a central storage area or place on or near the work area. A true one-stop machine, particularly when fitted with the dozens of attachments and accessories now available.

In recent years there has been significant interest and growth in the compact sector - units under two metres high and two metres wide - which are primarily used for renovation contracts as well as urban and inner city jobs. Even the sub-compacts - around 1.5 metres high and 1.5 metres wide - have blossomed to create a specific niche sector.

The most popular model range though are units with lift heights of between six and 14 metres, which are generally used for housing and site distribution leaving the higher reaching fixed frame models - generally between 14 and 17 metres for taller residential buildings, steel frames and roofing contractors.

While there are now a few 18 and 20 metre fixed frame telehandlers on the market, projects requiring a reach of over 17 metres tend to employ 360 degree machines - rotos. Although 360 models are available from around 14 metres, most have lift heights in the 20 to



Bobcat TL470



Manitou MT1030S

25 metre range with the largest topping out at 30 metres. These machines tend to work on property development, steel frame erection and with roofing contractors. The larger 360 degree telehandlers tend to operate more like a crane, setting up in a central position (either inside or alongside buildings) to carry out the various material movements and lifts and a disproportionate number are rented with integral aerial work platform attachments - some of which are extremely sophisticated.

Market leader?

The two major producers of telehandlers are without question JCB and Manitou. Both claim

around 28 percent of the total market although JCB frequently claims market leadership something Manitou has never shouted about. In truth market leadership probably moves back and forth between the two, depending on which markets are strongest that year. Manitou is stronger in France - JCB in the UK typically the world's two largest markets. In North America neither come close to JLG which incorporates Gradall, Skytrak and Lull.

Over recent months Manitou has totally rationalised its product line, dropping older, less competitive products in order to focus on



K+S Kali has been using this telehandler in its potash mine in Unterbreizbach, Germany

A high-angle photograph of a JLG telehandler. The machine is primarily orange and black, with a long, dark boom extended upwards and to the left, reaching into a large wooden structure. The wooden structure has some orange markings on its side. The operator is visible in the cab, wearing a white shirt. The background is a plain, light-colored surface.

**GREATER PERFORMANCE
AND PRODUCTIVITY
IS JUST A REACH AWAY**

One machine. Many applications. JLG® telehandlers are just what you need to **increase your performance** and productivity. A combination of **power** and **manoeuvrability** creates a reliable and versatile piece of equipment that helps you get the job done **efficiently**. And with the multitude of available attachments, you get even more flexibility. With JLG telehandlers and the JLG customer service and support team, you'll **reach more, work more and make more.**

JLG. Helping you reach your potential.

JLG
reachingout



The Haulotte HTL3510 and HTL 4010



A Manitou MRT2150 working in the UK's Tyne Tunnel

increasing production of its more popular models such as its new compact MT625. This has meant pulling out of the rapidly growing ultra-compact sector by ending production of its aging Buggiscopic and Twisco product lines.

When asked why it was pulling out of this growing sector Manitou president Jean-Christophe Giroux said that "investing valuable engineering resources to update engines and systems on a very

dated original designs made no sense at the moment" but added "the company will certainly come back to this sector."

More rational range

Manitou's telehandler line now comprises of 23 fixed frame models in the Compact, Middle Lift and High lift classes with heights up 18 metres and seven 360 degree MRT models up to 30 metres. The compact range now consists of just one model - the MT 625, there are five High Lift models. Manitou says that its Middle Lift machines the MT732 to MT1235 will be the next products to be reviewed.

In response to suggestions that it might be getting out the compact sector Manitou says it has sold more than 1,200 MT625 units since shipments began in September 2010, in addition to 400 units of the agriculture derivative MLT 625. The result is that Manitou's share of the under six metre market for both construction and agriculture has increased from 25 percent in September 2009 to 36 percent a year later. (AEM numbers do not include Merlo.)

Early last year Manitou introduced the new 14 metre/4,000kg MT 1440 and 18 metre/4,000kg MT1840. Available with hydrostatic or torque convertor transmissions, which can also be specified with fully integrated access platform attachments. Another significant change is the move to a chain boom telescopic system on the four section MT1840 which provides a faster synchronised extension. Other improvements include a more intuitive operator interface, with improved navigation system and new LCD screen layout as well as an easy connect system (ECS) for attachments, standard tilt lever lock, an inching option and lift cylinder end of stroke - 'cushion stop' - shock absorber.

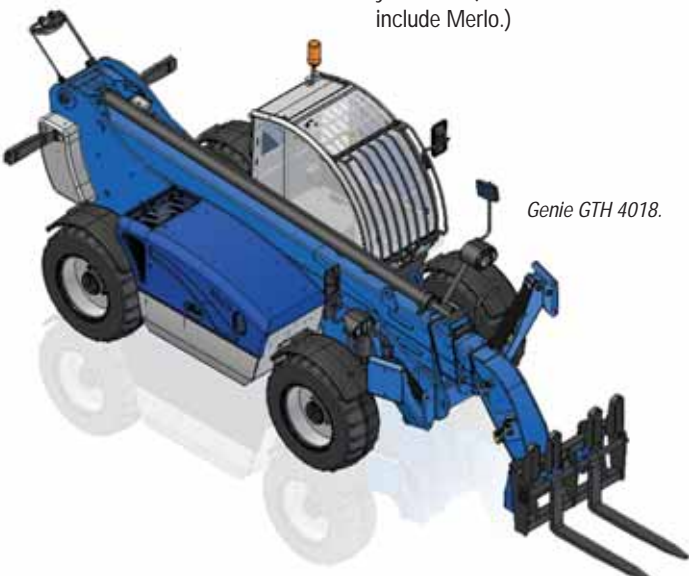
Manitou recently unveiled a new Stop & Go engine function at its customer Festival in Puerto Umbria, Spain. Developed jointly with Poclairn Hydraulics the system will be fitted on both the MT1440 and MT1840 next year and will be available as an option on all Manitou models fitted with Stage IIIB/Tier 4i engines in Europe and America. The company claims that savings of about €1,000 per year may be achieved through a five percent reduction in fuel consumption, reduced maintenance and the machine's higher

resale value because of the resulting lower operating hours. The stop/start function has a very quick half second restart time which, says the company, can save up to 30 percent of the running time when the engine would normally be at idle.

Manitou also has an MRT 'Bi-Energy' telehandler which uses a three-phase 11kW 380-400 volt AC motor to drive a dedicated hydraulic pump to power slew and all boom functions. The unit is designed to operate in any situation where noise and pollution is critical - and of course where a three phase power



Genie GTH 5021.



Genie GTH 4018.



The 20 metre JCB 540-200



Manitou's popular compact MT625

source is available. The unit can be operated from the cab, the access platform attachment or from a remote control unit.

European fixed telehandler record

JCB surprised a few at Intermat when it launched the JCB 540-200 - its first machine over 17 metres. It also saw the launch of the five tonne JCB 550-80, the heaviest capacity JCB model ever. The 20 metre 540-200 is the highest reach fixed frame telehandler in Europe - in North America Xtreme produces a 24 metre monster, the XR1270 - however the general consensus among JCB's competitors was 'is 20 metres needed?' JCB says that it is quite happy to lead and innovate rather than follow the pack so maybe it has spotted a niche sector ahead of everyone else? Visibility of the forks at these greater heights is of course an issue for which cameras are now available - but that's another issue.

JCB chief innovation officer Tim Burnhope said: "As the world's number one producer of telescopic handlers JCB is setting the pace in the development of new machines with greater lift heights and lift capacities. The 540-200 has been designed with the customer firmly in mind and will satisfy a demand for increased lift heights and forward reach capabilities from construction and industrial

customers. With fast cycle times, it will set a new benchmark for productivity."

The 540-200's five section boom - which uses an internal telescope cylinder and chain system - is made from higher tensile steels to improve the strength to weight ratio and thus the long reach capacity of the machine (200kg at 15.8 metres and one tonne at 10.6 metres). The five section boom also helps keep the overall length down, but so far now detailed specifications have been released. The 540-200 can lift 1,500kg to its full height of 20 metres.

The boom system uses a pre-lubricated chain and sealed-for-life rollers, increasing service intervals and minimising machine downtime. The system also visibly shows the operator and service engineer when chain adjustment is necessary. The one-piece boom nose is fitted with a JCB Clearview carriage for quick and easy changing of attachments. At the rear of the machine, the boom is mounted low in the chassis, helping maintain good visibility over boom for the operator as well as a more rigid structure to support the boom.

Genie magic?

Several other telehandler manufacturers have launched new



One of four new C Series telehandlers from Caterpillar.



Merlo 60.24 MCSS



Ausa T235H

products this year, including Genie and Caterpillar. Genie has been working on its new range for some time now, with three models unveiled at Intermat - two 4,000kg fixed frame models - the GTH4014 and GTH4018 - with 14 and 17.6 metres lift heights and the 5,000kg/21 metre 360 degree GTH5021R.

Genie says that the new models are the most compact in their class in terms of overall width and height, as well as boasting a tight 3.8 metre outside turning radius.

Gert De Boon, Genie telehandler product manager for Europe said: "Our three new designs reinforce our commitment to reduce the complexity and cost of telehandler ownership, as well as complying with the European Stage IIIB emission standards. With energy efficiency, simple operation and innovative serviceability features, these redesigned models also offer best-in-class performances in their respective categories all from a smaller footprint, making them ideal for tough work in congested environments."

The new telehandlers are scheduled

to go into production during the fourth quarter of 2012.

In an effort to simplify telehandler fleet ownership, Genie has launched the GM-1 option which allows operators to use Manitou attachments on Genie GTH machines. It has also added to its extended warranty option - Terex Xtend - which increases the standard two year warranty by an extra 12 or 24 months on electrical and hydraulic components.

Cat C Series

Caterpillar has also launched four new C Series telehandlers with capacities up to 3,700kg and lift heights to 7.3 metres and new styling and colour scheme. The new Cat TH336C, TH337C, TH406C and TH407C telehandlers - all feature simple two section booms and are aimed at the agriculture, construction and industrial markets. They feature Cat stage IIIB C4.4 engines which feature improved fuel economy and lower operating costs.

The TH336 and TH337 have a lift capacity of 3,300kg, while the TH406 and TH407 can lift 3,700kg. Lift height for the TH336 and TH406 is 6.1 metres whereas the TH337 and 407 extends to 7.3 metres. Features include a new Cat powershift transmission with six forward and three reverse gears - all fully selectable and a maximum

cranes & access



Dealer Guide

Cranes
Telescopic
Handlers
Access
Equipment
Loader Cranes
Components &
Accessories
Lifting Gear

UK & Ireland
2012

www.vertikal.net

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	Website
ALE Engineering	UK	ALE	01889 272500	ALE	+44 1889 272 500	www.ale-heavylift.com
Bigge	USA	Direct	+1 888 337 2444	Direct	+1 888 337 2444	www.bigge.com
Deep South	USA	Direct	+1 225 753 4371	Direct	+1 225 753 4371	www.deepsouthcrane.com
Lampson	USA	Direct	+1 509 586 0411	Direct	+1 509 586 0411	www.lampsoncrane.com
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 7650	www.liebherr.co.uk
Mammoet	Netherlands	Mammoet UK	01912 502560	Mammoet UK	+44 1912 502560	www.mammoet.com
Manitowoc	USA	Manitowoc UK	01280 818830	Manitowoc UK	+44 1280 818830	www.manitowoc.com
Sarens	Belgium/USA	Sarens UK	01642 621621	Sarens Ireland	+353 57 87 40 944	www.sarens.com
Terex	Germany	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com

MOBILE CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Altec	USA	Cumberland Industries	01536 529876	SafeFirst	+44 2890 817327	www.cumberlanduk.co.uk
Bendini	Italy	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terex.com
Bencini - Cams	Italy	Direct	+378 549 988 111	Direct	+378 549 988 111	www.camsind.com
Böcker	Germany	Direct	+49 238 979 890 150	Direct	+49 238 979 890 150	www.boecker-group.com
Broderson	USA	Cranes UK	0870 0665466	Cranes UK	+44 870 0665466	www.cranesuk.net
EuroRigo	Italy	Direct	+390 4568 61500	Direct	+390 4568 61500	www.rigo.com
Franna	Australia	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
Galizia	Italy	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Gruniverpal	Italy	HTS Direct	01785 816747	HTS Direct	+44 1785 816747	www.hts-direct.co.uk
Imai	Italy	Compact Lifting Equipment	01482 351546	Compact Lifting Equipment	+44 1482 351546	www.compactlifting.com
Grove	Germany	Manitowoc UK	01280 818830	Manitowoc UK	+44 1280 818830	www.manitowoc.com
JMG	Italy	Compact Lifting Equipment	01482 351546	Compact Lifting Equipment	+44 1482 351546	www.compactlifting.com
Kato	Japan	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 7650	www.liebherr.co.uk
Lift Systems	USA	Claxton International	01244 661000	Claxton International	+44 1244 661000	www.claxtoninternational.co.uk
Link-Belt	USA	NRC Plant	01375 361616	NRC Plant	+44 1375 361616	www.nrcplant.co.uk
Locatelli	Italy	Direct	+390 3549 45066	Direct	+39 035 494 5066	www.localitecrane.eu
Manitex	USA	Direct	+1 512 942 3000	Direct	+1 512 942 3000	www.manitex.com
Marchetti	Italy	AGD Equipment	01789 292227	AGD Equipment	+44 1789 292227	www.agd-equipment.co.uk
Ormig	Italy	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu
PPM	France	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
Rigo	Italy	Direct	+390 4568 61500	Direct	+390 4568 61500	www.rigo.com
Sany	China	Tramor	01545 570080	Tramor	+44 1545 570080	www.sanygroup.com
Sennebogen	Germany	EH Hassell & Sons	01782 644299	EH Hassell & Sons	+44 1782 644299	www.hassells.com
Spierings	Netherlands	John Rome	+31 412 697 777	John Rome	+31 412 697 777	www.spieringskranen.nl
Tadano-Faun	Germany	Cranes UK	0870 066 5466	Cranes UK	+44 870 066 5466	www.cranesuk.net
terex	Germany	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
Valla	Italy	Peter Hird & Sons	01482 227333	Peter Hird & Sons	+44 1482 227333	www.peter-hird.co.uk
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	+44 2881 659709	www.cannonxcmg.co.uk
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com

CRAWLER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Fushun	China	Cranebusiness	+31 168 381 575	Cranebusiness	+31 168 381575	www.cranebusiness.com
Fuwa	China	Cranebusiness	+31 168 381 575	Cranebusiness	+31 168 381 575	www.cranebusiness.com
Hitachi-Sumitomo	Japan	NRC Plant	01375 361616	NRC Plant	+44 1375 361616	www.nrcplant.co.uk
IHI Japan	AGD	Equipment	01789 292227	Rivertek	+353 214 385342	www.agd-equipment.co.uk
Kobelco	Japan	Kobelco Cranes Europe	01342 301122	Kobelco Cranes Europe	+44 1342 301122	www.kobelco-cranes.com
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Link-Belt	USA	NRC Plant	01375 361616	NRC Plant	+44 1375 361 616	www.nrcplant.co.uk
Logicrane	Holland	Cranebusiness	+31 168 381 575	Cranebusiness	+31 168 381 575	www.cranebusiness.com
Maeda	Japan	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Mantis	USA	Cranes UK	0870 066 5466	Cranes UK	+44 870 066 5466	www.cranesuk.net
Marchetti	Italy	Cranebusiness	+31 168 381 575	Cranebusiness	+31 168 381 575	www.cranebusiness.com
Sany	China	Tramor	01545 570080	Tramor	+44 1545 570080	www.sanygroup.com
Sennebogen	Germany	EH Hassell & Sons	01782 644299	EH Hassell & Sons	+44 1782 644299	www.hassells.com
Terex	Germany	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	+44 2881 659709	www.cannonxcmg.co.uk
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com

TOWER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Arcomet	Belgium	Arcomet Cranes	01296 652260	Arcomet Cranes	+44 1296 652260	www.arcomet.com
Artic Cranes	Sweden	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
Benazzato	Italy	Falcon Crane Hire	01362 821048	Falcon Crane Hire	+44 1362 821048	www.falcon-crane-sales-hire-uk.com
Cattaneo	Italy	Weaving Machinery	01386 49155	Weaving Machinery	+44 1386 49155	www.weavingmachinerycranes.net
Cinomatic	Italy	Wanted	+39 341 281 961	Wanted	+39 341 281 961	www.cinomatic.com
Clever Crane	Italy	Wanted	+39 290 848 689	Wanted	+39 290 848 689	www.gelcogru.com
Cobra	Switzerland	Direct	+41 266 751 530	Direct	+41 266 751 530	www.cobra-crane.com
Comedil	Italy	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
Comansa	Spain	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
FB Gru	Italy	Crane Hire East Anglia	01206 899622	Northern Lift Trucks	028 9267 3111	www.cranehireeastanglia.co.uk
FM Gru	Italy	Mantis Cranes	0845 3098158	Mantis Cranes Ireland	+353 7491 49981	www.mantiscranes.ie
Gelco Clever Crane	Italy	Wanted	+39 290 848 689	Wanted	+39 290 848 689	www.gelcogru.com
Jaso	Spain	Falcon Crane Hire	01362 821048	Falcon Crane Hire	+44 1362 821048	www.falcon-crane-sales-hire-uk.com
Jost	Germany	London Tower Crane	+44 (20) 8953 7800	London Tower Crane	+44 (20) 8953 7800	www.londontowercranes.co.uk
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Linden Comansa	Spain	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
Mantis	Ireland	Mantis Cranes	0845 3098158	Mantis Cranes Ireland	+353 7491 49981	www.mantiscranes.ie
MTT	Germany	MTI-Lux SA	+352 2674 5480	MTI-Lux SA	+352 2674 5480	www.mti-lux.com
Peiner	Germany	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
Potain top slew	France	Manitowoc UK	01280 818830	Manitowoc UK	+44 1280 818830	www.manitowoc.com
Potain self erectors	France	Ladybird Crane Hire	01527 889889	Ladybird Crane Hire	+44 1527 889889	www.ladybirdcranesales.co.uk
Raimondi	Italy	Vanson Cranes	01476 861011	Irish Crane and Lifting	+353 643 3722	www.vansoncranes.com
Spierings	Holland	Spierings Kranen	+31 4126 97777	Spierings Kranen	+31 4126 97777	www.spieringskranen.com
SAEZ Cranes	Spain	London Tower Crane	+44 (20) 8953 7800	Mantis Cranes Ireland	+353 7491 49981	www.londontowercranes.co.uk
San Marco	Italy	Direct	+39 032 282 601	Direct	+39 032 282 601	www.sanmarco-int.com
Terex Cranes	Italy	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
Vanson	UK	Vanson Cranes	01476 861011	Vanson Cranes	+44 1476 861011	www.vansoncranes.com
Vicario	Italy	Wanted	+39 3228 46690	Wanted	+39 3228 46690	www.vicariogru.com
Wolffkran	Germany	HTC Plant	01709 559668	HTC Plant	+44 1709 559668	www.htcplant.com
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com
Yongmao	China	Jin Long Europe	01707 600199	Jin Long Europe	+44 1707 600199	www.jinlongeurope.com

SPIDER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Benelli Gru	Italy	Direct	+39 522 969 756	Direct	+39 522 969 756	www.benelligr.it
Cormidi	Italy	Cormidi UK	07092 130635	Cormidi UK	+44 7092 130635	www.cormidiplant.co.uk
Galizia	Italy	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Imai	Italy	Compact Lifting Equipment	01482 351546	Compact Lifting Equipment	+44 1482 351546	www.compactlifting.com
Jekko	Italy	Compact Lifting Equipment	01482 351546	Compact Lifting Equipment	+44 1482 351546	www.compactlifting.com
Kegiom	Italy	Direct	+39 0143 822 031	Direct	+39 0143 822 031	www.kegiom.com
Maeda	Japan	Kranlyft UK	0117 982 6661	Kranlyft UK	+44 117 982 6661	www.kranlyft.co.uk
Palazzani	Italy	Tracked Access	0845 603 5360	Tracked Access	0845 603 5360	www.poweredaccess.com
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	+44 1246 811475	www.pennyhydraulics.com
Reedyk	Holland	Wanted	+31 186 572 044	Wanted	+31 186 572 044	www.reedijkhydrauliek.nl
Riebsamen	Germany	Direct	+49 7582 791	Direct	+49 7582 791	www.riebsamen.de
R&B	Japan	Direct	+81 33919 2218	Direct	+81 33919 2218	www.rbe.co.jp
UNIC	Japan	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Valla	Italy	Peter Hird & Sons	01482 227333	Peter Hird & Sons	+44 1482 227333	www.peter-hird.co.uk

LOADER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Amco Veba	Italy	Tip N Lift	01473 740381	Tip N Lift	+44 1473 740381	www.tipnlift.co.uk
Atlas	Germany	Atlas Terex U.K	01698 503276	Sleator Plant	+44 2890 844251	www.terex.com
Benelli Gru	Italy	Direct	+39 522 969 756	Direct	+39 522 969 756	www.benelligr.it
Cargotec/Hiab	Sweden	Cargotec UK	01691 623100	Cahir House Machinery	+353 5274 41300	www.hiab.co.uk
Copma	Italy	Wanted	+39 0546 653 711	Wanted	+39 0546 653 711	www.copma2000.com
Cormach	Italy	E. Doe & Sons	01206 871881	Hydraweld	+353 1458 0402	www.ernestdoe.com
Effer	Italy	Effer UK	01162 866743	Lambe engineering	+353 5793 55736	www.effer.com
Effer Marine	Italy	Preffered Marine Cranes	01634 297733	Preffered Marine Cranes	+44 1634 297733	www.effer.com/marine
Fassi	Italy	Fassi UK	01926 889779	Fassi UK	+44 1926 889779	www.fassi.co.uk
Ferrari	Italy	Direct	+39 522 486 311	Direct	+39 522 486 311	www.filliferrari.it
Hiab	Sweden	Cargotec UK	01691 623100	Cahir House Machinery	+353 5274 41300	www.hiab.co.uk
HMF	Denmark	HMF UK	01733 558145	HMF UK	+44 1733 558145	www.hmf.dk
Hyva	Holland	Hyva UK	0161 776 6600	Hyva UK	+44 161 776 6600	www.hyva.co.uk
Kennis	Holland	Hyva UK	0161 776 6600	Hyva UK	+44 161 776 6600	www.hyva.co.uk
Maxlift	Italy	Ernest Doe	01245 380311	Direct	+39 0522 963 039	www.modenaweb.it
MKG	Germany	Truck Hyd. Services	01530 510101	MGK	+49 421 321 406	www.mkg-export.com
Next Hydraulics	Italy	Ernest Doe	01245 380311	Direct	+39 0522 963 039	www.modenaweb.it
Palfinger	Austria	T.H White	01380 722381	Palfinger Ireland	+353 5793 52525	www.thwhite.co.uk
Palfinger	Austria	Outreach - Scotland	01324 889000	Palfinger Ireland	+353 5793 52525	www.outreachltd.co.uk
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	+44 1246 811475	www.pennyhydraulics.com
Pesci	Italy	Pesci UK	0844 770 7969	Pesci UK	0844 770 7969	www.pesci.co.uk
PM	Italy	Central Hydraulic Loaders	01827 283344	Joseph Bennett and Sons	+353 5786 25245	www.pmcranesuk.co.uk
Terex Atlas	Germany	Atlas Terex U.K	01698 503276	Sleator Plant	+44 2890 844251	www.terex.com
Tirre	Germany	Harsh UK	01759 372100	Harsh UK	+44 1759 372100	www.harshuk.com

TRAILER / ALUMINIUM CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Bocker	Germany	Direct	+49 238 979 890 150	Direct	+49 238 979 890 150	www.boecker-group.com
Emminghaus	Germany	Direct	+49 5264 64640	Direct	+49 5264 64640	www.emminghaus.de
Klaas	Germany	Wanted	+49 2593 95920	Wanted	+49 2593 95920	www.klaas.com
Paus	Germany	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk

LIFTING GEAR

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Al-Vac	Danmark	Al-vec UK	08702 418772	Al-vec UK	+44 8702 418772	www.al-vac.co.uk
Baltrotors	Latvia	Approved Hydraulics	0854 4770 7969	Approved Hydraulics	+44 854 4770 7969	www.approvedhydraulics.co.uk
Bakker Hydraulic	Holland	Approved Hydraulics	0854 4770 7969	Approved Hydraulics	+44 854 4770 7969	www.approvedhydraulics.co.uk
Conquip	UK	Conquip	0845 520 1102	Conquip	+44 0845 520 1102	www.conquipindustrial.com
Enerpac	USA	Enerpac	01215 050787	Enerpac	+44 1215 050787	www.enerpac.com
Hydrospeex	Netherlands	Enerpac	01215 050787	Enerpac	+44 1215 050787	www.enerpac.com
Lift Systems	USA	Claxton International	01244 661000	Claxton International	+44 1244 661000	www.claxtoninternational.co.uk
Modulift	UK	Modulift UK	01202 621511	Modulift UK	+44 1202 621511	www.modulift.com
Probst	UK	Probst Handling Equipment	01939 235325	Probst Handling Equipment	+44 1939 235325	www.probst-handling.co.uk
Scanlift	UK	Scanlift	01206 396111	CMH	+353 4587 6225	www.scanlift.co.uk
Sumner Lift	USA	Sumner Lift UK	01905 458333	Sumner Lift UK	+44 1905 458333	www.sumner.com
Unitex	USA	Ridge Gear	01538 384108	Ridge Gear	+44 1538 384108	www.ridgegear.com
Versa-Lift	USA	Pooler LMT	01952 770189	Pooler LMT	+44 1952 770189	www.pooler-lmt.com

TELEHANDLERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ausa	Spain	Ausa UK	07970 639988	Ausa UK	+44 7970 639988	www.ausa.com
Bobcat	France	Bobcat UK	01942 266880	Montana Plant Sales	+353 1401 8844	www.bobcat.eu
Case	Italy	Case Construction	01302 802802	Case Construction	+44 1302 802802	www.casece.com
Caterpillar	Belgium	Finning UK	01530 249605	Finning Ireland	+353 1464 3500	www.finning.co.uk
Claas	Germany	Class UK	01284 763100	Class UK	+44 1284 763100	www.claas.com
Deutz	Belgium	Deutz AG	01788 891892	Deutz AG	+44 1543 438900	www.deutz-fahr.com
Dieci	Italy	Dieci Telehandlers UK	01258 817997	Dieci	+44 2830 821230	www.dieci-telehandlers.co.uk
Doosan	France	Bobcat UK	020 87230161	Montana Plant Sales	+353 1401 8844	www.bobcat.eu
Faresin	Italy	Metcalf Ag	01995 61166	Wanted	0445 800300	www.faresindustries.com
Genie	Italy	Genie UK	01476 584333	Genie UK	+44 1476 584333	www.tdtequipment.com
Giraf Track	Belgium	Wanted	+32 5673 8080	Wanted	+32 5673 8080	www.giraftrack.com
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Jakob Fahrzeugbau	Switzerland	Not distributed	+41 71 411 67 60	Not distributed	+41 71 411 67 60	www.jakobfahrzeugbau.ch
JCB	UK	JCB	01889 590312	JCB	+44 1889 590312	www.jcb.co.uk
JLG	Belgium	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Kramer	Germany	Kevin Walker	01845 577832	Purcell Plant	+353 4548 7927	www.kramerallrad.co.uk
Landini	Italy	Agriargo UK	01302 757550	D&S Machinery	+353 1450 7377	www.agriargouk.com
Liebherr	Austria	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Lull	USA	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Merlo	Italy	Merlo UK	01425 480806	Merlo UK	+44 1425 480806	www.merlo.co.uk
MEC	US	Platform Sales Europe	+31 7865 21765	Platform Sales Europe	+31 7865 21765	www.platformsales europe.com
Neuson Kramer	Germany	Kevin Walker	01845 577832	Purcell Plant	+353 4548 7927	www.kramerallrad.co.uk
New Holland	Italy	New Holland Construction	01268 292423	New Holland Construction	+44 1268 292423	www.newholland.com
Pettibone	USA	Direct	+1 800 467 3884	Direct	+1 800 467 3884	www.gopettibone.com
Sennebogen	Germany	EH Hassell & Sons	01782 644299	MAC Machinery	+353 7491 56708	www.hassell.com
Skytrak	USA	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Terex	Italy	TDL Equipment	08444 994499	TDL Equipment	+44 8444 994499	www.tdtequipment.com
VHS Manirail	Holland	Direct	+31 4973 31033	Direct	+31 4973 31033	www.vhsbladel.nl
XCMG	China	Cannon Specialist	02881 659709	Cannon Specialist	+44 2881 659709	www.cannonxcmg.co.uk

SELF-PROPELLED BOOM LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Aichi	Japan	Aichi Sales Office BV	+31 162 431543	Aichi Sales Office BV	+31 162 431543	www.aichi.eu
Airo	Italy	Direct	+39 522 977365	Direct	+39 522 977365	www.airo.it
ATN	France	Wanted	+33 553 761 235	Wanted	+33 553 761 235	www.atnplatforms.com
Cautrac	UK	Direct	01206 273111	Direct	+44 1206 273111	www.cautrac.com
Dingli	China	Leach Lewis	0845 009 7555	Leach Lewis	+44 845 009 7555	www.leachlewis.com
Dinolift	Finland	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Genie	USA	Genie UK	014765 84333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Giraf Track	Belgium	Wanted	+32 5673 8080	Wanted	+32 5673 8080	www.giraftrack.com
HAB	Germany	Ascendant Access	01914 879933	Ascendant Access	+44 1914 879933	www.ascendantaccess.com
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Hitachi	Japan	HM Plant	01914 308400	HM Plant	+44 1914 308400	www.hmplant.ltd.uk
Imer Group	Italy	Imer Group	+39 577 97341	Imer Group	+39 577 97341	www.imergroup.com
JLG	USA-Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
JCHI	China	Wanted	+86 10615 39210	Wanted	+86 10615 39210	www.jchic.com
Kreitzler	Germany	Direct	+49 23026 98418	Direct	+49 23026 98418	www.kreitzler.de
Leguan	Finland	AXS Sales	01527 908708	Direct	+358 3347 6400	www.axs-sales.com
Lehmann	Germany	Wanted	+49 351 854 040	Wanted	+49 351 854 040	www.lehmann.lifte.de
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Matilsa	Spain	Wanted	+34 976 294547	Wanted	+34 976 294547	www.matilsa.es
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
MEC	USA	Platform Sales Europe	+31 7865 21765	Platform Sales Europe	+31 7865 21765	www.platformsales-europe.com
Mecaplus	Spain	Powerlift UK	014804 07771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Nagano	Japan	Kemp Hoogwerkers	+31 30669 1091	Kemp Hoogwerkers	+31 30669 1091	www.kemphoogwerkers.nl
Nifty	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Nostolift	Finland	Direct	+358 4002 44040	Direct	+358 4002 44040	www.nostolift.fi
Platform Basket	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	+44 1691 676235	www.skyjack.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Tadano	Japan	Direct	+81 33621 7750	Direct	+81 33621 7750	www.tadano.co.jp
Toucan	France	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com

SCISSOR LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Access-Zipper	UK	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.acessequipment.net
Aichi	Japan	Aichi Sales Office BV	+31 162 431543	Aichi Sales Office BV	+31 162 431543	www.aichi.eu
Airo	Italy	Direct	+39 522 977365	Direct	+39 522 977365	www.airo.it
Alarina	Spain	Direct	+34 950 315643	Direct	+34 950 315643	www.alarina.es
ATN	France	Wanted	+33 553 761 235	Wanted	+33 553 761 235	www.atnplatforms.com
Bravi	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Custom Equipment	USA	Direct	+1 262 644 1300	Direct	+1 262 644 1300	www.hybridlifts.com
Dingli	China	Leach Lewis	0845 009 7555	Leach Lewis	+44 845 009 7555	www.leachlewis.com
Eazzi Lift	UK	R2 Access Platforms	07799 118462	R2 Access Platforms	+44 7799 118 462	www.r2access.com
Eddielift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Edmolift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Faraone	Italy	Powerlift UK	014804 07771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Genie	USA	Genie UK	014765 84333	Genie Europe	+44 14765 84333	www.genielift.co.uk
HAB	Germany	Ascendant Access	01914 879933	Ascendant Access	+44 1914 879933	www.ascendantaccess.com
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Holland Lift	Holland	Russon Access	01384 444630	Russon Access	+44 1384 444630	www.hollandlift.com
Hybrid	USA	Direct	+1 262 644 1300	Direct	+1 262 644 1300	www.hybridlifts.com
Iteco/Imer	Italy	Imer Group	+39 577 97341	Imer Group	+39 577 97341	www.imergroup.com
JLG	USA-Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
JCHI	China	Wanted	+86 10615 39210	Wanted	+86 10615 39210	www.jchic.com
Kreitzler	Germany	Direct	+49 23026 98418	Direct	+49 23026 98418	www.kreitzler.de
Leguan	Finland	AXS Sales	01527 908708	Direct	+358 3347 6400	www.axs-sales.com
Liftlux	Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
MEC	USA	Platform Sales Europe	+31 7865 21765	Platform Sales Europe	+31 7865 21765	www.platformsales-europe.com
Nagano	Japan	Kemp Hoogwerkers	+31 30669 1091	Kemp Hoogwerkers	+31 30669 1091	www.kemphoogwerkers.nl
Omega	Holland	Direct	+31 174 525990	Direct	+31 174 525990	www.omegaplatforms.nl
Oxley Group	Italy	Direct	+39 171 857036	Direct	+39 171 857036	www.oxley.es
PB Lifttechnik	Germany	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
PLE	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Pop-Up	UK	Pop Up Products	01244 833933	Pop Up Products	+44 1244 833 933	www.popupproducts.co.uk
Power Tower	UK	Power Tower	01162 001757	Power Tower	+44 1162 001757	www.powertowers.co.uk
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	+44 1691 676235	www.skyjack.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Tadano	Germany	Direct	+81 33621 7750	Direct	+81 33621 7750	www.tadano.co.jp
UpRight	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Youngman	China	Youngman/APS	01621 745900	APS	+44 1480 891251	www.youngmangroup.com

VEHICLE MOUNTED LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ascendant	UK	Ascendant Access	0191 4879933	Ascendant Access	+44 191 4879933	www.ascendantaccess.com
Altec	USA	Cumberland Industries	01536 529 876	SafeFirst	+44 2890 817327	www.cumberlanduk.co.uk
Barin	Italy	Direct	+39 4959 71300	Direct	+39 4959 71300	www.barin.it
Benelli gru	Italy	Direct	+39 522 969756	Direct	+39 522 969756	www.benelligrup.it
Bison-Palfinger	Germany	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
Bizzocchi	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelif.com
Böcker	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
Bronto Skylift	Finland	Ian James	07884 497267	Ian James	07884 497267	www.bronto.fi
Bronto Fire Platforms	Finland	Angloco	01924 441212	Angloco	+44 1924 441212	www.angloco.co.uk
Cautrac	UK	Cautrac	01206 273111	Cautrac	+44 1206 273111	www.cautrac.com
Cela	Italy	Euraccess	01179 609499	Wanted	+39 3098 84084	www.euraccess.co.uk
CMC	Italy	Direct	+39 5194 870720	Direct	+39 5194 870720	www.cmclift.com
Co.Me.t	Italy	Wanted	+39 051 687 8711	Wanted	+39 051 687 8711	www.officinecomet.it
CTE	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelif.com
Easy Lift	Italy	Powerlift UK	014804 07771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Esda Fahrzeugwerke	Germany	Wanted	+49 5513 8590	Wanted	+49 5513 8590	www.esda-fahrzeugwerke.de
Gardner Denver	UK	Gardner Denver UK	01274 681351	Gardner Denver UK	+44 1274 681351	www.gdpoweredaccess.com
GSR	Italy	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
Hinowa	Italy	APS	01480 891251	APS	+44 1480 891251	www.accessplatforms.co.uk
Isoli	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Moog	Germany	Direct	+49 7555 9330	Direct	+49 7555 9330	www.moog-online.de
Movex	Spain	Powerlift UK	014804 07771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Multithog	UK	Cumberland Industries	01536 529876	Cumberland Industries	+44 1536 529 876	www.cumberlanduk.co.uk
Multitel-Pagliero	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.acessequipment.net
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Nostolift	Finland	Direct	+358 4002 44040	Direct	+358 4002 44040	www.nostolift.fi
Oil&Steel	Italy	HSG Systems	07782 390774	HSG Systems	+44 7782 390 774	www.acessequipmentales.com
Oil&Steel	Italy	Oil&Steel UK	01561 377060	Jackson Group	+44 1561 377060	www.jacksongroup.co.uk
Pagliero	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.acessequipment.net
Palfinger Platforms	Germany	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu
PowerLift	UK	Powerlift UK	014804 07771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Powered Access	UK	Gardner Denver UK	01274 681351	Gardner Denver UK	+44 1274 681351	www.gdpoweredaccess.com
Priestman	UK	Gardner Denver UK	01274 681351	Gardner Denver UK	+44 1274 681351	www.gdpoweredaccess.com

VEHICLE MOUNTED LIFTS continued

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
RAM	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Rüthmann	Germany	ASI	08718 714284	ASI	+44 8718 714284	www.asionline.co.uk
Sky Aces	Italy	Direct	+39 535 730 027	Direct	+39 535 730 027	www.skyaces.eu
SkyKing	UK	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
Socage	Italy	Socage UK	01536 529876	Socage UK	+44 1536 529876	www.socageuk.com
Talleres Velilla	Spain	Powerlift UK	014804 07771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Tecchio	Italy	Wanted	+39 4299 0648	Wanted	+39 4299 0648	www.techiosrl.com
Terex Utilities	USA	TDL Equipment	08444 994499	TDL Equipment	+44 8444 994499	www.tdlequipment.com
Teupen	Germany	Direct	+49 2562 81610	Direct	+49 2562 81610	www.teupen.com
Versalift	UK	Versalift UK	01536 721010	Versalift UK	+44 1536 721010	www.versalift.co.uk
Wumag-Palfinger	Germany	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk

TRAILER LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Bill-Jax	USA	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Böcker	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
Custers	Holland	Hi-Lift Access	01623 474154	Hi-Lift Access	+44 1623 474 154	www.hi-liftaccess.co.uk
Dinolf	Finland	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Emminghaus	Germany	Direct	+49 5264 64640	Direct	+49 5264 64640	www.emminghaus.de
Genie	USA	Genie UK	01476 584333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
JLG	USA-Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Klaas	Germany	Direct	+49 2593 95920	Direct	+49 2593 95920	www.klaas.com
Matilsa	Spain	Wanted	+34 976 294547	Wanted	+34 976 294547	www.matilsa.es
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Omme	Denmark	APS	01480 891251	APS	+44 1480 891251	www.accessplatforms.co.uk
Paus	Germany	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202 071	www.unic-cranes.co.uk
PLE	USA	Direct	+1 605 763 2945	Direct	+1 605 763 2945	www.portablelifequipment.com
Skyhigh	Belgium	Russon Access	01384 444630	Russon Access	+44 1384 444630	www.hollandlift.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Teupen	Germany	Direct	+49 2562 81610	Direct	+49 2562 81610	www.teupen.com
Thomas Hoogwerkers	Belgium	Direct	+32 5237 1005	Direct	+32 5237 1005	www.thomas-hoogwerkers.be

PUSH AROUND LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Alarina	Spain	Direct	+34 950 315643	Direct	+34 950 315643	www.alarina.es
Bill-Jax	USA	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Böcker	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
Dingli	China	Leach Lewis	0845 009 7555	Leach Lewis	+44 845 009 7555	www.leachlewis.com
Eazzilift	UK	R2 Access Platforms	07799 118462	R2 Access Platforms	+44 7799 118 462	www.r2access.com
Eddielift	Italy	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Edmolift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Faraone	Italy	Powerlift UK	01480 407771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Genie	USA	Genie UK	01476 584333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Iteco/Imer	Italy	Imer Group	+39 577 97341	Imer Group	+39 577 97341	www.imergroup.com
JLG	USA-France	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Kull/Kempkes	Germany	Wanted	+49 2191 4340	Wanted	+49 2191 4340	www.kull.com
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
Pop-Up	UK	Pop Up Products	01244 833933	Pop Up Products	+44 1244 833 933	www.popupproducts.co.uk
Power Scissor	UK	Russon Access	01384 444630	Russon Access	+44 1384 444630	www.hollandlift.com
Power Tower	UK	Power Tower	01162 001757	Power Tower	+44 1162 001757	www.powertowers.co.uk
Snorkel	UK	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Youngman	China	Youngman/APS	01621 745900	Youngman/APS	+44 1480 891251	www.youngmangroup.com

SYRINX[®] No.1 for Cranes & Powered Access

900+ companies worldwide successfully use Syrinx[®]

SPARROW CRANE LIMITED

"Syrinx has certainly brought all of this information together into one database and improved the efficiency of our business from start to finish." Phil Mitchell

Rose Access Solutions Ltd

"Syrinx is our ideal solution." Gary Rose

KIMBERLY GROUP

"When we were undertaking due diligence on the acquisition of another powered access company, who were already using the Syrinx system, we noted that Syrinx gave them a number of operational and financial functions that we didn't have with our existing system. Kimberly Access are a focused operational business and so this excited us. Syrinx is now set up as our group rental system and Higher Concept Software have exceeded all our expectations in terms of the product and their customer service." Ray Ledger

Lifterz

"We chose Syrinx because of its stability and reliability - a great improvement on our previous system." Malcolm Bowers

platform
Lift & Move

"Syrinx is the product best suited to the Powered Access Industry. The service was professional through from point of sale to data management to installation making the transition very easy." Duncan Howard

1UP ACCESS

"After a disastrous 3 months with our initial supplier we switched to Syrinx and within 1 day we were up and running with all our plant information on the system. I would recommend Syrinx again and again, it's easy to use and the reporting is excellent. I can't thank Higher Concept Software enough, they pulled out all the stops when we really needed them." Ben James

HORIZON PLATFORMS

"Syrinx is easy to use, self explanatory and yet sophisticated." Ben Hirst



www.higherconcept.co.uk Tel: +44 (0) 118 956 9577

SPIDER LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Benelli gru	Italy	Direct	+39 522 969756	Direct	+39 522 969756	www.benelligr.it
Bluelift	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Cela	Italy	Euraccess	01179 609499	Wanted	+39 3098 84084	www.euraccess.co.uk
Cormidi	Italy	Cormidi UK	07092 130635	Cormidi UK	+44 7092 130635	www.cormidiplant.co.uk
CTE	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelift.com
Dinolift	Finland	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Easy Lift	Italy	Powerlift UK	01480 407771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Falck Schmidt	Denmark	Urban Access	01202 593411	Urban Access	+44 1202 593411	www.urban-access.co.uk
Hinowa	Italy	APS	01480 891251	APS	+44 1480 891251	www.accessplatforms.co.uk
IHLmer	Italy	Imer Group	+39 577 97341	Imer Group	+39 577 97341	www.imergroup.com
Imer	Italy	Imer Group	+39 577 97341	Imer Group	+39 577 97341	www.imergroup.com
Jekko	Italy	Compact Lifting Equipment	01482 351546	Compact Lifting Equipment	+44 1482 351546	www.compactlifting.com
Leader	Italy	Wanted	+39 0522 619270	Wanted	+39 0522 619270	www.leader-platt.it
Leguan	Finland	AXS Sales	01527 90870	Direct	+358 3347 6400	www.axs-sales.com
Multitel	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Oil&Steel	Italy	HSG Systems	07782 390 774	HSG Systems	+44 7782 390 774	www.accessequipmentsales.com
Oil&Steel	Italy	Oil&Steel UK	01561 377060	Jackson Group	+44 1561 377060	www.jacksongroup.co.uk
Omme	Denmark	APS	01480 891251	APS	+44 1480 891251	www.accessplatforms.co.uk
Pagliari	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Palazzani	Italy	Tracked Access	0845 603 5360	Tracked Access	0845 603 5360	www.poweredaccess.com
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu
Platform Basket	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
R&B	Japan	France Elevateur Germany	+49 3413 08895	France Elevateur Germany	+49 3413 08895	www.france-eleveur.de
RAM	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Skyline	Italy	Direct	+39 3190 750988	Direct	+39 3190 750988	www.skylinesrl.eu
Socage	Italy	Socage UK	01536 529876	Socage UK	+44 1536 529876	www.socageuk.com
SUP Elefant	Italy	Direct	+39 5739 19196	Direct	+39 5739 19196	www.supelefant.com
Teupen	Germany	Direct	+49 2562 81610	Direct	+49 2562 81610	www.teupen.com

MAST CLIMBERS & HOISTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ahler	Spain	BFT Mastclimbers	01525 853575	BFT Mastclimbers	+44 1525 853575	www.bftmastclimbing.com
Alba	Spain	Wanted	+34 944 711 600	Wanted	+34 944 711 600	www.alba.es
Alimak	Sweden	Alimak Hek	01933 354700	Alimak Hek	+44 1933 354700	www.alimakhek.com
AS Climber	Spain	Direct	+34 916 918 580	Direct	+34 916 918 580	www.asclimber.com
Böcker	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
Camac	Spain	Direct	+34 937 771 050	Direct	+34 937 771 050	www.camaca.com
Electroelsa	Italy	Direct	+39 057 791 3401	Direct	+39 057 791 3401	www.electroelsa.com
Euroscaf	Italy	Direct	+39 042 374 6732	Direct	+39 042 374 6732	www.euroscaf.it
Encomat	Spain	Direct	+34 916 280 056	Direct	+34 916 280 056	www.encomat.com
Fixator	France	Direct	+33 241 311 700	Direct	+33 241 311 700	www.fixator-lift.com
Fraco	Canada	Fraco UK	01895 262215	Fraco UK	+44 1895 262215	www.fraco.co.uk
Geda	Germany	Keith Hancock	07765 234446	Keith Hancock	+44 7765 234446	www.geda.de
Goian	Spain	Wanted	+34 943 804 001	Wanted	+34 943 804 001	www.goian.com
Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Hek	Holland	Alimak Hek	01933 354700	Alimak Hek	+44 1933 354700	www.alimakhek.com
Hydro Mobile	Canada	Wanted	+1 888 484 9376	Wanted	+1 888 484 9376	www.hydro-mobile.com
Maber	Italy	Imer Direct UK	01215 225930	Maber	+39 444 660 872	www.imerdirect.com
MP-Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Piat	Italy	Direct	+39 041 927 824	Direct	+39 041 927 824	www.piatvideasrl.com
Rovers	Italy	Wanted	+39 089 772 4134	Wanted	+39 089 772 4134	www.rovers.it
Safi	Italy	Direct	+39 042 363 9321	Direct	+39 042 363 9321	www.safi.it
Scanclimber	Finland	Scanclimber UK	01505 702600	Scanclimber UK	+44 1505 702600	www.scanclimber.co.uk
Steinweg	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
SMEA.N.	Italy	Wanted	+39 081 250 8421	Wanted	+39 081 250 8421	www.smean.it
Stros	Slovakia	Direct	+420 318 842 111	Direct	+420 318 842 111	www.stros.cz

TRANSPORT TRAILERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Broshuis	Holland	Broshuis Trailers UK	01858 432502	Broshuis Trailers UK	+44 1858 432502	www.broshuis.com
Goldhofer	Germany	Andover Trailers	01264 358944	Andover Trailers	+44 1475 522611	www.goldhofer.de
King	UK	King Trailers	01858 467361	King Trailers	+44 1858 467361	www.kingtrailers.co.uk
Nicolas	France	Munro Commercials	01704 897003	Munro Commercials	+44 1704 897003	www.munrocommercials.com
Nooteboom	Holland	HSE Nooteboom	01536 204233	HSE Nooteboom	+44 1536 204233	www.hse-nooteboom.com
Faymonville	Belgium	Traffco	01536 206915	Ashbourne Truck Centre	+353 1835 0573	www.faymonville.com
Schuler & Schlomer	Switzerland	Wanted	+41 854 7000	Wanted	+41 854 7000	www.schuler-schuler.ch
Tinsley	UK	Tinsley	01642 784279	Tinsley	+44 1642 784279	www.tinsleyspecialproducts.com

MOBILE ACCESS TOWERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Advance	Australia	Clow Group	01415 546272	Clow Group	+44 141 554 6272	www.clowgroup.co.uk
Aliscaff	UK	Aliscaff	01279 406270	Aliscaff	+44 1279 406270	www.alistage.co.uk
Alto	UK	Alto Tower Systems	08451 776644	Alto Tower Systems	+44 8451 776644	www.alto-towers.co.uk
Alltrex	UK	Pop Up Products	01244 833933	Pop Up Products	+44 1244 833 933	www.popupproducts.co.uk
Big Astor	Italy	Wanted	+39 116 051 743	Wanted	+39 116 051 743	www.bigastor.it
Euro Towers	UK	Euro Towers	01604 644774	Euro Towers	+44 1604 644774	www.eurotowers.co.uk
Faraone	Italy	Powerlift UK	01480 407771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Frigerio	Italy	Wanted	+39 035 525 115	Wanted	+39 035 525 115	www.eng.frigeriospa.com
Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Instant UpRight	Ireland	Planet Platforms	0800 0854 161	Rigdeway Plant	+44 2890 454599	www.planetplatforms.co.uk
Instant UpRight	Eire	Planet Platforms	0800 0854 161	F.A.S.T Scaffold	+353 1830 8133	www.fastscaffolds.com
Layher	Germany	Layher UK	01462 475100	Layher UK	+44 1462 475100	www.layher.co.uk
Lyte Industries	UK	Lyte Industries	01792 796666	Lyte Industries	+44 1792 796666	www.lyteladders.co.uk
Monkey Tower	UK	Monkey Tower	01277 356172	Monkey Tower	+44 1277 356172	www.monkeytower.co.uk
Eiger Tower	UK	Pop Up Products	01244 833 933	Pop Up Products	+44 1244 833 933	www.popupproducts.co.uk
Pop Up Products	UK	Pop Up Products	01244 833 933	Pop Up Products	+44 1244 833 933	www.popupproducts.co.uk
Pyrascaf	UK	Pyrascaf	07818 558379	Pyrascaf	+353 1830 7328	www.pyrascaftd.com
Svelt	Italy	Wanted	+39 035 681663	Wanted	+39 035 681663	www.svelt.it
Turner Access	UK	Turner Access	01413 095555	Turner Access	+44 141 309 5555	www.turner-access.co.uk
Youngman	UK	Youngman/APS	01621 745900	Youngman/APS	+44 1480 891251	www.youngmangroup.com
Zarges	Germany	Zarges UK	01908 641118	Zarges UK	+44 1908 641118	www.zargesuk.co.uk
Zip-Up	Ireland	Planet Platforms	0800 0854161	F.A.S.T Scaffold	+353 1830 8133	www.planetplatforms.co.uk

DISCONTINUED BRANDS

Manufacturer	Status	Spare Parts	UK Telephone	Website
ABM	Acquired by Haulotte	Haulotte UK	01952 292753	www.haulotte.co.uk
Aerial	Absorbed into Tanfield	Tanfield	01914 871311	www.tanfieldgroup.com
Condor	Part of Time International	Versalift UK	01536 721010	www.versalift.co.uk
Coles	Absorbed by Grove	Manitowoc UK	01895 430053	www.manitowoc.com
Denka	Filed for bankruptcy	For spare parts call	+ 45 5945 5500	www.denka.com
Gradall	Telehandlers absorbed into JLG	JLG Industries UK	01616 541000	www.jlg.com
Grove Manlift	Acquired by JLG	MinnPar	+ 1 612 379 0606	www.minnpar.com
Iron Fairy	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020	www.jonescranes.co.uk
Italmec	Closed	Powerlift UK	01480 407771	www.powerliftgroup.com
Jones	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020	www.jonescranes.co.uk
Kesla	Aerial lifts acquired by Nostolift	AJ Access Ltd	01291 423930	www.accessplatforms.com
Lionlift	Absorbed into PC Produzioni	PC Produzioni	+ 39 33876 74786	www.manotti.eu
Luna	Ceased manufacturing	Luna	+ 349 7421 1020	www.luna.es
Pinguely	Haulotte Group	Haulotte UK	01952 292753	www.haulotte.co.uk
Simon	Self-Propelled business acquired by Terex	Genie UK	01476 584333	www.genielift.co.uk
SkyHigh	Acquired by Servi-Tec	Russon Access	01384 444630	www.hollandlift.com
Strato Lift	Closed	MinnPar	+ 1 612 379 0606	www.minnpar.com
UpRight	Rebranded as Snorkel	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk

COMPONENTS, ACCESSORIES & PARTS

Manufacturer	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
3B63B6	UK	01482 351546	3B6 UK	+ 44 1482 351546	www.compactlifting.com
AGS	Falcon Crane	01362 821048	Casey Group	+ 353 4548 5240	www.falcon-crane-sales-hire-uk.com
Air-Seal Products	Direct	01823 674411	Direct	+ 44 1823 674411	www.air-sealproducts.com
AlturnaMATS	GreenTek	01132 677000	GreenTek	+ 44 1132 677000	www.greensward.co.uk
Amber Valley Devel.	Direct	0116 240 2968	Direct	+ 44 1162 402968	www.amber-valley.co.uk
Ashtree Glass	Direct	01274 546732	Direct	+ 44 1274 546732	www.ashtreeglass.co.uk
Autec	Wanted	+ 39 0444 901000	Wanted	+ 39 0444 901000	www.autesafety.com
Ascorel	Direct	+ 1 877 717 2253	Direct	+ 1 877 717 2253	www.ascorel.com
Boscaro	Wanted	+ 39 444 866 520	Wanted	+ 39 444 866 520	www.boscaroitalia.com
BFL Alimats	Alimats	01335 345111	Alimats	+ 44 1335 345111	www.craneriggermats.co.uk
BPE	IFCOM UK	01236 770033	IFCOM UK	+ 44 1236 770033	www.bpe.it
Braden Winch	Koppen & Lethem	01636 676794	Koppen & Lethem	+ 44 1636 676794	www.koppen-lethem.co.uk
Butti Lifting Equipment	Awaiting Appointment	+ 390 035 787 300	Awaiting Appointment	+ 390 035 787 300	www.butti.it
Carl Stahl	Carl Stahl Evita	0845 226 0819	Carl Stahl Evita	0845 226 0819	www.carlstahlevita.co.uk
Casar	Pfeifer Drako	01270 587728	Wire Ropes	+ 353 404 67375	www.pfeifer.co.uk
Cautrac	Direct	01206 273111	Direct	+ 44 1206 273111	www.cautrac.com
Cavotec	Cavotec UK	01642 608245	Cavotec UK	+ 44 1642 608245	www.cavotec.co.uk
Cobo	3B6 UK	01482 351546	3B6 UK	+ 44 1482 351546	www.3b6.it
Conquip	Conquip	0845 2015030	Conquip	0845 2015030	www.conquipindustrial.com
Crosby	Crosby UK	01226 290516	Crosby UK	+ 44 1226 240118	www.thecrosbygroup.com
Crown Batteries	Shield Batteries	01279 652067	Shield Batteries	+ 44 1279 652067	www.shieldbatteries.co.uk
C-Tech Industries	C-Tech Europe	01743 599090	C-Tech Europe	+ 44 1743 599090	www.ctech-ind.com
Dakota Shine	Future Products	01623 635171	Future Products	+ 44 1623 635171	www.futureproductsltd.com
Deutz	Deutz UK	01543 438900	Deutz UK	+ 44 1543 438900	www.deutzuk.com
Double Coin Tyres	Kirby Tyres	0870 242 8800	Kirby Tyres	0870 242 8800	www.kirbytyres.co.uk
Dyno	Dyno Europe	+ 32 5661 7977	Dyno Europe	+ 32 5661 7977	www.dynoeurope.com
Dynamic Oil	Direct	+ 39 059 812 601	Direct	+ 39 059 812 601	www.dinamicoil.it
Eco Outrigger Pads	PLC Sales	01449 674154	PLC Sales	+ 44 1449 674154	www.outriggerpads.co.uk
Gantic	GantiCharger UK	07807 348584	GantiCharger UK	+ 44 78073 48584	www.ganticcharger.com
Gearmatic	Koppen & Lethem	01636 676794	Koppen & Lethem	+ 44 1636 676794	www.koppen-lethem.co.uk
G. Fluid	Wanted	+ 39 059 828543	Wanted	+ 39 059 828543	www.gfluid.com
Goodyear Dunlop	Goodyear UK	01213 066000	Goodyear Ireland	+ 353 162 38500	www.goodyear.eu
Hatz	Hatz GB	01455 622100	Hatz GB	+ 44 1455 622100	www.hatzgb.co.uk
HBC-radiomatic	HBC-radiomatic UK	01215 036920	HBC-radiomatic UK	+ 44 1215 036920	www.hbc-radiomatic.co.uk
Hetronic	Hetronic Great Britain	0845 0046938	Hetronic Great Britain	0845 0046938	www.hetronic.co.uk
Hirschmann	Pat Krüger	01889 580101	Pat Krüger	+ 44 1889 580101	www.pat-kruger.co.uk
IGUS	IGUS UK	01604 677240	IGUS UK	+ 44 1604 677240	www.igus.co.uk
Ikusi	Ind. Remote Cont. Sys.	01207 583890	Ind. Remote Cont. Sys.	+ 44 1207 583890	www.ikusi.co.uk
Imet	Simbal	01298 813883	Simbal	+ 44 1298 813883	www.simbal.net
Imo	Direct	+ 49 9193 63950	Direct	+ 49 9193 63950	www.goimo.com
IPS	Independent Parts & Service	01952 607660	Independent Parts & Service	+ 44 1952 607660	www.ips-td.biz
Knott	Knott	01283 531541	Knott	+ 44 1283 531541	www.knottuk.com
Kubota	Kubota UK	01844 214500	Kubota UK	+ 44 1844 214500	www.kubota.co.uk
Loadlift	Loadlift	01255 671187	Loadlift	+ 44 1255 671187	www.loadlift.com
Lombardini	Lombardini UK	01865 863858	Lombardini UK	+ 44 1865 863858	www.lombardini.co.uk
LSI	LSI UK	01224 392900	LSI UK	+ 44 1224 392900	www.loadsystems.com
Lyon Equipment	Lyon Equipment	01539 626250	Lyon Equipment	+ 44 1539 626250	www.lyon.co.uk
Morooka	Causeway Tractors	01206 273111	Causeway Tractors	+ 44 1206 273111	www.causewaytractors.com
Mitas Tyres	Mitas Tyres	01553 817740	Mitas Tyres	+ 44 1553 817740	www.mitas.eu
Michelin	Michelin Tyre Company	01782 402000	Michelin Tyre Company	+ 44 1782 402000	www.michelin.co.uk
Moba	MOBA Mobile Automation	01844 293220	MOBA Mobile Automation	+ 44 1844 293220	www.moba.de
Nylacast	Nylacast	01162 768558	Nylacast	+ 44 1162 768558	www.nylacast.com
Optima Batteries	4 Leaf Batteries	01953 881330	4 Leaf Batteries	+ 44 1953 881330	www.optimabatteries.co.uk
Orlaco	Cranesafe	01483 894136	Cranesafe	+ 44 1483 894136	www.oralco.com
PAT	Pat Krüger	01889 580101	Pat Krüger	+ 44 1889 580101	www.pat-kruger.co.uk
Penny + Giles	Penny + Giles Controls	01202 409499	Penny + Giles Controls	+ 44 1202 409499	www.pennyandgiles.com
Petzl	Lyon Equipment	01539 626250	Lyon Equipment	+ 44 1539 626250	www.lyon.co.uk
Remdevice	Direct	01282 871187	Direct	+ 44 1282 871187	www.gbcontrols.co.uk
Rösler	Rösler UK	01514 820444	Wanted	+ 49 4218 022700	www.roesler.com
Sarum Mats	Sarum Hardwood	01264 811600	Sarum Hardwood	+ 44 1264 811600	www.sarumhardwood.co.uk
Scanreco	Koppen & Lethem	01636 676794	Koppen & Lethem	+ 44 1636 676794	www.koppen-lethem.co.uk
Secatol Skips	Whitney Engineering	01785 282811	Whitney Engineering	+ 44 1785 282811	www.whitneyeng.com
Sensor Systems	Wanted	+ 39 030 700 0916	Wanted	+ 39 030 700 0916	www.sensorsystems.it
Sevcon	Electric Vehicle Systems	01914 161286	Electric Vehicle Systems	+ 44 1914 161286	www.evsystems.co.uk
Smie	Cranesafe	01483 894136	Cranesafe	+ 44 1483 894136	www.smie.com
Span Set	Span Set	01606 737494	Span Set	+ 44 1606 737494	www.spanset.co.uk
Standfast	Direct	01287 633220	Direct	+ 44 1287 633220	www.standfastcorp.eu
Tecsis	Direct	+ 49 6958 060	Direct	+ 49 6958 060	www.tecsis.de
Tele radio	Tele Radio UK	0844 77 666 87	Tele Radio UK	0844 77 666 87	www.tele-radio.com
Thermoil	Thermoil Europe	01745 593022	Thermoil Europe	+ 44 1745 593022	www.thermoileurope.co.uk
Timbermat	Direct	0844 800 9560	Direct	0844 800 9560	www.timbermat.co.uk
Trojan Batteries	UK Batteries Limited	0845 063 9999	UK Batteries Limited	0845 063 9999	www.ukbatteriesindustrial.co.uk
US Batteries	Manbat Batteries	01743 460790	Manbat Batteries	+ 44 1743 460790	www.manbat.co.uk
Unitex	Unitex Group	01538 384108	Unitex Group	+ 44 1538 384108	www.unitex.org
Welex	Welex Rental	01785 713675	Welex Rental	+ 44 1785 713675	www.welexrental.co.uk
Zenith Batteries	Direct	+ 31 615 868 045	Direct	+ 31 615 868 045	www.zenithdcbattery.com
ZT Safety Systems	ZT Safety Systems	0844 573 4899	ZT Safety Systems	0844 573 4899	www.ztsafetysystems.com

road speed of 40kph. A larger, redesigned engine cooling package features a hydraulic reversible fan as standard. The cab has a pneumatic suspension seat and improved visibility thanks to the larger glazed area and the new curved engine cover profile which helps particularly to the operator's front and rear on the right side of the machine.

The single lever, electro-hydraulic joystick has been redesigned to include the 'up and down' transmission control buttons for ease of operation and reduced operator fatigue. All functions, including auxiliary hydraulics, are fully proportional and controlled directly from the joystick. A new torque regulated load sensing hydraulic pump has an increased flow of 150 litres a minute.

Ride control (boom suspension) provides improved ride, which results in faster working cycles. Boom float also allows the free movement of the boom allowing the work tool to follow the ground contours.

A manual IT coupler comes standard, with the option of a hydraulic quick coupler to allow work tool changes

without leaving the cab. Under the cover service access points are easily accessible and routine daily maintenance is now reduced to checking fluid levels and a walk-around inspection. In addition, the service menu is visible via the machine keypad and LCD display.

Merlo

While Merlo cannot compete with the likes of JCB or Manitou in terms of overall shipments. Where it does score is with its ideas and innovation and of course leadership of the 360 degree market with its Roto models. The company invests heavily in research and development as well as manufacturing automation. Merlo leads the market in terms of in terms of percentage of in house production, building its own axles and transmissions - while



Merlo CDC colour display



Liebherr TL451



Kramer 2506

Reliability + Strength

The new Penny + Giles hand operated JC1500 joystick – with a high integrity contactless Hall-effect sensing system – is now available. Specific for single-axis operator control of cranes, aerial work platforms and other off-highway vehicle applications.

The joystick is available with a range of user-defined features, enabling designers to quickly and efficiently build safe and reliable control systems:

- + Spring return or friction hold lever action
- + Optional lever lock and mechanical detents
- + Choice of handles and grips (or no handle fitted)
- + Operates from 5 or 9-30Vdc supply
- + Analog (Vdc) or Digital (PWM) outputs
- + Dual channel output with optional ramp directions
- + IP69K protection above the panel on selected handles

Call or email for a Product Range catalogue today!



Penny+Giles Controls Ltd
36 Nine Mile Point Ind. Est,
Cwmfelinfach, Gwent NP11 7HZ, UK
T:+44 (0)1495 202000
E:sales@pennyandgiles.com

Joysticks+Sensors+Solenoids
www.pennyandgiles.com

Penny+Giles
A Curtiss-Wright Company



A Manitou MT932 stacking vehicles at Babington Car Spares in Leeds, West Yorkshire

most other producers simply assemble using most of the same components. As a result of its heavy emphasis on new products is has by far the widest range of telescopic handlers on the market. Being totally family-owned, with little or no debt, the group has weathered the financial storm of recent years better than most and has kept on developing and growing despite the crisis. Its strong position in the agricultural and 360 degree market has also helped as these market sectors fared far better than construction and rental.

Although no new fixed frame models have been announced recently, Merlo always has something up its sleeve. Its CDC (Dynamic Load Control) system - said to exceed the longitudinal stability requirements of EN 15000 - automatically detects and recognises an attachment as soon

as it is fitted (bucket, clamp, platform winch etc.) and automatically creates a virtual work/range diagram, allowing the operator to view the position of the load - height and radius - via a very clean and clear multi-function colour display in the cab. Illuminated progress bars give an easy to understand graphic of the stability of the machine as well as showing real-time monitoring of the weight being handled, its height from the ground and the current forward reach. When in an overload situation - in the display's red zone - the operator must manually correct the situation.

Big rotos

Merlo pioneered the Roto concept in 1990, initially to overcome the challenge of achieving greater lift heights and to make it easily to lift material into the upper floors of buildings from narrow transport lanes. However the Roto has now developed into a multi-purpose machine with 20-25 metres being the most popular size range.

Merlo's most recently introduced Rotos - the 23.9 metre lift height 60.24 MCSS and the 29.2 metre 40.30 MSS - are the latest in a new family of higher capacity machines with capacities



New Holland LM625.

MT625

compact, but perfectly formed... with a lift height and load capacity that will surprise you.



www.uk.manitou.com



Power Pads *The Next Generation*



The fully certified, fully traceable, fully guaranteed, top quality Outrigger support mats

Power Pads are designed, manufactured and certified to the highest standards possible with attention to detail in every aspect in order to ensure the very best value and complete peace of mind.

- All mats carry an indelible unique serial number, a reference code, a batch number and the maximum capacity of the pad.
- Mats up to 600mm are supplied with high quality Certified Rope handles.
- For Mats over 600mm, as standard we use Grade 10 lifting chain.
- All mats carry a clear identity plate with contact details.
- All mats can be branded with the customers corporate identity.

A good set of pads or mats will last a lifetime and provide you with peace of mind that is simply not available with cheaper pads.

For further information on Power Pads contact :
Tel: 01733 211339
www.tmc-lifting.com

Power-Pad[®]

the only fully certified fully traceable mats on the market

Introducing the DINO Boom Lift!

Check out our new website!



New!

DINO[®] 185 XTS

- intelligent steering system
- fast proportional movements
- oscillating axle
- 5° inclination allowed
- 45% gradeability
- steel basket for 250 kg load

Get Lifted[®]

www.dinolift.com

DINO Lift[®]



The new 18 metre 360 degree Dieci Pegasus 40.18 at Vertikal Days

of 6,000 and 4,000kg respectively. Safety is constantly monitored throughout lifting operations by Merlo's own in-house developed MCSS (Merlo Continuous Slew Safety) system which controls and manages all the operating parameters of the machine. Both units have 360 continuous slew, although the MCSS system allows the driver to preselect a working arc if he wishes. The new models are equipped with a load-sensing hydraulic system, self-levelling hydro-pneumatic suspension, and stabilisers with independent extension and jacking, which can be infinitely configured to suit any stability footprint. The cab can be tilted by up to 18 degrees to offer an unequalled loading view at maximum height.

Raft of new models

Earlier this year saw a raft of new telehandlers introduced to tie in with

Intermat from manufacturers including Liebherr, Ausa, New Holland, Bobcat and Wacker Neuson.

Liebherr revised its four model range of telehandlers, lift heights at 10 and 13 metres remained the same as previous models however lift capacities have increased to 4,100 and 5,000kg. Other changes include a new, large cross-section more rigid boom profile coupled with a lower boom pivot point to improve the centre of gravity, adding to the machine's stability. A new audible and visual overload warning device is also fitted.

The 13 metre models, equipped with stabilisers, offer the option of lateral boom movement. This is obtained by sideways movement of the machine on its supports pads. The working attachment moves in parallel with the ground throughout its range, providing precise load movements even at full height,

without needing to move the base machine.

German equipment manufacturer Wacker Neuson has introduced its EN15000 compliant telehandler stability system "smart handling". The company says that unlike other devices it is a fully automatic system that retracts and/or lowers the boom and load in order to improve stability when the maximum load moment is reached/exceeded, without the machine cutting out or needing to be restarted. The new system is standard on all of its telehandlers apart from the ultra-compact models of five metres and under.

Bobcat has expanded its new

Dieci, the LM625 has a lift height of just under six metres and a 2,500kg lift capacity. Features include a turning radius of 3.4 metres, auto-locking front axle and choice of 70 or 84hp turbocharged engines.

Spanish equipment manufacturer Ausa launched a 2,300kg/ 4.5 metre T235 H, which- it says - completes its telehandler range. As with the diminutive T144 H, launched at Bauma, the T235 H features a tilt-up cab to provide easy service and maintenance access. It also features 4x4 drive and steer and can scale slopes of up to 44 percent under full load. Ausa says the machine is a real alternative to mini loaders with additional capacity, safety and

The 13.6 metre Merlo P38.14



generation TL telehandlers with the high horsepower TL470HF. Powered by the 97.5 kW (130 HP) Perkins 1104D-E44TA diesel engine, the new telehandler offers improved performance and a 40 km per hour maximum travel speed.

Maximum lift capacity is 3,500kg and maximum lift height seven metres. Capacity at full height is 3,000kg, while the maximum forward reach is four metres with a 1,500 kg load. A patented new asymmetric design means the right rear corner of the cab is free of structural components providing an unobstructed view across the entire rear of the machine.

New Holland is expanding its telehandler range to eight models with the introduction of the compact hydrostatic transmission LM625.

Manufactured by

comfort. It uses a Kubota engine and Rexroth hydrostatic transmission.

At Vertikal Days Dieci showed its new compact 18 metre, 360 degree 4,000kg Pegasus 40.18. Its UK affiliate - Dorset-based Dieci Telehandlers which now has 48 dealers around the UK - said that the new machine could be used for under bridge work and can be fitted with a rail undercarriage which will comply with the latest regulations due to be introduced next year.

Like many telehandler manufacturers not yet selling in big numbers to the large rental companies, Dieci tends to focus on selling to end users - less volume in terms of units, but with better margins on each deal. There is not much wrong with that strategy - unless you are a large manufacturer with a large dedicated production facility.



JCB 540-200.

Haulotte

CLOSE TO YOU WORLDWIDE



The people and material lifting equipment specialist.

www.haulotte.com



Haulotte 
GROUP
More than lifting

Haulotte Group BP 9 - La Péronnière - 42152 L'Horme - France Tel: +33 4 77 29 24 24 / Fax: +33 4 77 29 43 95 - email: haulotte@haulotte.com

Best Vertical Days yet!

C&a

vertikal days



"The best Vertical Days show yet" was the overwhelming feedback after this year's event drew to a close. A record number of visitors - up by more than 13 percent to 1,700 named individuals with significantly more end users and contractors than ever before - amazingly avoided most of the bad weather and for two days were treated to the largest gathering of cranes, access equipment, telehandlers and associated equipment and services in the UK and probably Europe this year.

Just two, short downpours on the second day (Thursday) sent visitors and exhibitors scurrying for cover in exhibitors gazebos or this year's expanded Marketplace to chat or grab some refreshments. The rest of the time the weather was almost 'summer-like'.

For those that made the effort to attend - and some came from as far away as Brazil, North America and Japan - there were more exhibitors and more products than ever before and a lot of business was done!

One exhibitor - Manitou UK - which has previously had five good shows said that it sold more products this year than all the others combined - it was that good! Details of orders are still coming in but some of those we know about are listed at the end of this introduction.

With so many new products we thought it easier to have an extended

pictorial review, rather than a lot of words. Significant product launches will be covered in more detail in the news and over the coming months in various feature articles. Picking out the major highlights is very difficult because of the many outstanding stands and products.

Overall 'Crane Alley' - which included exhibits from Crowland Cranes, Manitowoc, Liebherr, Terex, Tadano Faun and NMT - was very impressive with more booms in the air than has been seen in the UK for many a year. On the other side of the show Bronto showed seven large truck mounted lifts, including a 90 metre unit sold to Easi UpLifts. Skyking - the UK Palfinger Platforms dealer - also had a sizeable platform on its stand, a 70 metre unit recently purchased by Blade Access.

New telehandler exhibitors included Bobcat and JCB, while ALLMI and

PASMA had larger, more inviting stands. However the sheer number of crane, access and telehandler booms had to be the over-riding highlight.

Preparations have already started for next year's event for which the dates of June 26th and 27th are available. If you attended this year, thank you and please spread the word to others - after all it is the high quality and increasing numbers of visitors that make a good show great. See you next year!

Vertikal Days orders

First deal confirmed at the show was a Terex AC40 City to Derbyshire-based McGovern Crane Hire. Frank Bardonaro, head of Terex Cranes global sales was there to seal the deal.

Haulotte UK sold two new Compact 14s and two Star 10s.

UK-based access and telehandler rental company Hi-Reach placed a substantial order with Power Tower for low-level push around Nano mast type lifts.

Power Tower also had success with UK rental company Rapid Platforms which placed initial orders for Nano SP Plus lifts.

Scottish rental company Active Access of Glasgow placed orders worth almost £500,000 with Niftylift for 17 metre HR17 and 21 metre HR21 hybrid self-propelled boom lifts,



along with one of the first of Niftylift's new 28 metre HR28 Hybrid boom lifts due for production in early 2013.

The UK launch of Dingli aerial lifts got off to a good start with newly appointed distributor Leach Lewis notching up its first order worth over £60,000 for 19ft and 26ft Dingli compact slab electric scissor lifts to new company Safe Access Solutions.

Ian James of Bronto achieved his first ever unexpected 'out of the blue' stand order for a 38 metre S38XDT on the chunkier Volvo FM chassis from Rapid Platforms.

As well as the Active Access order Niftylift had a further £2.5 million or orders from 1 Up Access from Sheffield, JMS of Harpenden, Facelift, Womack Access in Wakefield, Clements Tool Hire, UK Tools and Loxam.

Newly rebranded HLS was looking forward to confirming seven or more Ram Gemini 20:35 PTJ truck mounted platform.

Skyking sold its 30 metre P300KS from the stand to an unnamed customer.

WorkZone booked multiple orders for its SanctuaryZone anti crushing device from Active, APL and Kimberly among others.

Manitou had its best show yet selling more equipment than the previous five put together. Orders for access equipment included OK Tool Hire, Neon Access and Hampshire Plant.



A full range of Access and cranes seen from the entrance



Alimek hek



Ascendant A18-13



Big Astor pedestrian tunnel



Allmi village



Blade Access' 70 metre Palfinger



Manitowoc's Andy Hazell (L) and Tony Hobbs had a great show



Bronto's new safety system



The Bison X Step



Bobcat TL470



Manitowoc potain Igo and van



Crowland Cranes with its Zoomlion and Ormig packing up



Mark Rigby TH White with palfinger new loader



Liebherr model stand did good business



The first CTE Zed21JH sold to Rapid Platforms



Comet had an Affordable Access machine on its stand



The City Lifting gang with Stefan Olssen, Artic Cranes (second from left)



Brian King (L) of Power Towers seals a multiple Nano lift deal with Hi-Reach owner Paul Richards



MEC Crossover 2659 ERT



IPAF stand



GGR stand

Crowland Cranes refurbished Mammoet's Fairy 15A



Broderson IC-200



Cargotec in the ALLMI Village



Crane alley



Bronto seven machine line-up



Vanson



Comet crew (L-R) Tony Thornton, Fulvia Negrini, Phil Orwin and Simone Gislimberti



CPA stand



JCB telehandler



A Tele tower podium



Dave Rees and Rod Abbott of NRC Plant with Bill Stramer Link-Belt



Dingli product on the Leach Lewis stand



Latest version of the Artic Raptor on the City Lifting stand



EastUplifts stand



An Easy Lift spider platform



Goodyear stand



Effer lorry loader on CTE stand



Dieci Pegasus 40.18



Gruniverpal Tranchero



Entrance tent



Grove GMK 4080-1





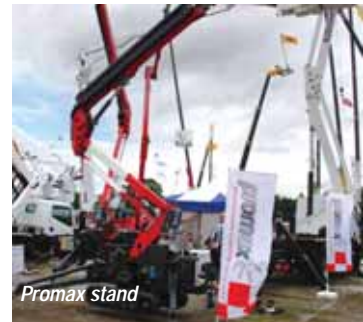
Versalift Unimog



Link Belt
TCC 750
on the
NRC stand



(L-R) James Darnley of Leach Lewis and John Corrie of Safe Access Solutions



Promax stand



Richard Tindale (R) and Mirco Negri, Hinowa with the new Performance 17.75



Michelin man



Terex L13i Hi-Ranger



Leguan 160



Liebherr LTG 1045 in County Lifting colours



Haulotte stand



Gruniverpal Tranchero



Manitou stand



Multitel MJ320



Hog roast



Merlo MPR 15



NMT Tri-loader



A selection of cakes from the Marketplace



JLG 1500 SJ



The busy Marketplace



Lincoln Noel - 'The Entertainer'



Lifting Gear



Part of the Liebherr stand



The Multitel SMX 250 sold to Higher Access



Rolf Kulawik (L) and Uwe Strotmann of Ruthmann



GreenTek instant roadway



Geda stand



Skyking's new electric hybrid van



PB Liftechnik



A happy Steve Couling of Versalift



Merlo MPR 15



Nationwide Platforms stand



Reinhold Bräuner of MTI-Lux SA with new sales director Klaus Fuchs



Dark clouds but little rain

It's here! the all new **city** range

of electric powered platforms from Versalift

- Low emissions
- Virtually silent operation

Access to a greener world



www.versalift.co.uk
email us at: electric@versalift.co.uk

Parts for aerial work platforms

22 000 stock items
450 000 known references



TOTALSOURCE

Suitable for

- Aichi *
- Dinolift
- Genie *
- Grove/Manlift *
- Haulotte *
- Holland Lift
- Iteco
- JLG *
- Manitou *
- Niftylift
- Skyjack *
- Snorkel *
- Upright *

* For these brands we have fast-movers in stock.

TVH® and TotalSource® are registered trademarks.

TVH UK LTD

Company registration number 3859070
Unit 17 - Paragon Way - Exhall
GB-CV7 9QS Coventry
T +44 2476 585 000 • F +44 2476 585 001
sales@tvh-uk.co.uk • www.tvh-uk.co.uk





Are you properly trained to work at height?

For a complete range of IPAF Operator, MEWPs for Managers and Instructor courses, join us at one of our IPAF accredited training centres. Our indoor training facilities provide year round, all weather training. More than 30,000 delegates successfully trained across the UK. Call our training team to book your course **0844 26 44 360**

Facelift Access Hire, Sales and Training | T 0844 22 54 360 | E hire@facelift.co.uk | W www.facelift.co.uk



■ 1.00 to 1.65m wide

■ Electric powered

■ Working height
from 9.90 to 13.80m

■ Up to 450kg
platform capacity

■ Zero turning radius



■ Quality parts



+ ultra economical



Skyjack SJ16



Eberhard Blender demonstrating a Wienold Lifte



Safi mastclimber



Tecchio van mount



Versalift VST 550 MH1



Price Access Ruthmann



Skyking 140TJV tracked



Scorkel A62JRT



Terex AC40 City sale: (L-R) Frank Bardonaro, Tommy McGovern and Lee Maynard



TVH UK trio: (L-R) Andy Davis, Graham Hughes, Dave Taylor



Universal mats



Terex UK's Lee Maynard



The new Ruthmann T460



Speedy inspects the Power Scissor



Spence Crane Hire on the Tadano Faun stand



Inside the Pasma area



A Davies Crane Hire Tadano



The band Rollercoaster



Vertikal Days 2012 entrance



At night

NEW

LOW PRICES



**Controller
Drive Steer**
1600273
IP-06595
£92.00
€110.40



**Controller
Lift Swing**
1600274
IP-06600
£106.00
€127.20



**Controller
1600317**
IP-13933
£100.00
€120.00

We hold 1000's of parts in stock for Genie, UpRight, Snorkel, Pop-up, JLG, Nifty, Skyjack and more...

ipspartsonline.com

UK Telephone +44 (0)1952 607660

Distributors in France Spain Germany Scandinavia Turkey Poland Australia



ALLMI accredited Lorry Loader Operator Training Providers

Nationwide

T H WHITE

Contact: David Ottaway 01380 722381

Email: cranes@thwhite.co.uk

www.thwhite.co.uk

Nursted Road Devizes

Wilts SN10 3EA

PALFINGER



Ireland



Church Road, Tullamore, Co. Offaly, Ireland

Tel: 086 2500 825 Mobile: 086 1042 787

Nationwide

**ATLAS
CRANES UK LTD**

Wharfedale Road, Euro Way Ind. Est. Bradford. BD4 6SL

Tel: 08444 996688

Neale Martin: 07836 238281

Web: www.atlas-cranes.co.uk

Nationwide



Hiab Ltd

Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW

Tel: 01691 626427 Fax: 01691 626472

e-mail: training.uk@hiab.com • Web: www.hiab.co.uk

Are your Lorry Loader Operators properly trained? Call a certified ALLMI training provider and Insist on the ALLMI card.

The training accreditation service of Lorry Loader Manufacturers and Importers

ALLMI Unit 7b, Prince Maurice House, Cavalier Court, Bumpers Farm, Chippenham, Wiltshire. SN14 6LH

TEL: 01249 659150 email: enquiries@allmi.com web: www.allmi.com

Vertikal Days 2012

For a sixth consecutive year, ALLMI's presence at Vertikal Days proved a huge success. Building significantly on the achievements of the previous shows, the loader crane display in the ALLMI Village was by far the best to date and resulted in an impressive number of visitors from a wide range of industry sectors.

ALLMI chief executive, Tom Wakefield, said: "Once again the show produced excellent results for ALLMI and member company exhibitors. Whilst Vertikal Days has always provided a great platform to promote the lorry loader industry, the general feeling amongst ALLMI exhibitors was that this year's show was something of a milestone for the event. The ALLMI Village layout was much improved, with more equipment on display than in previous years. The visitor numbers increased



significantly, but without diluting the excellent quality of delegates that we've come to expect from Vertikal Days, everyone we spoke to had a genuine interest in lifting operations. In general, there seemed to be more of a buzz around Haydock Park throughout the two days and this is something we look forward to building on next year and beyond."

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 27th June, manufacturers/service companies were provided with several presentations. ALLMI chairman, Mark Rigby, gave an overview of the association's achievements over the past 12 months, while Tom Wakefield reported on ALLMI's trading activities, which included a 17 percent increase in membership in the 2011/12 financial year, as well as increases of five and 120 percent in the uptake of ALLMI's lorry loader and Appointed Person training respectively.

ALLMI technical director, Alan Johnson covered projects recently undertaken by the association, including the revision of guidance on avoiding bridge strikes, the development of ALLMI's Crane Supervisor course and the production of the association's Terms and Conditions for a lifting contract with a lorry loader. Johnson also reported on the progress made by the Industry Software Collaboration Working Group, which is looking at the issue of independent repair agents having access to manufacturer software, fault finding codes and training. The meeting concluded with a presentation from HSE principle specialist inspector, Ian Simpson, on the importance of slinger training.

The following day fleet owner members received the same presentations, with the addition of Forum chairman, Steve Frazer-Brown, covering forum executive committee activities, including a discussion on ALLMI's draft Work at Height guidance, and the subject of ground pressure, which will form the basis of a presentation at the next general meeting.

For information on any of these issues, please contact ALLMI

ALLMI Operator of the Year Competition 2012

ALLMI once again held its Operator of the Year competition at Vertikal Days.

Situated within the ALLMI Village, a record number of competitors tested their operational ability in terms of accuracy, speed and safety, whilst negotiating the specially designed course. The eventual winner was Kevin Bennis of Emerson Crane Hire, who completed the course in 5 minutes 51 seconds.

Tom Wakefield, added: "The competition was a big success with a record number of entrants, the standard was extremely high and Kevin was a worthy winner.

As well as the £250 cash prize, Emerson Crane Hire will receive a free ALLMI training course, and have the right to use the ALLMI Operator of the Year logo."



ALLMI introduces International Membership

ALLMI has amended its Articles of Association to allow full membership to companies based outside of the UK. ALLMI chairman, Mark Rigby, commented: "This is a natural progression for the association, for some time now we've had extensive dealings with companies based overseas which are keen to adopt and promote best practice. In these situations, it seems only logical to support them in any way we can. Our focus is still very much on the UK, but if an overseas company wishes to work with us on a formal basis the Articles will now allow that to happen."

One such company is Hydraulic Components, an importer of PM loader cranes in Trinidad. Managing director, Glenn Singh, said: "We've been involved with ALLMI for five years and have always been impressed with the quality of its information. Membership is the next logical step for us and we'll now go through the auditing process and if successful, look forward to strengthening our relationship with ALLMI, helping promote their standards on an international basis."

Are your staff **properly trained?** **Don't risk it** call a certified local company today




Tel: 08707 871511
 Email: training@afi-uplift.co.uk
www.afi-uplift.co.uk






CALL US NOW 

Email: training@easiuplifts.com
 Tel: 0845 600 1550
www.boomtraining.co.uk




Tel: 01793 766744
 Email: training@hi-reach.co.uk
www.hi-reach.co.uk



All you need in access rental

Central Booking Line 0845 601 1032
training@nationwideplatforms.co.uk
www.nationwideplatforms.co.uk





Tel: 0115 9008855 • Fax: 0115 9008880
 Email: drobinson@loxam-access.co.uk
www.loxam-access.co.uk




Tel: UK 08457 66 77 99 ROI 1850 924 381
 Email: training@hss.com
 Book your course online: hsstraining.com





Tel: 0800 0853709
 e: training@aerialplatforms.co.uk w: www.aerialplatforms.co.uk




Tel: 0845 0710 007
 Email: training@horizonplatforms.co.uk
www.horizonplatforms.co.uk




is part of the AFI group of companies
 Tel: 01952 815 750 • Fax: 01952 815 758
 Email: info@instant-training.com
www.instant-training.com

Training Nationwide



01246 555222
access@mentortraining.co.uk



www.mentortraining.co.uk



01792 765968




email: training@lyteladders.co.uk
www.lyteladders.co.uk



For further information on our IPAF Access Safety Training courses please contact:

Web: www.aplant.com
 Tel: 0845 600 8573
 E-mail: cts@aplant.com




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.

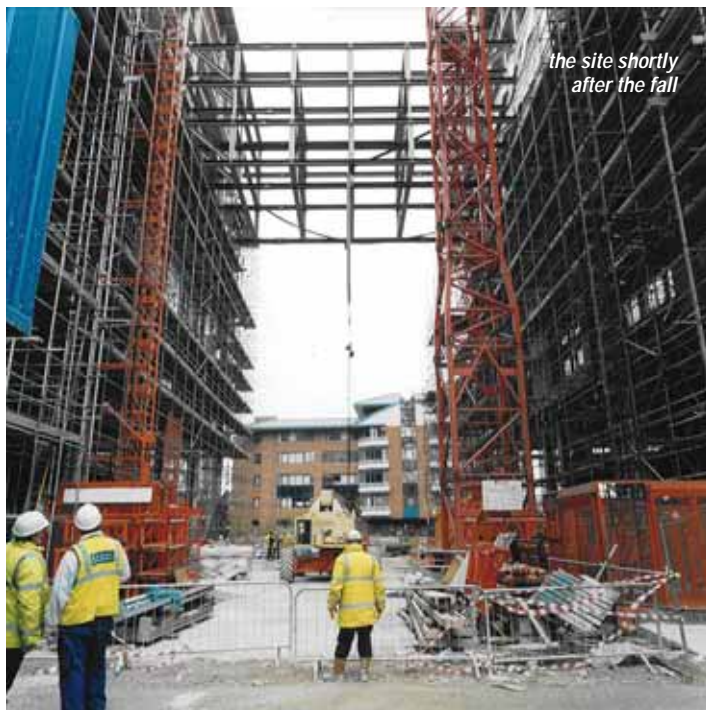
Incorrect access equipment costs £3,500

Isidor Cata, 48, trading as Doru Construction, of Edgware, Middlesex, was fined £2,000 plus costs of £1,500 for allowing contractors to work at a height of three metres with no measures to prevent them from falling.

HSE inspectors paid a routine visit to the site in Waltham Abbey and issued a Prohibition Notice preventing further work at height until adequate safeguards were in place. In a follow-up inspection later the same day, inspectors found men still working at height with no measures taken to comply with the notice and therefore prosecuted him.

Amec hit for £633,000

UK contractor Amec was fined £300,000 plus costs of £330,000 following a fatal incident in Manchester in 2004. Christopher Heaton, 25, a steel erector, was working on a new apartment complex in the city.



the site shortly after the fall

He was standing on scaffolding and using a set of chain blocks to move a steel beam into place above him, when bolts holding the blocks in place gave way, causing them to fall on him. His hands became entangled in the chains which dragged him over the guardrail and 25 metres to his death.

The Health and Safety Executive prosecuted both Amec, the site's principal contractor and steel-erector Shawton Engineering, after the investigation found that the wrong studs had been used to secure the chain blocks and that the work had not been properly planned or monitored. Shawton of Newton le Willows, has since gone into administration and only received a nominal fine of £1,000 with no costs.

Heaton's father, Len, said: "The loss of our son has completely devastated our lives. Nobody can imagine the impact his death has had. Chris was a good lad, with a happy go lucky outlook. He loved his job and was looking forward to a career in engineering. I used to worry about him all the time, especially when he was out at night. Ironically, I didn't worry too much when he was at work. I thought he was safe."

Neil Jamieson, HSE principal inspector for construction, added: "This was a major construction site and the work taking place there should have been properly planned and managed. If either Chris's employer - Shawton Engineering - or the principal contractor had acted differently his life could have been saved."



C&a

training

The new HWS training centre is opened

HWS opens all-indoor IPAF training centre

Dutch access rental company HWS Verhuur has opened a new, all-indoor IPAF training centre in Noordwijk, the Netherlands.

The company joined IPAF in 2010 and has been offering IPAF training for around 18 months and has already trained several hundred individuals. With increased demand for good quality operator training in Holland, it decided that the

investment in an all-weather practical training area would help ensure future growth and avoid disruption due to bad weather – particularly in the winter months.



Makeshift platform costs £44,000

Derbyshire manufacturing company Storetec and one of its directors - Brian Crossan - have been hit with fines totalling over £44,000 after two employees fell from a makeshift platform in 2009 and were severely injured. Leon Payne, 18, broke his back in the incident, while his un-named co-worker, 18, broke both of his heels and needed pins and a metal plate in his feet.

The teenagers were helping put scrapped trolleys into a skip using the makeshift lifting platform - designed by Crossan - fitted to a fork truck. As the platform descended it caught up and came off the forks, causing the two to fall to the ground. The investigation revealed that Crossan had not followed guidelines and standards in the design of the platform, the fork extensions did not fit properly into the platform, there were no means to secure it in place and it had an open edge.

HSE inspector Fiona Coffey said: "These two teenagers, just embarking on their working lives narrowly escaped death and have been left with life-changing physical and psychological injuries. The company should have considered if it was necessary to use a platform like this in the first place and if it was, used something that was legal and safe. This arrangement clearly was not."

Storetec was fined £22,000 plus costs of £12,134, while Crossan was fined £3,500 plus costs of £7,866.

Who trained him then?

A home owner somewhere in the UK combines his gate and a ladder to reach a window above his porch - ingenious but hardly safe.



Don't believe everything you read...

Especially if it's about test results of one battery manufacturer's superiority!



World class verses no class. Make your choice...

At Crown we respect healthy, honest and positive competition that doesn't bend the truth. We outperform the competition in head to head tests over and over again.

Because Crown, like other reputable battery manufacturers, isn't comfortable just making claims.

**The more you know,
the more you trust.**



Shield Batteries, UK and Irish Distributors

Tel: 01279 652067

www.shieldbatteries.co.uk

IPAF members pledge to report accidents

More than 30 IPAF member companies have signed a pledge to report all known accidents involving their company and aerial lifts. IPAF launched the pledge at Vertikal Days.

Since the start of the year, IPAF has been urging all manufacturers, rental companies, contractors and users to report any known fatal and serious accidents they hear of. Information entered into the database is kept strictly confidential and will be used solely for the purposes of analysis and improving safety.

IPAF is not currently mandating the reporting of accidents, but it is calling on members to make a voluntary commitment by signing the pledge, reflecting the high standards of IPAF members in health and safety, and their determination to keep the powered access industry safe.

To see and sign the pledge, or report accidents, go to www.ipaf.org/accident



PAL+ training launched at Vertikal Days

IPAF has developed the PAL+ training course in response to demand from UK contractors for training that better prepares operators for work in higher risk or challenging environments. PAL+ is an optional, additional one day of category-specific training and complements the standard PAL operator course.



PAL+ focuses on practical training and includes a short, compact theory session. It is intended to be more advanced, challenging and extensive than the PAL operator course, which meets all requirements for basic operator training.

PAL+ training is open to operators who hold an existing PAL Card (Powered Access Licence) for the relevant category. Upon successful completion of the theory test, practical test and interview, operators will have the relevant categories added to their PAL Card, e.g. Static Vertical (1a+), Static Boom (1b+), Mobile Vertical (3a+) and Mobile Boom (3b+).

The PAL+ course is currently provided by selected IPAF-approved training centres in the UK. For more information on PAL+, visit the Training section of www.ipaf.org

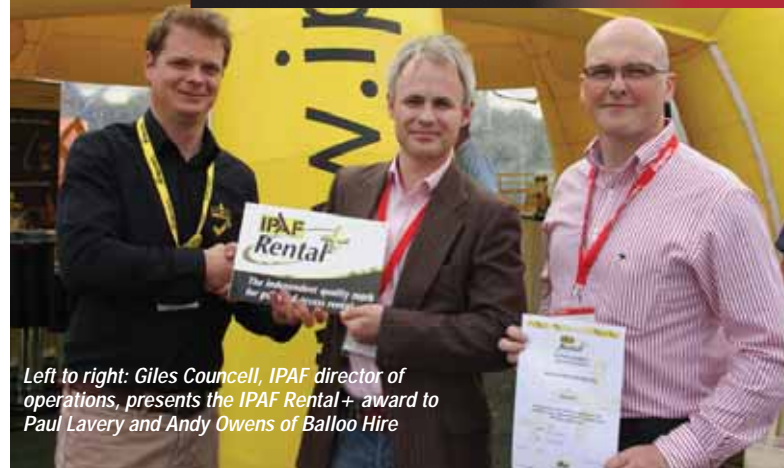
Demonstration of IPAF's new PAL+ course at Vertikal Days.

Bookings open for the IPAF Summit and IAPAs 2013 in Miami

Bookings are now open for the IPAF Summit and International Awards for Powered Access (IAPAs) to be held on 26th March 2013 in Miami, Florida.

Ron DeFeo, chief executive of Terex, will give the keynote address, examining what responsibilities manufacturers and the industry have in providing support and backup to aerial work platform equipment throughout the lifecycle of the machines.

Other confirmed speakers include Michael Kneeland, chief executive of United Rentals and Sérgio Kariya, managing director of the rental division of Mills Estruturas e Serviços de Engenharia in Brazil. Book your place now for the 2013 event at www.iapa-summit.info The IPAF Summit 2014 will be held in the UK.



Left to right: Giles Councill, IPAF director of operations, presents the IPAF Rental+ award to Paul Lavery and Andy Owens of Balloo Hire

Balloo Hire awarded IPAF Rental+

Balloo Hire of Belfast, Northern Ireland has achieved the IPAF Rental+ quality mark. Rental companies that display the IPAF Rental+ quality mark have been audited to meet defined standards in customer service, safety, staff training, contract terms and machine inspection. It is part of IPAF's aim to promote quality and best practice in the powered access rental industry for the benefit of both rental companies and their customers. Annual repeat audits ensure that the quality of service is maintained.

Get "early bird" rates for Europlatform in Edinburgh

This year's Europlatform conference on "Success in Access Rentals" will be held on 20th September in Edinburgh. Don't miss the excellent panel of speakers and book your place now to get the "early bird" rates before 2nd September.

Riwal CEO Norty Turner will deliver the keynote speech, focusing on rental management



techniques, covering the performance measures that every rental company should know, and provide valuable insights into the most effective management techniques from both Europe and the US.

Other speakers will cover a range of topics on rental management. Mikael Kämpe, Ramirent director of group fleet, will examine the total cost of ownership. Jesper Rom Knudsen, Trackunit head of direct sales, will discuss how to successfully use telematics in rentals. Patrick Rizzo, Loxam's marketing director, will speak on how to boost business with social media.

The conference will be preceded by an evening networking event at the Scotch Whisky Experience, located close to the conference hotel, the Radisson Blu in central Edinburgh. Register now at www.europlatform.info

PDS: A "must" for IPAF instructors

Professional Development Seminars (PDS) for IPAF instructors and training centres will be held on 18th October at the De Vere Milton House, Oxford OX13 6AF and on 6th November at the Holiday Inn Leeds, Wakefield WF5 9BE. Details are at www.ipaf.org/events



IPAF Ltd,
Moss End Business Village
Crooklands Cumbria LA7 7NU
Tel: 01539 566700
Fax: 01539 566084
www.ipaf.org info@ipaf.org
Offices in Chile, Germany, Italy, the Netherlands, Singapore, Spain, Switzerland and the USA.

PASMA TRAINING AFI UPLIFT

Recognised PASMA training provider

18 depots nationally or on-site*
*subject to site conditions being met

NATIONAL TRAINING LINE

08707 871 511
training@afi-uplift.co.uk



www.afi-uplift.co.uk/afitraining.asp

TOWER HIRE (SERVICES) LTD

MIDLANDS
0121 520 0411

NORTH WEST (HEAD OFFICE)
01925 234755

YORKSHIRE
01924 271155

Specialists in the hire & assembly of aluminum access tower equipment and systems

QUALITY EQUIPMENT AND A SERVICE YOU CAN TRUST

Tower products supplied include: Youngman BoSS mobile / static aluminium access towers • Youngman BoSS GRP1 Zone1 glass fibre towers • Minit/Adjusta-Minit/ Mini-Max low level platform steps for quick access • Alloy bridging beams to form mobile / static large birdcage-type structures • Linked towers / spandecks to form large runs • Pool bridges for large spans • Cantilevered structures • Lift shaft towers • Special applications / awkward access no problem

HIRE - HIRE & ASSEMBLY - SALES - CONTRACT HIRE / LEASE - TRAINING

For further details, please see our website www.towerhireservices.co.uk



LYTE LADDERS & TOWERS

Come & see us at the Vertical Days Show on the 27th & 28th June 2012
Sited in the PASMA Village



LYTE MANUFACTURE
ALUMINIUM ACCESS TOWERS, LADDERS AND STEPS AS WELL AS A GLASSFIBRE RANGE OF LADDERS IN THE UK AND ARE CONTINUING TO GROW THE RANGE.

On display at the show will be our new AGR system as well as our PAS250 compliant podium step!



Visit our website for a full range of access products to suit all your needs...
www.lyteladders.co.uk

Tel: 01792 796666 • Sales Fax: 01792 796678 • Email: sales@lyteladders.co.uk



Have you selected the most appropriate equipment for work at height?

Best practice is achieved by reaching the highest level in safety standards.

This includes selecting the most appropriate equipment for the job and ensuring users are properly trained.

For practical advice and product solutions to working safely at height, visit us at:

Vertical Days, Haydock Park
27th & 28th June 2012

TURNER ACCESS

www.turner-access.co.uk

"It is bad policy to regulate everything and to promote everything by employing social powers, where things may better regulate themselves and can be better promoted by private exertions. But it is no less bad policy to let those things alone which can only be promoted by interfering social power."
Friedrich List

HI-POINT SCAFFOLDING LTD

- Scaffolding & Access
- Tracked Access Equipment
- Member of Ladder Association
- All Areas Covered
- Hire, Sales, Training
- Free Surveys
- PASMA Training
- Prompt & Efficient Service

Office: 0114 257 7600
Fax: 0114 257 8866

Unit 7, Valley Works, Grange Lane,
Ecclesfield, Sheffield S5 0DP

www.hi-pointscaffolding.co.uk



ALUMINIUM TOWERS AND SCAFFOLDING EQUIPMENT



AMM 2012: PASMA Reports Another Year of Continuous Progress

At one of the best attended Annual Members' Meetings in recent years, delegates heard from the chairman, Roger Verallo, how the reach and influence of the association in the work at height sector continues to grow, and how PASMA is broadening its range of services in support of its members and the industry at large.

Managing director, Peter Bennett, outlined the association's primary objectives going forward, in particular the need to advance and enhance communications. He advised PASMA members how the association is now engaging with social media as a communications tool and announced the launch of a mobile App to provide instant, relevant and up-to-the-minute information for the mobile access tower community.

As further evidence of the association's commitment to improving communications, both internally and externally, Bennett welcomed Neil Tomlinson to the newly created post of head of marketing and communications, and



Roger Verallo

Michael Fern who will spearhead PASMA's move into social media. Delegates also received reports from Alistair Twigg, chairman of the technical committee; Mick Aston, chairman of the training committee; and Chris Blantern, chairman of the hire assembly committee. They were also reminded of the availability of grants to assist approved training centres with the purchase of AGR equipment. Members received copies of the 2012 Annual Review at the AMM, which, for the second year running, was held at Haydock Park in conjunction with Vertikal Days.



PASMA Mobile App & Android

Believed to be the first mobile App & Android introduced by a trade body anywhere in the world in the work at height sector, PASMA's landmark mobile App made its debut at Yorkshire Tower Week. It is a powerful resource delivering vital information in real time to anyone involved in specifying, choosing and using mobile access towers. Available to download for free, it will be reviewed in full in the next PASMA page in Cranes & Access.



PASMA Tower Week Set for National Roll Out

Following a successful trial in Yorkshire during week commencing 15th June, the association has decided to roll out PASMA Tower Week nationally in 2013 to coincide with planned HSE initiatives. This year's event included tower displays, free seminars, on-site inspections, drop-in surgeries, tower demonstrations and 'ask the expert' sessions. It was supported by PASMA members AFI Uplift, Astra Access Safety Training, Boss Training, Generation Training Services, Hi-Point Scaffolding, Harsco Infrastructure, Planet Platforms, Speedy Services and The Safety Maintenance Company.



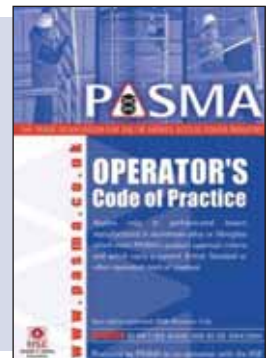
Towers: First and Last

Located immediately adjacent to the main entrance/exit, mobile access towers were the order of the day for visitors to this year's Vertikal Days. Exhibiting alongside PASMA - who took the opportunity to explain how towers can be a viable rental product for hire companies - were members Euro Towers, Lyte Ladders & Towers, Turner Access, Instant Upright and Pop-Up Products.



Review of Operator's Code of Practice

PASMA Council in conjunction with the PASMA training committee is currently inviting members to inform the association of any amendments or additions they would like to see in the next revision of the Operator's Code of Practice. Submissions using 'Form 25 Consultation Document' should be sent to stuart.hopkins@pasma.co.uk



In Brief

2012 Health & Safety Expo: For the sixth consecutive year the association was a major contributor to the AIF Knowledge Base and Live Zone at Health & Safety Expo. There was a significant increase in the number of overseas enquiries received this year, especially from Australia, US, Africa and India. During the event Steve Smith, president of the US-based Scaffold & Access Industry Association, met with PASMA's Peter Bennett and Neil Tomlinson.

New Online Videos: PASMA has added two new online educational videos to its website - 'Managing specialists: How to ensure your tower contractors are up to the job' and 'PAS 250: A new standard for low level access'.

Morgan Sindall Group: Morgan Sindall is a leading UK construction and regeneration group with revenues of £2.2 billion and 7,000 employees. At the company's request, PASMA technical director, Don Aers, recently gave a presentation on the impact of PAS 250 guidance on low level access equipment. PASMA is currently offering to update major organisations on how this will impact on their business. Anyone interested in a presentation should contact jill.couttie@pasma.co.uk

Contact details



PO Box 26969, Glasgow G3 9DR
Tel: 0845 230 4041
Fax: 0845 230 4042
Email: info@pasma.co.uk
www.pasma.co.uk



10-11 September 2012, Holiday Inn Atrium, Singapore

Asia and Australasia's leading crane industry meeting

Cranes Asia seeks to bring together crane owners and users, manufacturers and suppliers, regulators and standards experts. In 2012, Cranes Asia will be taking place for the third time.

Cranes Today's regional conferences, Cranes Asia and Middle East Cranes, focus specifically on the region in which they take place, giving participants a unique chance to local concerns. Cranes Asia is the only lifting conference in Singapore organised by an industry-recognised publication or trade association.

Since its successful launch in 2009, the programme and focus of Cranes Asia has been shaped around the needs of the local market and on feedback from conference participants. Last year's conference, featuring a programme organised by Cranes Today's editor Will North, was widely praised by participants for its focus on expert speakers.

This year's event, on Monday 10 and Tuesday 11 September 2012, will combine all you need to know on safety, technology and the regional market for lifting equipment and services.

The Singapore Sports Hub

Frederic Perez *construction director
Dragages Singapore*
Jean-Marc Rannou *operations
manager Dragages Singapore*

Crane accident investigation in Malaysia

**Ing. Dr. Mohd Fairuz Abdul
Rahman**, *investigating engineer,
division of forensic engineering,
department of occupational safety
and health, Government of Malaysia*

11:30-12:15 Safety in Asia: Perception to reality

Mick Hoyle *specialist lifting
consultant*

Accidents: The human cost

Bryan Cronie *regional SHE-Q
director Mammoet Singapore*

Accidents: The financial cost

Martin Banasik, *principal engineer
(lift and crane), Allianz Engineering*

A new approach to inspection and maintenance

Geoff Holden *chief executive LEEA,
the Lifting Equipment Engineers
Association*

The state of the market in Asia and Australasia

Stuart Anderson *consultant*

Bringing Chinese cranes to developed markets

David Potter *managing director
Australian Crane & Machinery*

Crane inspection

Brandon Hitch *CraneSafe Engineer
CICA, the Crane Industry Council of
Australia*

Speakers and programme

To propose a presentation at this event or discuss the programme, please contact Cranes Today editor Will North on +44 20 7406 6629 or email wnorth@progressivemediagroup.com

Sponsorship and delegate places

To discuss sponsorship opportunities contact Martin McCarthy on +44 20 8269 7848 or email mmccarthy@progressivemediagroup.com

To register as a delegate contact Kate Hearn on +44 20 8269 7743 or email khearn@progressivemediagroup.com

Self-powered 'Breeze' alarm

Anemometer manufacturer Estesian Technologies has announced the introduction of what it claims is world's first self-powered alarm anemometer. Intended for use on aerial work platforms, the 'Breeze' is powered by an internal generator and emits a 90dB audible alarm, when wind speeds exceed nine metres a second. The generator eliminates the need for batteries or an on/off switch and ensures the device remains operational at all times. It has an overall height of 184mm, a rotor diameter of 190mm - with three 51mm diameter cups and can accurately measure wind speed to within 0.1 metres a second - when the wind speed is between five and 25 metres a second.

A 900mm long mounting mast and clamp enables the Breeze to be easily attached to the guardrails of a standard platform.

The unit is also available with a separate wireless base unit/readout box with or without a data logger. The unit will transmit data up to 400 metres and is also available with a wind direction and temperature sensor.

The device has an overall weight of 360 grams and the alarm can be pre-set at the factory for any wind speed.



White metal plain bearings

German based metal processing company Zollern has developed a patented, high strength white metal plain bearing alloy for heavy duty use in turbines, electric motors, large transmission and diesel engines. With the assistance of the FVA - the German Drive Technology Research Association - Zollern set out to develop a white metal plain bearing, which combines high fatigue resistance with strength and a high operational tolerance. It was also able to develop the alloy without using toxic elements - cadmium or arsenic, which are typically used in the white metal casting process.

The company says its new WM2020-pro alloy combine

durability and strength with a 20 percent increase in load bearing capacity. They also provide a greater tolerance to overloading and impact loading as well as having improved emergency operation properties with minimal lubrication. Having successfully completed trials at Zollern's dynamic plain bearing test facilities, the WM 2020-pro will be available later this year.

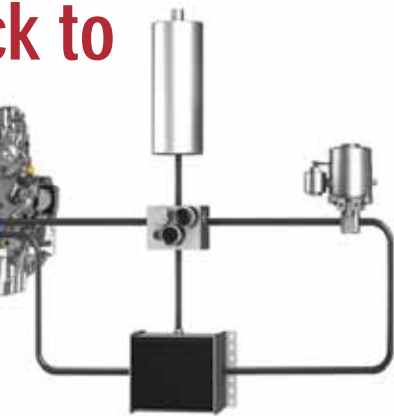


Zollern white metal

Manitou quick to Stop & Go

Poclain Hydraulics has developed a new hydraulic starter motor in conjunction with access and telehandler manufacturer Manitou. The system incorporates Manitou's patented Stop & Go function which it plans to offer on its MT1440 and MT1840 telehandler models next year. The system will also be available on other Manitou models fitted with Stage IIIB/Tier 4i engines in Europe and North America.

The stop/start function automatically turns off the engine after a specified period of idling and then restarts it within half a second of a demand, which it says is twice as fast as an electric starter, which is still required for the initial engine



start. The starter is powered by hydraulic pressure stored in an accumulator. Manitou, which presented the new system in Puerto Umbria, Spain last month, said that the system could save up to €1,000 per year by reducing fuel consumption by five percent, while reducing engine wear and maintenance and therefore increasing resale value due to the lower overall operating hours.

A handy portable battery charger

Generator manufacturer WhisperPower has introduced the WBC-Handy portable battery charger range as part of its Orange Label concept. The fully automatic five step Handy chargers can handle wet, gel and AGM type batteries, with the option of adjusting the charge current and capacity. The available models are the WBC-Handy 20, 70 and 150 for 12 volt batteries in either portable or fixed position formats.

The chargers feature automatic temperature compensation which ensures an easy start up in winter conditions as well as preventing overcharging in summer conditions. It includes a flashing light indicator which reveals the charge phase or warns the user when the charger has been connected incorrectly. Orange Label products are small, lightweight, easy to operate and attractively priced.



enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of www.vertical.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@vertical.net with 'Innovations' typed in the subject box.

Kran & Bühne

DAS MAGAZIN FÜR KRAN- UND ARBEITSBÜHNENANWENDER

Ihr Vorteil!

Um leistungs- und wettbewerbsfähig zu bleiben, benötigt die Industrie gerade bei härteren Marktbedingungen hochqualifizierte und ihre Märkte betreffende Informationen. Diesem Verlangen kommt Kran & Bühne mit praxisorientierten Artikeln nach, die dem Leser helfen, fundierte Entscheidungen zu treffen. Die Artikel werden von einem erfahrenen, international und in Deutschland tätigen Journalistenteam verfasst. Kran & Bühne liefert dem Leser harte Fakten darüber, welche Ausrüstung für welche Einsätze geeignet ist, sowie Neuigkeiten und Baustellenberichte.



Name/Vorname: _____
 Firma: _____
 Umsatzsteuernummer (nur bei Firmen) _____
 Straße/Postfach: _____
 Postleitzahl/Ort: _____
 Land: _____
 Tel: _____
 Fax: _____
 E-mail Address: _____
 1. Unterschrift des Abonnenten: _____

Ich wünsche folgende Zahlungsweise:
 Bargeldlos per Bankeinzug (nur in Deutschland)
 gegen Rechnung

Kontonummer: _____
 Bankleitzahl: _____
 Geldinstitut: _____
 Firma: _____
 Postleitzahl/Ort: _____

Hiermit bestätige ich, dass die Abbuchung des jährlichen Abo-Betrages von € 26.00 für o.g. Firma/Anschrift vorgenommen werden kann.

2. Unterschrift des Abonnenten:
Abonnieren Sie jetzt einfach und bequem!
 per Fax: (0761) 88 66 814
 oder per Post: Kran & Bühne
 Sundgauallee 15 D-79114 Freiburg
 Tel: (0761) 89 78 66-0 Fax: (0761) 88 66 814
 E-mail: info@Vertikal.net www.Vertikal.net



GOING UP IN THE WORLD

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

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

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

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

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

- Continental Europe: €23 plus €6.50 postage & packing
- Rest of world \$31 plus \$10 shipping



Ordering Information

Forename: _____ Surname: _____
 Address: _____
 Post Code: _____
 Email: _____ Telephone: _____
Please make all cheques payable to 'The Vertical Press Ltd'
 I enclose a cheque for £24 (£19.50 + £4.50 p&p)
 I enclose a cheque for €29.50 (€23 + €6.50 p&p)
 I enclose a cheque for \$41 (\$31 + \$10 p&p)
 Please invoice me: _____
 Please debit my card:
 Card No: _____ Issue No: _____
 Issue Date: _____ Expiry Date: _____ 3 Digit Security Code: _____
 Signature: _____ Date: _____

Please send completed order form to: The Vertical Press, Box 6998 Brackley, NN13 5WY, UK. Alternatively, fax it through on +44(0)1295 768225 or scan & email info@vertikal.net

Liebherr LTM 1750-9.1

At its recent Customer Days event at Ehingen, Liebherr launched a number of new products including the LTM 1750-9.1 All Terrain crane. This nine axle crane is rated at 750 tonnes and fills a gap in the range between the trusty 500 tonne LTM 1500 and the top of the line 1,200 tonne LTM 11200. A feature of the machine is that the crane travels with its heavy duty 52 metre boom installed.

To commemorate the introduction Liebherr commissioned a scale model of the LTM 1750 which was available for the event. It is in the smaller 1:87 scale rather than the more usual 1:50 scale, and has been made by WSI of the Netherlands.

It comes in a small Liebherr branded box and is in a number of parts which provide good flexibility in how the model can be displayed. To enable detail in the smaller scale there is more plastic than in a typical 1:50 model, but it is still very much a diecast model.

The carrier is good with rubber tyres on the detailed wheels, although there is no steering functionality. At the front the carrier cab has interior detail, with clip-on door mirrors and the engine detail behind the cab is excellent, considering the scale. The outrigger beams are entirely plastic and fold out from the

side of the carrier and as the pads cannot be lowered they need to rest on something to provide support when the boom is up.

The crane superstructure is a nicely made part and includes a cab which can be moved from transport to working position. The counterweight tray is a separate part which pins into position and it can be posed on the carrier deck to replicate self-ballasting. The ballast weights are in two pieces and are made of metal with very good graphics applied.

The boom has a metal base section and while one section can be telescoped it is made of plastic. There is a metal sheave at the boom head with the main cluster of sheaves being a single plastic piece. A working winch is provided with a solid metal hook block which can have one fall of rope which is a compromise of the scale.

This is a relatively small model at under 350mm high, while the carrier is 230mm long so it is ideal where display space is limited, or even as an item on a model railway layout. Although there are a number of modelling compromises to suit the scale the model looks good and is expected to be priced at around €60.

To read the full review of this model visit

www.cranesetc.co.uk

Cranes Etc Model Rating

Packaging (max 10)	7
Detail (max 30)	23
Features (max 20)	16
Quality (max 25)	18
Price (max 15)	11
Overall (max 100)	75%



Lifting steelwork



Outrigger beams are plastic but detailed



In road-going configuration



Setting up the ballast on the carrier. The plates under the outriggers are not included with the model



Excellent detail on the carrier deck

Liebherr WOWS customers

Liebherr wowed thousands of customers and visitors at its '2012 Customer Days' event at its Ehingen manufacturing facility in Germany. As well as unveiling two new cranes, visitors were also treated to a spectacular 'four-crane mobile' using the 3,000 tonne LR 13000 crawler crane the first time most had seen this monster crane. Other attractions included visits around the manufacturing site, equipment demonstrations and a spectacular firework/laser show finale. This is the fifth such event held at Ehingen since 1999 – and the two day event attracted almost 4,000 visitors from all over the world.

The new cranes included the 750 tonne LTM 1750-9.1 nine axle All Terrain and the 220 tonne LTR 1220 telescopic crawler crane. With the first LR 13000 now sold, unit number two took centre stage for a 'four crane mobile' in which it lifted a 1,350 tonne capacity LR11350 with an LR1350/1 on its hook which in turn was lifting an LTR1100 - a mere 100 tonner - which in turn supported a scale model doing the same. This particularly tricky lift was the brain-child of Hans-Dieter Willim, Liebherr's chief crane designer and was a master-class in balance. Any deviation would immediately have affected the working radius of each crane, triggering a chain reaction.

With all cranes in the final position, the load lifted by the LR 13000 at 30 metre radius was 1,430 tonnes almost in balance with its 1,400 tonne derrick counterweight suspended at a radius of almost 30 metres. The combination of counterweights, base machine, booms and load meant that a total

weight of 5,000 tonnes was applied by the LR 13000 tracks to the concrete base.

LTM 1750-9.1

The new LTM 1750-9.1 slots in between the LTM 1500-8.1 and the LTM 11200-9.1 and should be ready from the fourth quarter this year.

With a 52 metre main boom, Y-Guy boom suspension system and array of lattice jibs the crane has a variety of combinations up to 154 metres hook height. While the crane would normally travel with its 52 metre main boom, front outriggers and complete hoist gear for a GVW of 108 tonnes -12 tonnes an axle this can be reduced to 11 tonnes by removing the outriggers or stripped to a GVW as low as 40 tonnes if necessary. The drive system for the crane superstructure - engine, hydraulics and integrated ballast device - is transported to site separately, fitted by self-assembly and connected via quick connect couplings - a Liebherr first. If there is a problem with the superstructure drive, all crane functions can be driven by the chassis engine.

The rear four axles of the nine axle chassis are actively steered and speed dependent to improve manoeuvrability and reduce tyre wear. In crab steering mode, all axles are steered.

LTR 1220

Liebherr also extended its telescopic crawler range with the addition of



the 220 tonne LTR 1220 – the first two being ordered at the launch by UK crawler crane specialist Weldex. The 60 metre main boom - derived from the LTM 1220-5.2 - can be extended with a 12.2 to 22.2 metre swingaway, which can be further extended by two, seven metre lattice inserts. The extension can be luffed under full load from 0 to 45 degrees. The undercarriage extends from 4.5 to 5.88 or 7.25 metres. The basic machine weighs 90 tonnes.

Ehingen is the world's largest production facility for All Terrain cranes, covering an area of 840,000 square metres with 220,000 square metres of buildings and 2,800 employees. Liebherr claims a market leading 44 percent share of the All Terrain market and in spite of the recent economic slowdown the facility has grown steadily over the past 10 years and achieved revenues of almost €1.5 billion (at factory gate prices the business achieved €1.74 billion overall). Deliveries this year should total around 1,450 cranes an improvement on 2011.



LTM 1750-9.1

Investment in the facility continues with €30 million planned for 2012. Currently under construction is a new hall - 120 metres long by 90 metres wide - in the northern part of the plant to handle special projects as well as for testing.

LTR 1220.



Readers Letters



Dear Sir,

I appreciated your latest cover great photograph and looks like a great job too, but I couldn't help wondering if this was the one that Lomma sent to the attorneys for the families that recently lost the law suit against him? If so this was in bad taste.

Name not provided

This photograph was in fact one of many we received involving the changeover of space shuttles both from the New York and Washington ends. Some we were not certain if we could use them or not and others were simply not good enough. This one was one of several supplied to us by Terex and was chosen by our designer from a range of photographs of different subjects. We have no idea if it was involved with the affair that our writer is referring to or not and do not feel that it is our place to try and second guess or judge this issue. We have received numerous positive comments on it and are happy to have used it.

Ed

To the Crane Show Organiser - Haydock Park

Dear Reader,

I would be pleased if you will send me any crane promotion material and leaflets as I am a disabled model maker and very interested in cranes. But I am not very mobile.

Yours faithfully

Kindest Regards,

Mr William John Hulse

87 Burton Road,
Ashby -de-la Zouch
Leicestershire
LE65 2LG

We received this during Vertikal Days and wondered if any equipment manufacturers out there would be interested in sending Mr Hulse some material. It may well result in a model of your product appearing in these pages? We will also add him to our mailing list.

Ed

Good Morning Leigh

Thank you to you and Pam and all your colleagues for all your support and help at Vertikal Days. It was a great exhibition for us as always and we are already looking forward to next year! I expect you are all still hard at it! Our news from Vertikal Days, apart from it being hugely successful is that we offered our customers attending our Technology Seminars to be entered into a draw to win an iPad. Andy Pearson from Prolift Access won it. The draw was witnessed by Jamie Baddeley from Shawhire Ltd, we just wanted to make sure that it was all above board!

Hope to see you soon.

My Best Wishes

Katy

Higher Concept Software
Reading, Berkshire, UK

Dear Leigh or Mark,

I read with interest the letter in the current issue of your magazine from Allan Shanks at Balfour Beatty, the attitude he shows in his letter is fine but is not always matched by what we see on site. We are a smaller supplier which is finding it harder to compete with the big boys like Nationwide and AFI on some of these big contractor sites as they increasingly try and lock out the competition through 'national agreements'. The service we offer is appreciated by our customers many of which are subcontractors to the big contractors and who are not happy with the impersonal service from the larger companies.

The first we heard about this controller fiasco was when our driver arrived on site to deliver a machine, only to be told that its control box did not match the photo on a safety alert he had - one that we had never seen before.

Reading his letter it looks like AFI and Nationwide got a copy of the alert fast enough - so they could react to it - we never received anything and still haven't as far as I am aware and we supply Balfour sites, explain that! We did finally get a copy of the alert but only by asking for a copy when our completely safe machine was turned away - since then the same make and model has been accepted on the same site so things seem to have 'settled down' we were told it was OK now?- explain that one!

If they are serious about safety why can't they either make sure that everyone gets a copy of stuff like this, or better yet send a copy to Vertikal and ask them to post it on the web? All our people check it regularly - some of them too many times a day in some cases! Or through IPAF - we are all members. If I had seen this before our machine was turned away we would have probably reacted the same as Nationwide - we care just as much as they do about safety! There are too many people in the industry at the moment trying to use safety as a weapon to exclude competition and that's bad for us all.

If you do use this please keep my name out of it, business is tough enough as it is! Cheers...

This was one of several communications we had over this issue, most of them along similar lines, although most were in the form of short emails or verbal. None were extensive as this. Publisher Leigh Sparrow spoke personally with Alan Shanks and said he had no doubts whatsoever about his genuine intentions and sincerity, and felt that if this happened today it would be communicated more widely, however this fell short of passing it to the press. The problem as is often the case is communication. The lifting industry and more critically major contractors need to be far more open than they are. Secrecy and subterfuge is costing lives.

Ed

Dear Sir,

I was very interested to read the information on page 67 of your June magazine about the PACHOM personal anti-collision device and was wondering what sort of feedback you have received from people? I don't believe in a big Swiss watch like that as the base point for the system, but I like the idea of the system and how it works. I hope that you will follow up with this as the trials continue.

I look forward to reading how it goes.

Best Regards,
Bengt Lindberg
Malmö, Sweden

We actually had no feedback or comment at all from anybody on this item, not one, so we are not even sure if anyone apart from Mr Lindberg read it or not? We will follow it up though in a few months to see how it went.
Ed

Dear Sir,

I enclose a short overview and a disc of photographs from the show, the next one will be held on October 21st at the Mercure Duneshaigh Hotel, Blackburn Road, Clayton Le Moors, Accrington, Lancashire BB5 5JP. The show is open from 10 am until 4pm.

David W. Weston

The second heavy equipment model show was held at Mercure Duneshaigh Hotel, Clayton Le Moors and is a model show for anyone interested in heavy haulage, cranes and construction equipment. It is not a show intended for general haulage fans of the likes of BRS or Eddie Stobart.

There is no restriction either on what the models are made from - plastic, die cast or Meccan - nor is there any restriction on the scale. The sizes varied from the smallest on display at just 300mm long to the largest full size haulage trucks that were located outside in the hotel car park. The show was well attended with 12 real trucks outside and 84 tables of models inside, divided between displays and traders.

Visitors came from as far afield as the North of Scotland and the South coast of England. Steven Downes from Miniature construction world attracted a lot of attention with his display of the newest models available.

Gordon Sharpes has a very impressive display of model cranes, most of which had been purchased as damaged models on ebay. They had been stripped right down and all the paint removed, before being restored into well-known crane liveries, both past and present with 32 completed so far.

Howard Nunnick spent his working life at Rolls Royce as an engineer so it comes as no surprise to find his collection of models have been created from bits of scrap metal that had been consigned to the bin.

Also worthy of note is the 1/12th scale radio controlled models by Roy Scott, with such classics as the AEC, Diamond T and Pacific model trucks being amongst his fleet.

There were also several dioramas on display as these are becoming increasingly popular, but by far the best had to be the workshop scene by Damian Hampson, as the stone building is made from just that. He cut stone into very small pieces then cemented them together. It also has a slate roof and is fully lit. The building along with the equipment in its accompanying yard is a credit to him.

Outside was also a very impressive display of heavy haulage trucks with Collett heavy transport sending its latest fleet additions in the shape of a DAF XF eight wheeler tractor unit. GMH brought along its FTF and drawbar low-loader, as well as a Scania T cab and a Mack B series fire truck.

Thanks must be made to Premium Collectable Models, Collett Heavy Transport and Nootboom trailers or their support with the show. For more information about the next show should you wish to display your models or enquire about trade tables, please ring 01282 693477 or email heavyequipmentmodelshow.infos@yahoo.co.uk



Hi Leigh

I read your editorial regarding poor credit control and agree with you 100%. I am semi-retired and now do safety training on various pieces of lift equipment. Previously I was general manager of a heavy equipment dealership responsible for the four Eastern provinces in Canada covering an area equal to three quarters of the total land area of France.

Your comments are very accurate. I know of several companies, one who had been in business since the early 1900's, that are no longer around due to the very thing you commented on. They saw an opportunity to get a new client and kick one of their competitors out and soon they found out the hard way why the "great opportunity" had presented itself.

Comments regarding "loose credit" I well remember from long-time well established and prudent customers, that are still in business after many decades including economic upturns and downturns.

"I would rather be an idle fool than a busy one"

"When one company goes belly up there are several standing in line to take their place"

Another incident, due to NSF cheque problems, a customer of ours in the building supply and lumber business stopped taking cheques and went to credit card or debit only for walk in customers. One person became very irate demanding he take a cheque. He told him use your credit or debit card. The reply "I don't have a credit card. What about debit?"

"I have no money in the bank that's why I want to give you a cheque. I think I will have enough to cover the cheque by the time it clears."

Many years ago when I was first starting out, an elderly successful businessman who had immigrated to Canada from Eastern Europe during the early part of the 20th century took time to provide me many excellent business lessons. One I still remember goes as follows:

C&a

letters

There are two horse dealers in the town. One sells 100 horses a year, one sells 10. Which one is the better businessman? Answer: Look under the beds in the boxes each keeps his money in. The one who sold 100 lost a \$1 on every horse. The one who sold 10 made \$10 on every horse.

I found over the years, if a prospective customer does not want to be forthcoming with credit information or gets upset because we asked for it – they were an excellent prospect for my competitors.

Enjoy reading your comments

Best regards

Larry Farquhar

All Lift Truck Training

Saint John, New Brunswick, Canada

This letter dates back to the end of January and follows a comment we wrote on the all too frequent occurrence of one rental company collecting a machine following lack of payment only to pass a competitor delivering a replacement.

We responded: "Many thanks for your letter Larry, Would you mind if we use it in the next magazine? Ideally with your name, but if not then as an anonymous contribution."

He said: "No problem. You can use my name and company name also. I feel that if a person says something they should be 'man enough' - if in the age of political correctness we are still allowed to say that - to identify themselves."

Best regards, Larry

Timbermat Ltd

Guarantee - Quality ... Price ... Delivery

sales@timbermat.co.uk

Timbermat Limited is proud to announce their new supply partnership with one of Europe's largest distributors of hardwood timber. Established for over 70 years and operating a truly global network, our new agreement ensures continuity of our product portfolio for the long term.

This new venture has enabled Timbermat to secure production solely for our own distribution across the UK & Europe. Our new strategy will ensure we have access to a huge stockholding of all sizes, ready to ship at a moment's notice.

Timbermat is also proud to announce the launch of the new Emtex High Performance Mat. The world's first timber mat to be manufactured to specific loadings.

This new engineered system is built with steel edge protection, and copper treated timber to prevent decay and guaranteeing no rot.

Standard sizes start at 89mm x 1.75m x 4.9m. Please call for further details.



+44 (0) 161 442 3157

Please visit our website at www.timbermat.co.uk or to discuss your requirements please call direct on +44 (0) 161 442 3157 Or local UK call rate 0844 800 9560

2012

CICA Conference 2012

Australian crane industry conference
September 5th-7th 2012
Adelaide, Australia
Tel: +61 (0) 3-9501 0078
www.cica.com.au



Platformers Days

German Access equipment event
7th-8th September 2012
Hohenroda, Germany
Tel: +49 (0) 5031972838
www.platformers-days.de

Cranes Asia

Two day seminar on crane safety
September 10-11th, 2012
Singapore
Tel: +44 (0) 20 8269 7848
Fax: +44 (0) 20 8269 7878

Europlatform

European access conference
September, 20th 2012.
Edinburgh, Scotland.
Tel: +44 (0) 15395 62444
www.ipaf.org

Whats on?

Verticaaldagen Benelux

Benelux lifting event
September 21st-22nd 2012
Safaripark Beekse Bergen, Netherlands
Tel: +31 (0) 6 30 421 042
www.verticaaldagen.net



Intermat Middle East

8-10th October, 2012
Abu Dhabi, UAE
Tel: + 971 4 4356101
www.intermat-middleeast.com



SAIE 2012

Bologna Fair, building products.
October 18th – 21st 2012,
Bologna, Italy
Tel: +39 051 282111
www.bolognafiere.it



Lift and Access Showcase

Orlando, Florida, USA

Tel: +1 480 241-5625
October 24th/ 25th 2012
www.liftshowcase.com



Big Five 2012

November 5th-8th 2012.
Middle East construction show Dubai, UAE
Tel: +49 (0) 89 949 22 0
www.thebig5exhibition.com



Bauma China 2012

Leading Chinese Equipment show
November 27th-30th 2012
Tel: +49 (0) 89 9 4920251
www.bauma-china.com



2013/2014

ARA / Rental Show 2013
Las Vegas. Feb 10th– 13th 2012
Tel: +1800 334 2177
www.therentalshow.com



IPAF Summit 2013

Annual Summit for International Powered Access Federation
March 26th, 2013
Miami, USA
Tel: +44 (0) 1539562444
Fax: +44 (0) 1539564686
Website: www.ipaf.org
E-Mail: info@ipaf.org



Bauma 2013

World's largest construction equipment exhibition,
April 15th-21st 2013
Munich, Germany
Tel: +49 (0) 89 51070
www.bauma.de



EWPA National Convention 2013

May 8-9th, 2013 The Australian work platform association event

Sydney, NSW, Australia
Tel: +61 (0)2 9997 5133
www.ewpa.com.au

Vertikal Days 2013

UK/Ireland crane and access event
June 26th-27th 2013*
Haydock Park, UK
Tel: +44 (0) 8448 155900
Fax: +44 (0) 1295 768223
www.vertikaldays.net



Conexpo 2014

The leading US equipment show
March 4th-8th 2014
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com



Intermat 2015

20- 25th April 2015,
Paris France
Tel: + 33 1 49685248
www.intermat.fr



* To be confirmed

Visit www.Vertikal.net/en/events for a full listing of events with direct links to the organisers.

Marketplace

RECRUITMENT . USED EQUIPMENT . REPLACEMENT PARTS . RENTAL . SAFETY EQUIPMENT

RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT

cranes & access

FOR USERS & BUYERS OF LIFTING EQUIPMENT

Cranes & Access reaches over six times as many UK/Irish buyers of aerial lifts and lifting equipment than any other crane or access magazine, along with an exceptionally strong international readership, with over 15,000 lifting related professionals around the world reading either the printed or online editions of the magazine.

Given the wide global readership you will be surprised at how cost effective it can be as a medium to promote your products or services.

ADVERTISING:

The Vertikal Press Ltd.
PO Box 6998, Brackley,
NN13 5WY UK.
Tel: +44 (0)8448 155900
Fax: +44 (0)1295 768223
E-mail: advertising@vertikal.net

GERMANY:

+ (49) (0)761 189786615.

ADVERTISEMENT

M. Stemick GmbH
Kran- u. Baumaschinenhandel
CRANES FOR SALE



ALL TERRAIN-CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
301 PPM ATT 335	1997	4x4x4	27,40m + 15,00m
301 PPM ATT 340	1994	4x4x4	30,00m
351 PPM ATT 400	1998	4x4x4	30,40m + 15,00m
401 Demag AC 40	2000	6x4x6	31,20m + 13,00m
401 Faun RTF 40-3	1997	6x6x6	30,00m + 15,45m
501 Manetti MG 50.3	1992	6x6x6	32,00m + 16,00m
551 Grove GMK 3055	2005	6x6x6	43,00m + 15,00m
551 Demag AC 55 City	2005	6x6x6	40,00m + 14,00m
601 Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
601 Faun ATF 60-4	1998	8x6x8	40,00m + 16,00m
701 Krupp KMK 4070	1991	8x6x8	38,10m + 16,00m
701 Faun ATF 70-4	1998	8x8x8	40,50m + 16,00m
701 Faun ATF 70-4	1999	8x8x8	40,50m + 16,00m
801 Liebherr LTM 1080/1	2001	8x6x8	48,00m + 19,00m
1001 Grove GMK 4100 L	2007	8x8x8	60,00m + 17,00m
1001 Grove GMK 5100	2001	10x6x10	51,00m + 18,00m
1501 Liebherr LTM 1150/1	2004	10x8x10	56,00m + 21,00m
1601 Liebherr LTM 1160/2	1996	10x8x10	60,00m + 22,00m
2201 Faun ATF 220G-5	2008	10x8x10	68,00m + 37,20m
2201 Liebherr LTM 1220-5.1	2004	10x8x8	60,00m + 36,00m
3001 Demag HC 920	1992	14x6x10	52,00m + 54,00m
4001 Demag AC 1200 SL	1992	14x6x12	54,00m + 78,00m

ROUGH-TERRAIN CRANES – RT MOBIL KRAN

Make / Type	y. o. m.	Drive	Boom / Fly Jib
251 Kato KR 250	1991	4x4x4	26,70m + 7,00m

YARD CRANE

Make / Type	y. o. m.	Drive	Boom / Fly Jib
141 Demag V73	1983	4x2x2	13,10 m + 5,50 m
141 Demag V73	1991	4x2x2	13,10 m

M. Stemick GmbH
Kran- u. Baumaschinenhandel
Import - Export
D-45721 Haltern / Germany

Tel: +49-2364 - 108203
Fax: +49-2364 - 15546
Mobile: +49-172-2332923
e-Mail: info@stemick-krane.de
Internet: <http://www.stemick-krane.de>

Import • Export

Platformers' Days 2012

**7 & 8 September 2012 in
Hohenroda/Germany**



Mobile lifting and moving — The leading show for lifting and access equipment in the German-speaking region with domestic and international exhibitors presenting a wide range of current and new technology: Aerial work platforms, cranes, hoisting devices, mobile scaffold towers, telehandlers, etc.

When: 7th and 8th September 2012

Where: Hessen Hotelpark Hohenroda (Germany)

For further information please email us at: 2012@platformers-days.com

www.platformers-days.com



V12672 - JLG 1930ES - 2005
Electric - 7.60 Mtr. - 478 Hrs.
€ 5.500



V12579 - Genie GS1930 - 2006
Electric - 7.80 Mtr. - 259 Hrs.
€ 5.500



New Tyres suitable for
GS1530/ GS1532/ GS1930/ GS1932
12 x 4,5 - € 550/ set



V12520 - Skyjack SJ3219 - 2004
Electric - 7.80 Mtr. - 232 Hrs.
€ 3.500



V12760 - Haulotte Compact 10N - 2006
Electric - 10 Mtr. - / Hrs.
€ 5.500



V12633 - Genie GS3246 - 2006
Electric - 11.75 Mtr. - 151 Hrs.
€ 7.000



V12411 - Genie GS3384RT - 2002
Diesel 4x4 - 12.06 Mtr. - 2299 Hrs.
€ 9.000



V12779 - Skyjack SJ8841 - 2007
Diesel 4x4 - 14.50 Mtr. - 522 Hrs.
€ 14.500



V11825 - Genie GS4390RT - 2001
Diesel 4x4 - 15.11 Mtr. - 1627 Hrs.
€ 9.750



V12574 - Haulotte H18 SX - 2003
Diesel 4x4 - 17 Mtr. - 2529 Hrs.
€ 8.500



V12394 - Grove T860 - 1997
Electric - 8.80 Mtr. - / Hrs.
€ 4.000



V12276 - Grove T1100C - 1999
Electric - 11 Mtr. - 923 Hrs.
€ 5.250



V11299 - Genie Z30/20N - 2006
Electric - 11.10 Mtr. - 291 Hrs.
€ 16.500 - NEW TYRES AND BATT.



V12604 - Genie Z34/22N - 2006
Electric - 12.52 Mtr. - 446 Hrs.
€ 14.500 - NEW TYRES



New Tyres suitable for
Z30-20N/ Z34-22N
22 x 7 x 17 3/4 - € 950/ set



V12613 - JLG 450AJ - 2006
Diesel 4x4 - 15.72 Mtr. - 2112 Hrs.
€ 20.500



V12536 - Z45/25JRT - 2000
Diesel 4x4 - 16 Mtr. - 3360 Hrs.
€ 11.500



V12500 - Genie Z60/34RT - 2000
Diesel 4x4 - 20.30 Mtr. - 4814 Hrs.
€ 16.000 - NEW PAINT AND FILTERS.



V12601 - Genie Z80/60RT - 2007
Diesel 4x4x4 - 26.40 Mtr. - 1973 Hrs.
€ 62.500



V12602 - Genie Z135/70RT - 2007
Diesel 4x4x4 - 43.15 Mtr. - 2023 Hrs.
€ 115.000



V12739 - Genie S60 - 2000
Diesel 4x4 - 20.30 Mtr. - 4826 Hrs.
€ 12.500



V12654 - JLG 660SJ - 2007
Diesel 4x4 - 22.32 Mtr. - 1141 Hrs.
€ 39.000



V12457 - Genie S85 - 2005
Diesel 4x4 - 27.90 Mtr. - 2287 Hrs.
€ 47.500



V12465 - JLG 860SJ - 2006
Diesel 4x4 - 28.21 Mtr. - 2917 Hrs.
€ 57.500



V12488 - Genie S125 - 2007
Diesel 4x4 - 40.10 Mtr. - 1347 Hrs.
€ 97.500



www.accessplatforms.com
PILL WAY, BEVERN BRIDGE IND ESTATE, CALDCOT, MONMOUTHSHIRE, NP23 5PU - UK
+44 (0) 1291 421155

This is a small selection of our available stock.
Please visit our regularly updated website to view our full selection.



**experts in
powered access
solutions**



 <p>Genie Z30/20N Self Propelled Articulated Platform 2006, 11.14m (36.76ft) Working Height Non-Marking Tyres</p>	 <p>Compact 10 DX 4x4 Diesel Scissor Platform 2005, 10.14m (33.46ft) Working Height Hydraulic Out-Riggers Foam Filled Tyres</p>	 <p>Genie Z45/25J Self Propelled Articulated Platform 2005, 16.07m (53.03ft) Working Height Bi-Energy</p>
 <p>Manitou 165 AET 4x4 Self Propelled Articulated Platform 2001, 16.25m (53.63 ft) Working Height, Foam Filled Tyres, Rough Terrain</p>	 <p>SkyJack 4632 Electric Scissor Platform 2005, 12m (39.60ft) Working Height Non-Marking Tyres Slide-Out Deck</p>	 <p>Genie IWP 20S Personnel Platform 2007, 8.22m (27.13ft) Working Height Battery & Charger</p>
 <p>Bravi Lui Mini Personnel Platform 2005, 4.9m (16.17ft) Working Height Non-Marking Tyres Battery & Charger</p>	 <p>Genie Z34-22N Self Propelled Articulated Platform 2006, 12.52m (40.6ft) Working Height Non-Marking Tyres, Electric</p>	 <p>JLG 260MRT 4x4 Diesel Scissor Platform 2006, 10m (32ft) Working Height Foam Filled Tyres</p>



PLANT & CRANE HIRE

- FULL PLANT HIRE SERVICE AVAILABLE
- MOBILE CRANES 35-120 TONS
- IRON FAIRY & CITY CRANE
- CPA & CONTRACT LIFT SERVICE
- RIGGERS, SLINGERS - APPOINTED PERSONS
- TEST WEIGHT HIRE
- MACHINERY MOVEMENT SERVICE
- CRUSHERS & SCREENERS
- ROAD BRUSH HIRE
- HIAB & LOW LOADER TRANSPORT
- ALL OPERATORS FULLY CPCS CERTIFIED
- CALL FOR A FREE SITE VISIT AND QUOTATION
- BASED IN GLASGOW








t: +44 (0) 141 646 1212 e: info@ab2000.co.uk
www.ab2000.co.uk






THE ECO-FRIENDLY SOLUTION

GANTICHARGER

The revolutionary new charger

The **GantiCharger** is made to revive, charge, check and maintain batteries.

- **GantiCharger** is designed to reduce the frequency and cost associated with battery replacement.
- **GantiCharger** is made to both save energy and significantly prolong battery life with reduced maintenance cost.
- **GantiCharger** prevents overheating the common cause of battery damage.



For UK sales: 07807 348584
For Dealer enquiries: +47 93405970
www.ganticharger.com

ECO LIFT outrigger pads

- Manufactured in Germany to the highest standards from regenerated polyethylene
- Safe and easy to handle will not splinter
- No water absorption
- High resistance to impact and vertical pressures
- Under normal working conditions unbreakable
- Inbuilt memory, adapting to working surface
- Custom sizes available
- Supporting - mobile cranes, self erecting tower cranes, loader cranes, aerial work platforms, concrete pumps, tele handlers
- Load bearing capacities from 5 to 300 tonnes
- Lifetime warranty against breakage

The UK's Leading Supplier



Bill Green @ PLC Sales

Tel: +44 (0) 1449 674 154 Mob: +44 (0) 7885 020 582

Fax: +44 (0) 1449 674 173

Email: sales@outriggerpads.co.uk Web: www.outriggerpads.co.uk

MANUFACTURER OF CRANE AND FORKLIFT ATTACHMENTS

- ◆ Concrete skips
- ◆ Self Discharge Boat Skips
- ◆ Circular Muck Skips
- ◆ Access Platforms
- ◆ Plastic Mortar Skips
- ◆ Crane Man Cages
- ◆ Bricks Forks
- ◆ Block Grabs
- ◆ Crane Forks
- ◆ Manhole Ring Clamps
- ◆ Gas Bottle Carriers
- ◆ Fork Lift Tipping Skips



TO DISCOVER MORE, CALL:

Head Office & Accounts
+44 (0)1420 592 900

OR EMAIL: sales@conquipindustrial.com



DISTRIBUTORS REQUIRED
MANUFACTURING, SALES & HIRE

vpidigital

video and digital communication
for a world of screens

video production

video on the web

e-learning

employee communication

live event coverage

staff training videos

product demonstration

health and safety videos

"The team at VPI Digital has many years of production experience working for clients the world over. In fact, so far, we've clocked up over 50 countries while making video content for our clients. We plan, organise and execute all aspects of a production so things run smoothly, on time and to budget"

Tel: +44 1280 706930

www.vpidigital.com

Parts for aerial work platforms

22 000 stock items
450 000 known references



TOTAL SOURCE

Suitable for

- | | | |
|-------------------|----------------|-------------|
| • Aichi * | • Holland Lift | • Skyjack * |
| • Dinolift | • Iteco | • Snorkel * |
| • Genie * | • JLG * | • Upright * |
| • Grove/Manlift * | • Manitou * | |
| • Haulotte * | • Niftylift | |

* For these brands we have fast-movers in stock.

TVH® and TotalSource® are registered trademarks.

TVH UK LTD

Company registration number 3859070

Unit 17 • Paragon Way • Exhall

GB-CV7 9QS Coventry

T +44 2476 585 000 • F +44 2476 585 001

sales@tvh-uk.co.uk • www.tvh-uk.co.uk



Access Equipment Manufacturers

Ascendant Access	www.ascendantaccess.com
Aichi	www.aichi-corp.jp
AIRO	www.airo.com
Alimak Hek	www.alimakhek.com
Altrex B.V.	www.altrex.com
ATN	www.atnplatforms.com
Barin	www.barin.it
Basket	www.basket-platforms.com
Biljax	www.biljax.com
Böcker Maschinenwerke	www.boecker-group.com
Bravi	www.braviisol.com
CMC	www.cmc-platforms.com
CTE	www.ctelift.com
Denka Lift	www.denkalift.com
Dino Lift	www.dinolift.com
Dingli	www.cdingli.com
Esda	www.esda-fahrzeugwerke.de
Falck Schmidt	www.tcalift.com
Fraco	www.fraco.com
Genie	www.genieindustries.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Isoli	www.isoli.com
Iteco	www.itecolift.it
JLG	www.jlgeurope.com
Leader	www.leader-piatt.it
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
Mantall	www.mantall.es
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Nagano	www.kemphoogwerkers.nl
Niftylift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Omme Lift	www.ommelift.dk
Palazzani Industrie	www.palazzani.it
Palfinger Platforms	www.palfinger-platforms.com
Planet Platforms	www.planetplatforms.co.uk
PB Liftechnik	www.pbgmbh.de
Platform Basket	www.platformbasket.com
Ranger tracked access	www.tracked-access.co.uk
Ruthmann	www.ruthmann.de
Skako	See Denka or TCA
Skyhigh	www.skyhigh.be
Skyjack	www.skyjack.com
Snorkel	www.snorkelusa.com
Socage	www.socage.it
SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.info
Turner Access	www.turner-access.co.uk
Upright International	www.upright.com
Versalift distributors (UK)	www.versalift.co.uk
Youngman	www.youngmangroup.com

Alloy Scaffold Towers

Altrex	www.altrex.com
Eurotowers	www.eurotowers.co.uk
Industrial Access Romania	www.industrialaccess.ro
Instant	www.instantupright.com
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mast Climbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Fraco	www.fraco.co.uk
Harsco Infrastructure	www.harsco-i.com
Safi	www.safi.it

Specialist Scaffolding

Advance	www.advancedscaffoldingltd.co.uk
Scaffolding (SW)	
Harsco	www.harsco-i.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
Access Link	www.accesslink.biz
Access	www.accessplatformsdirect.co.uk
Platforms Direct	
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Advanced Access	www.accessplatformsuk.com
Platforms	
Aerial and Handling Services Ltd	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AFI-Uplift	www.afi-uplift.co.uk
A-Plant	www.aplant.com
Bluelift	www.bluelift.ie
Easi up Lifts	www.easiuplifts.com
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
Industrial Access Romania	www.industrialaccess.ro
Kimberly Access	www.kimberlyaccess.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
Manlift Hire	www.manlift.ie
Nationwide	www.nationwideplatforms.co.uk
Platforms	
Panther	www.platform-rentals.co.uk
Peter Douglass Platforms	www.peterdouglass.co.uk
Peter Hird	www.peter-hird.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Riwal	www.riwal.com
Trac-Access	www.trac-access.com
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Notified Body

Powered Access Certification	www.pac.uk.com
------------------------------	--

New & Used Platforms

Access Platform Sales	www.accessplatforms.co.uk
Advanced	www.aaplatforms.co.uk
Access Platforms	
AFI Resale	www.afi-resale.co.uk
A. J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Bluecycle Plant	www.bluecycleplant.com
Brodrene Jorgensen AS	www.brjorgen.no
Caunton -Access	www.cauntonaccess.com
Davis Access	www.davisaccessplatforms.com
Easi-uplifts	www.easiuplifts.com
Facelift	www.facelift.co.uk
Flesch	www.Flesch-Arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genieindustries.com
Industrial Access	www.industrialaccess.ro
JLG	www.jlgeurope.com
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.KUNZEgmbh.de
Lavendon Sales	www.lavendonsales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Lisman	www.lisman.nl
Manlift Sales	www.manlift.ie
Mr Machinery	www.mrmachinery.co.uk
Mech-Serv (GB)	www.mech-serv.co.uk

Peter-Hird	www.peter-hird.co.uk
Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Platform Sales Europe	www.platformsaleseurope.com
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Riwal	www.riwal.com/used
Thanner	www.USED-Worklift.com
Turner Access	www.turner-access.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Special/Bespoke Access & Lifting Solutions

GT Lifting Solutions	www.gtliftingltd.co.uk
Liftright Access	www.liftrightaccess.com
Planet Platforms	www.planetplatforms.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Ranger Equipment	www.spiderlift.co.uk
H&A Height Services	www.ha-heightservices.com

Special & Niche Access

Acrolift	www.acrolift.co.uk
Tracked Spider Solutions	www.trackedspidersolutions.co.uk
Easi UpLifts	www.easiuplifts.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Facelift	www.facelift.co.uk
High Access Hire	www.highaccesshire.co.uk
Higher Access	www.higheraccess.co.uk
Panther	www.platform-rentals.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Telescopic Handlers

Dieci	www.dieci.com
Genie	www.genieindustries.com
Haulotte	www.haulotte.com
Industrial Access	www.industrialaccess.ro
JLG	www.jlgeurope.com
Manitou	www.manitou.com
Merlo	www.merlo.co.uk

New & Used Telehandlers

Bluecycle Plant	www.bluecycleplant.com
Dieci Telehandlers	www.dieci.com
Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Mr Machinery	www.mrmachinery.ie
Riwal	www.riwal.com/used
VHS Vissers Heftruck Service	www.vhsbladel.nl

Telehandler Rental

GT Lifting Solutions	www.gtliftingltd.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

Alfa Access Services	www.alfa-access-services.com
----------------------	--

Industry Associations

ALLMI	www.allmi.com
CICA	www.cica.com.au/
CPA	www.cpa.uk.net
EWPA	www.ewpa.com.au
IPAF	www.ipaf.org
OSHA	www.osha.gov
PASMA	www.pasma.co.uk

Crane Manufacturers

Böcker Maschinenwerke	www.boecker-group.com
Galizia	www.galiziagrupo.com
Grove	www.grovetworldwide.com
Jekko	www.jekko.it
Kobelco	www.kobelco-cranes.com

Liebherr	www.liebherr.com
Linden Comansa	www.comansa.com
Maeda	www.maedaminicranes.co.uk
Manitowoc	www.manitowoccranes.com
Mantis Cranes	www.mantiscranes.ie
Ormig	www.ormig.co.uk
Potain	www.manitowoccranes.com
Sany	www.sany.com.cn
Sennebogen	www.sennebogen.com
Spierings	www.spieringskransen.nl
Tadano Faun	www.tadanofaun.de
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Wolffkran	www.wolffkran.de
Zoomlion	www.zoomlioncranes.co.uk

Lorry/Truck Loader Cranes

Atlas Cranes UK	www.atlasgmbh.com
Effer	www.effer.it
Hiab	www.hiab.com
Palfinger	www.palfinger.com
PM Cranes	www.pm-group.eu

New & Used Cranes

AGD Equipment	www.agd-equipment.co.uk
Bluecycle Plant	www.bluecycleplant.com
Cranes UK	www.cranesuk.net
Crowland Cranes	www.crowlandcranes.co.uk
E.H Hassells	www.hassells.com
Electrogen Int	www.electrogen.ie
Immo Cranes	www.immo-cranes.com
Jones-Iron Fairy	www.jonesironfairy.co.uk
Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.ie
M. Stemick	www.stemick-krane.de
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Used Cranes CCK	www.used-cranes.de
Peter Hird & Sons	www.peter-hird.co.uk
UCM	www.ucmholland.nl

Heavy Lifting Equipment

Lifting Gear UK	www.lifting-equipment.co.uk
-----------------	--

Crane Hire

AB2000	www.ab2000.co.uk
Ainscough	www.ainscough.co.uk
Berry Cranes	www.berrycranes.co.uk
BJW Crane Hire	www.bjwcranehire.co.uk
Bob Francis Crane Hire	www.bobfranciscranehire.co.uk
City Lifting	www.citylifitng.co.uk
Emerson Cranes	www.emersoncranes.co.uk
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Mantis Cranes	www.mantiscranes.ie
McNally crane hire	www.cranehire-ireland.com
Port Services	www.portservices.co.uk
Heavy Crane division	

Mini Crane Hire

A Mini Crane	www.aminicranehire.co.uk
Hire Company	
Easi Up Lifts	www.easiuplifts.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson Cranes	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Hire Maeda	www.maedaminicranes.co.uk
Industrial Access Romania	www.industrialaccess.ro
JT Mini Crane Hire	www.jtminicranes.co.uk
Peter Hird	www.peter-hird.co.uk
Tracked Access	www.trackedaccess.com

Self Erecting Tower Cranes

Airtek safety	www.airteksafety.com
City Lifting	www.citylifitng.co.uk
Electrogen Int	www.electrogen.ie
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk

London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.ie

Tower Cranes

Electrogen Int	www.electrogen.ie
----------------	--

Heavy Lift Management

DWLS	www.dwls.co.uk
------	--

Heavy Lift Planning & Risk Analysis

DWLS	www.dwls.com
HLI Consulting	www.hliconsulting.com

Ancillary Equipment

TMC lifting supplies	www.tmc-lifting.com
----------------------	--

Auction Houses

Bluecycle Plant	www.bluecycleplant.com
Mr Machinery	www.mrmachinery.com
Ritchie Brothers	www.rbaction.com

Battery Manufacturers

Shield Batteries	www.shieldbatteries.co.uk
ManBat	www.manbat.co.uk
Trojan Battery	www.trojanbattery.com
UK Batteries	www.ukbatteries.co.uk

Control Systems

MOBA Automation	www.moba.de
Intercontrol	www.intercontrol.de

Generator Sales & Rental

Electrogen Int	www.electrogen.ie
----------------	--

Insurance

Specialist Insurance	www.cover1.com
----------------------	--

Online Technical Help

Crane Tools	www.cranetools.com
-------------	--

Outrigger Pads, Mats & Roadways

Eco power pads	www.outriggerpads.co.uk
GreenTek	www.greentek.co.uk
GTP Europe	www.gtp-europe.com
Marwood	www.marwoodgroup.co.uk
Nylacast	www.nylacast.com
Timbermat	www.timbermat.co.uk
TMC lifting supplies	www.tmc-lifting.com

Parts & Service Suppliers

Aerial & Handling Services	www.aerialandhandlingservices.com
Alfa Access Services	www.alfa-access-services.com
Caunton - Access	www.caunton-access.com
Crowland Cranes	www.crowlandcranes.co.uk
C-Tech Industries	www.ctech-ind.com
Davis Access Platforms	www.davisaccessplatforms.com
Electrogen Int	www.electrogen.ie
Industrial Access Romania	www.industrialaccess.ro
IPS	www.ips-ltd.biz
JLG	www.jlgeurope.com
TVH - Group Thermote & Vanhalst	www.tvh.be
Unified Parts	www.unifiedparts.com

Recruitment

Vertikal.Net	www.vertikal.net/en/recruitment
--------------	--

Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
Insphire	www.insphire.com
MCS Rental Software	www.mcs.co.uk

Replacement Filters

Plant Filters	www.plantfilters.co.uk
---------------	--

Safety Equipment

AGS	www.ags-btp.fr
Airtek equipment	www.airteksafety.com
Marwood	www.marwoodgroup.co.uk
SMIE	www.smie.com

Software

Higher Concept	www.higherconcept.co.uk
inspHire	www.insphire.com
Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcs.co.uk

Structural Repairs

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

Training Associations & Networks

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

Training Centres & Trainers

Access Platforms Direct	www.accessplatformsdirect.co.uk
Access Platform Sales	www.accessplatforms.co.uk
Active Safety	www.activerentals.co.uk
Advanced	www.accessplatformsuk.com
Access Platforms	
AFI	www.afi-uplift.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
APL	www.aerialplatforms.co.uk
Astra Access	www.astratraining.co.uk
Safety Training	
Atlas Cranes UK	www.atlasgmbh.com
Avon Crane	www.avoncrane.co.uk
Davis Access	www.davisaccessplatforms.com
Easi-UpLifts	www.easiuplifts.com
Emerson	www.emersontrainingservices.co.uk
Training Services	
Facelift	www.facelift.co.uk
HCS	www.hydrauliccraneservices.co.uk
Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
Horizon Platforms	www.ipaftrainingcourses.co.uk
HSS	www.hss.com/training
IS Training	www.istraining.co.uk
JLG Training	www.jlgeurope.com
L&B Transport	www.lbtransport.co.uk
Liebherr Training (UK)	www.liebherr.co.uk
Lifting Equipment Training	www.lettd.co.uk
Loxam	www.loxam-access.co.uk
Lyte	www.lyteladders.co.uk
Mentor Training	www.mentortraining.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Panther	www.platform-rentals.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Southern Crane & Access	www.southerncranes.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlascranes.co.uk
Wire Rope & Cable	
Teufelberger Seil	www.teufelberger.com
TMC Lifting	www.tmc-lifting.com
Casar	www.casar.de
Winches & Hoists	
Rotzler	www.rotzler.com

To arrange your listing in the ACCESS and LIFTING EQUIPMENT DIRECTORY: Tel: 08448 155900 Fax: 01295 768223 Email: info@vertikal.net

An entry in our online directory with hot-link to your website and publication here costs just £175/€280 for a whole year

Subscribe to **cranes & access**



cranes & access

The only way to guarantee that you receive every issue

Subscription Application Form

Please complete this form and either fax back on +44 (0) 1295 768223 or +49 (0) 7618 866814 or post to The Vertikal Press, PO Box 6998, Brackley, NN13 5WY, UK. Tel: +44 (0)8448 155900

Name _____

Company _____

Job Title _____

Telephone _____

Address _____

Zip/Postcode _____

Country _____

Telefax _____

Email _____

Please start my one year subscription to Cranes & Access at the rate of:

£40.00/€60 (UK and Irish addresses only)

€75.00 (Rest of Europe)

\$110.00 / £60.00 (Other regions)

I enclose a cheque made payable to The Vertikal Press

Please invoice me

I enclose an international money order

Please charge to my credit card

Name _____

Card number _____

Expiry date _____

Security code _____

Vertikal.net

Subscribe online at www.vertikal.net

Machinery For Sale



Genie Z-60/34
Articulated boom
20.40m - 2003/4/6/7



Genie Z-135/70
Articulated boom
43m - 2007/8/9



Genie S-65
Stick boom
21.80m - 2005/6/7/8



Genie S-85
Stick boom
27.9m - 2005/6/7/8



Genie GS-2032
Battery scissor lift
8.10m/363kg - 2005/6



Genie GS-2646
Battery scissor lift
9.92m/454kg -
2005/6/7/8



Genie GS-3384 RT
Diesel scissor lift
12.06m/1134kg
2005/6/7/8



Skyjack SJ-9250
Diesel scissor lift
17.24m/909kg - 2007



Manitou MLT 523T
Telescopic forklift
5m/2.3 Tonne - 2006/7/8



Manitou MT 1435
Telescopic forklift
13.6m/3.5 Tonne -
2006/7



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



Manitou MRT 2540
Telescopic forklift
24.60m/4 Tonne -
2006/7/8



Spider FS 420 C
Specialised Boom
42m - 2008



SIMON SS263
Truck mounted
27.8m - 2002



OMME 3000RBD
Specialised boom
30m - 2006/7/8



MAEDA MC 285 CRM
Mini crane
8.70m/ 2.8 Tonne - 2006

Contact:
Patrick McArdle
23 Ashbourne Business Centre
Ballybin Road, Ashbourne, Co.Meath. Ireland

Tel: +353 (0) 1 835 2835
Fax: +353 (0) 1 835 2781

 **Easi UpLifts**
LIMITED

www.easiuplifts.com

E-mail: patrick.mcardle@heightforhire.ie

the access specialists

NEW LIGHTLIFT 17.75

hinowa

TTS



- **230 kg unrestricted cage capacity**
- **17 m height**
- **Vertical trajectory**
- **Compact, powerful and highly productive!**



www.hinowa.com • info@hinowa.com

PERFORMANCE