

# cranes & access

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December/January 2013 Vol. 14 issue 9

Annual rental  
rates guide  
Look back  
at 2012  
Heavy lift cranes  
Large truck mounts

...TVH takes Mateco...Records broken in China...Genie's big boom...



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## On the cover:

A closer look at the 1,000 tonne Terex AC1000 which finally appeared at Bauma China after its initial announcement more than six years ago.



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Large truck mounts



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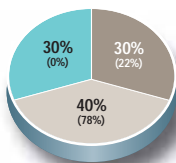


Hiab launches loader crane, Ejar orders 10 Liebherr cranes, Access Link joins Partnerlift, Big Effer for Cuadrilla.

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Given the reliance of many industries on large cranes, Mark Darwin takes a look at the dearth of crawler and mobile cranes with capacities between 800 and 1,000 tonnes and talks with Dougie McGilvray of Weldex International - one of the world's leading crawler crane rental companies.

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Another year has passed since we looked at the crane, access and telehandler rental rates in the UK and Ireland.

Once again access and telehandler equipment has performed better than cranes posting a strong year, but is it all doom and gloom for cranes?



Large truck  
mounts 35

Over the past few years the larger truck mounted platforms have enjoyed increased popularity with uses ranging from wind farm maintenance to television coverage of sporting and national events. We take a look at the latest developments in machines over 50 metres, with a focus on the 55 to 75 metre area where a great deal of development is taking place.

A Look Back  
at 2012 43

2012 has been another mixed year with the economic situation remaining fragile. However in spite of this it seems most companies in our sector fared better than in 2011. Our annual review looks back at the industry highlights as well as the major news and events from the world at large.

Bauma China 53

With interest growing in the Chinese market for construction equipment and more buyers in the West at least showing an interest in Chinese-built products, Cranes & Access visits the sixth Bauma China trade show to check out the latest developments.



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In the February issue of Cranes & Access we will feature Self-propelled boom lifts, Spider cranes, Batteries, Harnesses, Big telescopic cranes as well as the first Bauma preview.

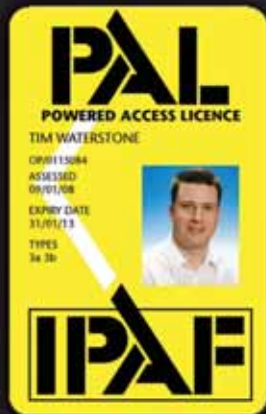
"Quand la Chine s'éveillera, le monde tremblera" - "Let China Sleep, for when the Dragon awakes, she will shake the world."

*Napoleon Bonaparte*

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# c&a

comment



## Fit to burst?

China's increasing presence in the lifting and access sectors has made the country's bi-annual equipment show - Bauma China an increasingly international event, so Cranes & Access headed off to Shanghai at the end of November to report.

With more than half the world's mobile cranes produced in the country, the loader crane market set to take off and powered access gradually emerging, this is not a market you can afford to ignore. However it would appear that some major international manufacturers are beginning to lose patience, after trying to be part of what increasingly looks like an out of control growth rollercoaster.

China is constantly held up as an economic miracle, and there is no denying the utterly incredible progress the country has made and is making. However rising labour costs are causing some producers to repatriate production or move to lower cost markets such as Vietnam. China is approaching the classic stage where it needs to add value and move up the progress chain for growth to continue. In our own sector the explosive growth in the crane industry is in danger of exploding as the frenetic pace and pressure to grow the fastest appears to have introduced problems that are all too familiar. As we go to press Zoomlion has been accused of inflating its sales, something it has vehemently denied, while fingers are also being pointed at others.

Local crane makers continue to build product at record levels - in the face of a market that has almost halved. As a result thousands of units have been shipped to local dealers and users on long terms with precious little chance of being paid. New facilities are being built, some with more capacity than total world demand. The major producers, particularly XCMG, Zoomlion and Sany have launched a mind-boggling number of increasingly large cranes at a pace no western company would ever contemplate, even if they had the resources.

Chinese producers are understandably keen to export more of their production. However for trade to flourish there must be a level playing field with a fair set of rules, this does not currently seem to be the case. Until now importers, realising that chasing the local truck mounted market was a non-starter, were happy to help local producers by sharing technology while selling their larger and more sophisticated products to the large contractors. Even this sliver of the market is now shrinking as the big local cranes become available.

Something has to give if disaster is to be avoided. Less blind hustle and a more level playing field and we will all benefit.

Mark Darwin

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

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## TVH acquires Mateco

Belgian replacement parts supplier and rental company TVH has acquired Mateco, Germany's second largest powered access company from Berlin-based Odewald & Compagnie which acquired it in 2007. It has expanded significantly since then and now has a fleet of more than 4,800 units, operating from 37 locations – 13 of which have been added in the last five years.

The acquisition combined with the Gunco/TVH fleet - claimed to be more than 10,000 units - probably makes it the second largest specialist fleet in Europe. Pascal Vanhalst, chief executive of TVH, said: "The acquisition of Mateco, will significantly strengthen our specialised rental business in selected European countries. With Mateco, we can double the

number of working platforms in our short-term rental fleet. We are also backing Mateco's proven and experienced management team around chief executive Armin Rappen and chief financial officer Hans-Hasso Kersten, who will provide us with strong support in the further expansion of our rental and equipment business."

## Odewald buys into Scholpp

The sale of Odewald & Compagnie's interest in Mateco, followed closely on the heels of the private equity firm taking a 15 percent stake in German crane and rigging company Scholpp.

## Ownership change at Ainscough

Bradley Hall Holdings, the owner of the UK's largest crane rental company Ainscough, has been acquired by a partnership between Goldman Sachs and private equity firm TPG. The business was purchased from Lloyds owned Caird Capital as part of its programme to offload debt. The deal also coincides with £105 million of additional asset based finance, provided by GE Capital, Burdale Financial and RBS Invoice Finance, in order to help the company expand further into the renewable energy market. Ainscough was the subject of a Management Buy Out from the Ainscough family in 2007, funded by an integrated debt and equity package.

## No more Schalekamps at Riwal

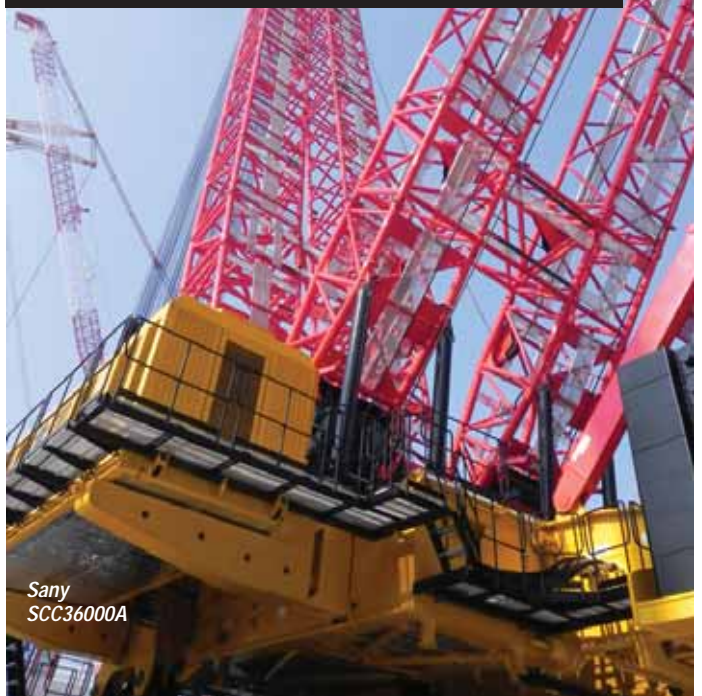
Dick Schalekamp junior, shareholder and member of the supervisory board of Riwal, left the company at the start of this year. Schalekamp stepped down as chief executive a year ago, since then his official role has been initiating international business development, international sales, purchasing relationships and mergers & acquisitions.



He says that he will now withdraw from the access industry entirely and concentrate on developing his private investment portfolio. His shares in the business have been acquired by ProDelta, the business controlled by Doron Livnat that already owns the rest of Riwal's shares.

Riwal chief executive Norty Turner said: "For the past 25 years Dick Schalekamp has led Riwal to become one of the international market leaders in the access industry. His entrepreneurial spirit and creativity in building our company have resulted in a rental and sales organisation with more than 900 employees dedicated to the commercial operation of 13,000 aerial work platforms in 16 countries across three continents. We thank him for his invaluable contributions and wish him all the best in his future endeavours."

## Record breaking Bauma China



Sany  
SCC36000A

At the end of November Bauma China held in Shanghai saw the launch of a number of 'world's first or world's largest' claims. They included the world's first 200 tonne Rough Terrain crane from XCMG, the world's first 2,000 tonne All Terrain crane from Zoomlion, the world's largest crawler crane - the 3,600 tonne SC36000A from Sany which was on display - while XCMG had its 4,000 tonne class XCG88000 on test at the company's facility during the show (see page 8).



XCMG's  
200 tonne RT



Zoomlion 2,000 tonne AT

A great deal smaller but in its way as significant was Dingli's 45ft platform height/16 metre working height JCPT1612DC compact slab scissor lift – the tallest scissor lift on a 1.2 metre wide by 2.2 metre wheelbase chassis. How does it stay up? Dingli has used an innovative lighter weight scissor arm construction in the top stack and fitted the 800mm wide platform from its narrow slab scissors to the 1.2 metre wide machine and limited platform capacity to 200kg. For more information on the show we have a three and a half page review on Bauma China starting on page 53.



Dingli 16m JCPT1612DC





The Sky Aces Fanlift platform and crane has been designed for work on tunnel ventilation fans

## Sky Aces launches the Fanlift

Italian-based manufacturer Sky Aces has announced details of its next new product, the Fanlift 855-2600, which compliments the company's existing tunnel maintenance lift, the Tunlift 737-500. The new truck mounted lift uses a heavy duty scissor lift mechanism, while the truck includes a rear mounted 18 tonne/metre loader crane to lift ventilation fan units onto the platform.

The Fanlift is specifically designed for the installation, replacement and maintenance of the large ventilation systems installed in tunnels. The lift is designed to work at heights of up to eight metres with a platform capacity of 2,600kg, of which 600kg is intended for operators and equipment, while the balance reserved for the fans which must be mounted and locked into dedicated carrier/area of the platform. The platform is 5.7 metres long by up to 3.4 metres wide, when fully extended. The unit is fully equipped for the job with working lights, an on-board compressor and generator. The first unit was scheduled for delivery at the end of December.

## 2,400 tonne quayside crane

Huisman China – a subsidiary of Dutch-based heavy crane manufacturer Huisman – has installed a 2,400 tonne quayside crane at its fabrication yard in Zhangzhou, Fujian. The crane - dubbed the Skyhook - can lift 2,400 tonnes to a height of 100 metres with a radius of 30 metres. It also has an extended reach configuration capable of lifting 200 tonnes at 90 metres radius with a maximum lifting height of 140 metres and can travel the entire length of the 380 metre quayside with its maximum capacity.



Sennebogen's new 55 tonne 655HD duty cycle crane

## New HD crane from Sennebogen

Sennebogen has launched the new 655 HD duty cycle crawler crane. The 55 tonne capacity crane is designed for heavy-duty tasks including dragline bucket or foundation work. Features include twin 16 tonne winches driven by high-pressure, variable hydraulic motors and a continuously-variable free fall brake.

The wide range of optional equipment means it is suitable for various applications. It can also use a jib, with lift heights of up to 56 metres. The 655 HD is the first machine in Sennebogen's crane line to feature 'Green Efficiency' technology. Features include temperature-controlled fan drives, an automatic start-stop system and exhaust gas treatment, all of which boost performance but minimise fuel consumption and emissions.

## Dingli appoints in UK

Chinese aerial lift manufacturer Dingli has appointed Oswald Record of Chesterfield as its new distributor for the UK. The new venture is headed by Frank Iszard and James Darnley, both of whom previously worked with Snorkel UK and Leach Lewis.



(L-R) Frank Iszard of Oswald Record, Anna Wang and Xu Shugen of Dingli, James Darnley of Oswald and Susan Hauang Yen of Dingli at the Dingli international dealer dinner in Shanghai

The distribution vacancy arose following the failure of Leach Lewis Plant division in mid-2012. Since then Dingli has been evaluating a number of different options and has finally decided to go with Iszard and Darnley. Oswald Record may yet adopt a different trading name for the Dingli business and is currently reviewing the options with Dingli.

## JLG distribution centre in Brazil

JLG has opened its new upgraded regional distribution and customer support centre in Indaiatuba, Brazil. The 11,200 square metre renovated warehouse triples the company's parts inventory and introduces new technologies, including a new automated shuttle parts picking system, the first to be installed in Brazil. The updated facility also includes two new parts and service call centres and a new training area.

The new JLG facility has one of the most advanced parts picking systems in Brazil



## Ejar adds 10 new Liebherrs



Two Liebherr LR1280's and a LR1300 crawler crane

Dubai based Ejar Cranes & Equipment has ordered 10 new Liebherr crawler and All Terrain cranes as part of its 2012/13 fleet expansion programme. The company has already taken delivery of eight crawler cranes, including two 300 tonne LR1300s and six 280 tonne LR1280s, while two 130 tonne Liebherr LTM1130-5.1 All Terrain cranes have yet to be delivered.

Operating from branches in Abu Dhabi, Saudi Arabia and Qatar, the company said the cranes will be used primarily on projects in the oil & gas, petrochemical and infrastructure development sectors. A new order for more Liebherr All Terrain cranes to further expand the fleet is planned for later this year.

## Largest three axle truck mount for Bronto?

Bronto Skylift is planning to launch a new three axle, 60 metre plus truck mounted platform at Bauma in April.

The company declined to comment on the new lift, but it is likely to be the largest work platform on a 26 tonne truck and will, we assume, be aimed at a point above the new 54 metre Ruthmann T540. According to Bronto's German distributor Rothlechner Bronto is also working on an 18 metre lift. However this would take the Finnish manufacturer into the high volume, highly competitive 3.5 tonne truck mounted market dominated by Italian producers, something it has avoided for many years.

## 4,500 tonne lift for big crawler

Chinese crane manufacturer XCMG says that it has successfully lifted a 4,500 tonne test load with its 88,000 tonne/metre XGC88000 crawler crane.

The crane can also be configured as a 2,000 tonne class crane and is similar in concept to the Terex CC8800 Twin with a modular construction and twin booms. It has previously lifted 2,500 tonnes with a 96 metre main boom. The company now claims to have set a new record with the 4,500 tonne load lifted on a 60 metre main boom at which the load moment was 79,800 tonne/metres making the radius roughly 17.5 metres.

The first crane has been ordered by the construction wing of Sinopec which worked with XCMG to develop the crane. It will be used for new petrochemical construction activities.

## Liebherr rebrands UK training

UK-based Liebherr GB has rebranded its training operations as Liebherr Training Services to reflect the broader range of courses, qualifications and certifications that it now offers.

Its curriculum now includes qualifications, assessments and training in the following categories:- Appointed person, Crane supervisor, Slinger & signaller, Mobile and crawler crane operator, Pedestrian operated tower cranes, aerial work platforms, LICCON planner, The Influence of wind on lifting operations and NVQs in relevant disciplines – all to independent industry schemes or its own certification. Training can be

conducted at the company's dedicated training facilities in Biggleswade, at a customer's premises or on site.



Liebherr Training Services team (L-R) Gordon Barber, Lynda Palmer, Andy Claypole and Craig Scammell

## 52 new lifts for Facelift

UK powered access rental company Facelift has ordered 52 new aerial lifts for 2013.

The order includes 36 self-propelled boomlifts - comprising 12 Niftylift HR12Ns with bi-energy power packs, 12 Niftylift HR17D 4x4, six Niftylift HR21D 4x4 and six Niftylift HR15NDEs - six tracked spider lifts - three Niftylift 120 X-Trax Narrow and three Niftylift 170 X-Trax - 10 Skyjack SJ12s 12ft self-propelled mast lifts.



Facelift's new order includes more 50ft Niftylift HR17s

## Hiab launches XS 544

Hiab has launched its new 51 tonne/metre Hiab XS 544 loader crane with a total reach of 15 to 25 metres depending on the number of extensions specified. When fitted with its jib, which has up to six extensions, the XS544 can achieve a maximum tip height of 35 metres. Key features include Hiab's HiPro automatic smooth handling system, 360 degree continuous slew, a variable pump and improved fuel economy.

Hiab product manager for heavy cranes Sergio Peiró, said: "A large crane is a long-term investment for our customers so our goal is to make their purchase as profitable for them as we can. Total cost of ownership is an extremely important ingredient in this and factors such as fuel economy, durability, high quality/reliability and a global service network are all parts of the equation."



The XGC88000 lifts 4,500 tonnes





# TNT acquires Southway

Texas-based TNT Crane & Rigging has acquired Southway Crane & Rigging of Macon, Georgia. The two companies will have a merged fleet of around 380 units with a maximum capacity of 1,200 tonnes.

TNT was acquired by Odyssey Investment Partners just over a year ago and added Oklahoma-based Turner Bros in July. The company operates from 11 locations in Texas, Louisiana and Oklahoma. Southway runs a fleet of cranes with capacities of up to 700 South Carolina, Tennessee and Florida. Jerry Reynolds, Southway's founder and controlling shareholder will remain with the company as executive vice president for the Southeast, as will the other managers and employees.



# Peco peek

Late last year we had the chance to take a peek at the new Power Tower Peco, low level manually elevated push-around lift. The company built the first prototype of the 3.5 metre working height machine in mid-2012 and has been trialling the unit with launch customers ever since while refining the design. Even now it is being highly secretive over the new lift which in some respects goes head-to-head with JLG's Liftpod. Power Tower believes that the Peco could be a 'game changer' taking aerial lifts into many applications currently reserved for step ladders.



The Peco lift

# 'Pedal power' platform



A new low level self-propelled podium platform which uses pedal power has been launched in the UK. The Mini-Mobi is a single piece, folding aluminium work platform which at 600mm wide can pass through a standard doorway and fold down for easy transport in an estate car or van. Once erected the 50kg unit can be manually pedal propelled from the platform to the next work area. The platform height is adjusted in increments of 150mm from 460mm to 1.2 metres and platform capacity is 120kg.



The Mini-Mobi platform unfolds and is then propelled from the platform.

# Grove to launch new RT



The new Grove RT550E

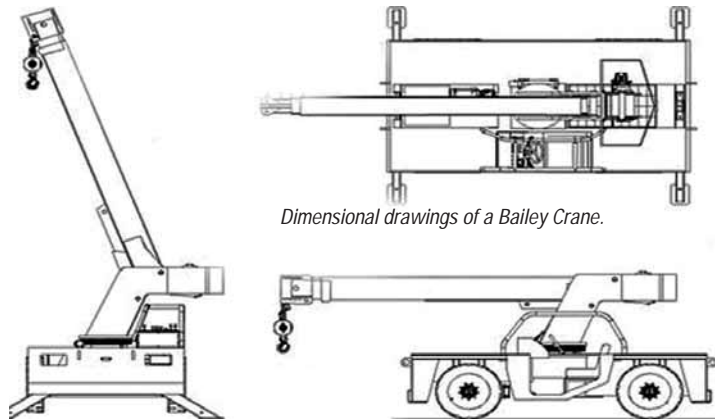
Grove has announced that it will launch a new 45 tonne Rough Terrain crane at Bauma in April next year. The new crane - the RT550E - was shown to customers from France and Italy at the Niella Tanaro production facility in Italy, together with the first 400 tonne GMK6400 All Terrain crane in Italy.

The RT550E has a five section, 39 metre main boom and features the Twin-Lock pinning system. An eight metre swingaway extension can be fitted with offsets from zero, 20 or 40 degrees. The crane has a GVW of just less than 29 tonnes.

# Electric carry deck cranes

Milwaukee, USA, based Bailey Cranes will launch a range of battery powered carry deck cranes with direct AC drive this spring.

The new range will include four models - the IC9, 18, 30 and 36 - with four, eight, 13.4 and 16 tonnes capacity respectively and maximum tip heights of 10, 14, 22 and 24 metres. A hybrid power pack is also available and four wheel steer standard. The first unit in production will be the eight tonne/18,000lbs capacity IC18 which can pick & carry 5.3 tonnes. The company was set up around two years ago by Jeff Bailey the former owner of Man Lift Engineering.



Dimensional drawings of a Bailey Crane.

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## Fraco moves into hoists

Canadian mastclimber manufacturer Fraco has agreed a strategic alliance with Krister Kempainen's Swehoist, which will see the manufacturer build the hoists in Canada. Kempainen was chief executive of Alimak and more recently Geda Sweden until the German company closed its Skellefteå production facility at the end of 2009.

The first two products under the agreement are the SEH and the SEL Series of rack and pinion material and passenger hoists, both of which can be installed permanently or temporarily for



A Fraco SEH hoist

construction or industrial applications.

Each unit is made of galvanized steel and features an enclosed base, vertical sliding doors and security locks. The SEH hoists are available with single or double cabin and offer maximum load capacities between 700kg and 3,200kg with lift speeds varying from zero to 40 metres a minute and up to



Armand Rainville (L) and Krister Kempainen

90 metres a minute with a counterbalance system.

The SEL Series industrial lifts include single modular fully enclosed cabins with load capacities between 400kg and 3,200kg with the same lift speeds as the SEH.

## 100+ training course

UK-based rental company Hi-Reach Access has launched a new 'Hi-Reach 100+' course for operators of the largest self-propelled boom lifts. The company says that the course has been created in response to user requests for more information on the operation and characteristics of its larger machines. As a result the new course focuses on features specific to booms with platform heights of more than 100ft/32 metres working height.



The half day course is intended for holders of valid IPAF 3b (self-propelled boom lifts) PAL cards who would like to receive familiarisation and instruction on the characteristics and safe operating principles of these units, which is unlikely to have formed part of their original training. In addition to presentations and classroom work, the course includes hands-on operational practice with big booms. The company says that it will encourage customers renting big booms to take the course, but it will not be mandatory – the cost is expected to be around £100 per delegate.

## Cramo acquires in Norway

**C R A M O** Finnish international rental company Cramo has acquired the assets of two Norwegian rental companies – Lambertsson and Kranpunkten. The acquisitions – due to complete during the first quarter – include the rental fleet, existing customer contacts and leasehold premises in Lillestrøm near Oslo.

The combined annual sales of the acquired operations is NK130 million (€17.7 million). Lambertsson has 30 employees while Kranpunkten has seven, all of whom have been offered permanent employment with Cramo. Lambertsson is Norway's fifth largest equipment rental business, while Kranpunkten is a leading access rental company with a fleet of around 2,200 machines which also includes mini cranes, hoists, telehandlers and mastclimbers.

## Mec Titans for Saudi



Dohat Al Andalus has ordered several Mec Titan 40-S and 60-S for Saudi Arabia

Saudi Arabia-based rental company Dohat Al Andalus has placed a large order for MEC Titan 40-S and Titan 60-S big platform boom lifts. The Al Kohbar-based company runs a fleet of around 150 aerial lifts and recently added a new equipment sales operation to its business.

Farid Jaber of Dohat Al Andalus said: "The first MEC Titans have proven to be very successful and with no competitive machines available on the market today, we are looking forward to a great 2013."

## Big Falcon for Mecca



TCA Lift has delivered a 42 metre Falcon FS420 spider lift to the Abraj Al-Bait Tower, also known as the Mecca Royal Hotel Clock Tower, in Mecca, Saudi Arabia. The 76 storey building is the second highest after Dubai's Burj Khalifa. At 600 metres, it is also the tallest clock tower in the world, has the world's largest clock face and is the building with largest surface area.

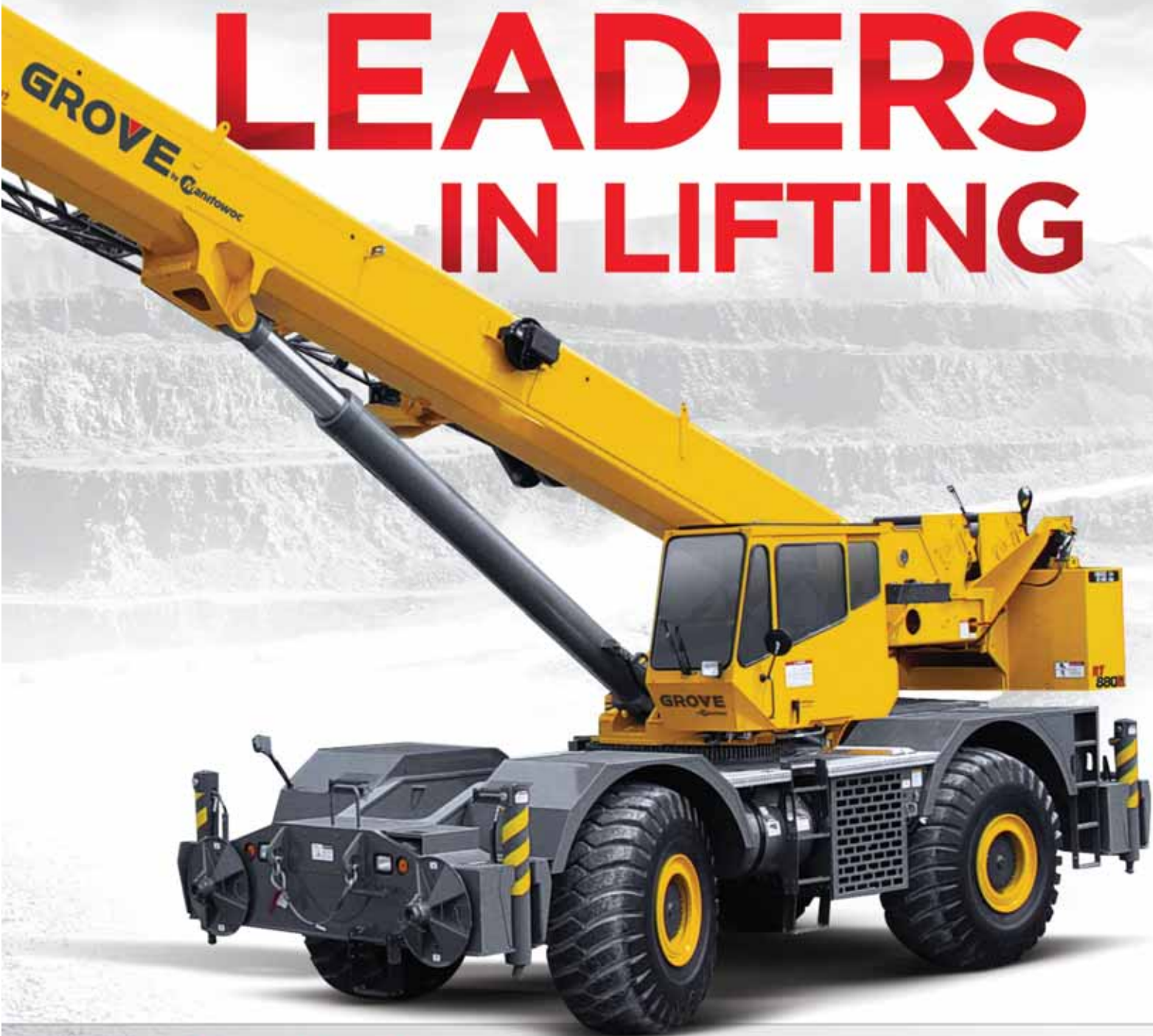
The tower includes an Islamic Museum and a Lunar Observation Centre which will also be used to sight the moon during the Holy Months.

The Falcon was lifted onto the museum balcony some 400 metres up the tower by the last remaining crane on site and then driven into the building.





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## Partnerlift Links up



L-R Kai Schliephake of Partnerlift, Tony Hobbs of Manitou and Keith Johns of the Access Link.

The UK's Access Link of independent rental companies is to formally unite with the German association Partnerlift. Access Link members approved the move unanimously at the association's winter meeting held at the Manitou plant in France before Christmas.

The full details are subject to final negotiations later this month, but are likely to see Access Link members becoming Partnerlift members and gaining access to the German association's software and other systems. The Access Link identity is almost certain to remain.

Partnerlift managing director Kai Schliephake made a formal presentation to the meeting explaining how a step up from the informal agreement between the two organisations would work. Partnerlift which signed up its 100th member – Italian company Bigman – earlier this month it now operates in Hungary, Ireland, Slovakia, Switzerland and Italy as well as Germany. The UK will add significantly to the group's 132 existing locations.

## Big Effer for shale gas

UK exploration company Cuadrilla has purchased a 94 tonne/metre Effer 1355 articulated crane from truck body specialist Shawtrack. The crane has six hydraulic extensions plus a jib with a further four hydraulic extensions and a 2.75 tonne winch and is mounted on a Renault 8x4 Kerax truck.

It can lift up to 21.8 tonnes at a radius of more than four metres and take 2.2 tonnes out to more than 24 metres as well as handling over eight tonnes at a height of 18 metres with an eight metre radius.

Cuadrilla was founded in 2007 to recover natural resources, such as the 200 trillion cubic feet (tcf) of shale gas it discovered last year in Bowland, Lancashire. The company aims to tap into the Atlas Cranes national service network, following the recent distribution and support agreement between Effer and Atlas.



Cuadrilla's Effer 1355

## Big Genie en route

There has been talk for some time about a new Genie super boom for launch in early 2013. Having received a photograph it now looks likely that the large telescopic - possibly a 170ft machine fitted with an articulating jib - will be unveiled at the ARA in mid-February.

The machine will have a swing-out, X-type chassis configuration similar in concept to the company's Z-135/70. The largest self-propelled boom is currently the 150ft JLG 1500SJ.



## ...and upgrades the Z-45

Genie is also upgrading its best-selling Z-45/25 45ft Rough Terrain articulated boom lift, the new unit has already gone into production in North America with the CE version will not be available until after April. The main improvements include an updated drivetrain - said to produce 24 percent more attractive effort - and a 498kg weight reduction. Working envelope and basic structure remain unchanged but the new unit will be offered with either Deutz or Perkins Tier 4 Final compliant engines and will continue to be available with dual fuel and bi-energy power packs.

## Oil&Steel for Heider

German energy provider Heider Energie has taken delivery of a 15 metre Oil&Steel Scorpion 15E mounted on a Unimog U20 chassis for work at its electricity plant located in Wörth on the Danube. The unit offers up to 10 metres of outreach with 200kg platform capacity, with a 1KV insulated platform and integrated airline used for cleaning and maintenance.



Heider Energie's Unimog mounted lift

## Kimberly introduces Sky Alarm

Kimberly Access has become the latest access rental company to introduce an electronic anti-entrapment device – the Sky Alarm. The company has no plans to market the device and has simply purchased the system from a local supplier which has adapted it from existing proximity/crushing devices.

It is similar in principle to Lavendon's Sky Siren and JLG's Sky Guard in that it uses a pressure switch/sensor bar in front of the control panel which stops the machine and sets off an alarm and flashing light if activated. It can be reset from the platform in the case of inadvertent activation, will fit

most current boom lifts and is said to be tamperproof. Kimberly had previously selected the AFI Sanctuary Zone as a simpler solution for jobs which presented entrapment risks, however with some contractors calling for a cut-out system it re-assessed the situation. It now intends to fit the device to all of its boom lifts and has no plans to charge a specific rental fee for it.



Kimberly's Sky Alarm



# Outreach expands large truck mount fleet

Scottish truck mounted platform rental company Outreach has purchased three new Palfinger platforms – with working heights of 45, 53 and 70 metres.

The company says that the £1.25 million spend creates Scotland's largest independent truck mounted rental company and the 70 metre machine is the largest to be based in Scotland.



# Taylor acquires Reliance Crane

Taylor Crane & Rigging of Kansas has acquired the remaining assets and goodwill of Reliance Crane and Rigging of Phoenix, Arizona following the retirement of owners Cecil and Jane Pelts.

The assets include Manitowoc crawler transporters, Scheuerle modular transporters, rail trucks/cars, towers, hoists and box girders from 200 to 1,100 tons, tower sections, jacking frames and all intellectual property including drawings, engineering, photos and client lists.

# Barhart adds more locations

US-based Barnhart Crane & Rigging has opened new branches in Charleston, South Carolina, Owensboro, Kentucky and Richland, Washington. The three new depots - along with recently acquired C&S Crane & Rigging of Syracuse, New York - take its branch network to 24 locations.

# Iraq takes Isoli

c&a

news

Isoli distributor and partner Precision Machinery has sold six 16 metre PT 15.9.1 telescopics in Iraq.

Dubai based Precision imports the Isoli superstructures and mounts them locally on Hino and Isuzu chassis. The six units sold in Iraq are mounted on Hino trucks and include fibreglass platforms, narrow jacking and offer 9.3 metres of outreach with 200kg platform capacity.



# Icahn fails

'Activist investor' Carl Icahn has withdrawn his bid/tender offer for Oshkosh after just 22 percent of shareholders showed any interest.

He has yet to give up on his battle to gain control of the company's board of directors through the appointment of nominees. Icahn owns around 10 percent of Oshkosh and has been looking to make a quick profit on the business for more than a year.

In a statement Oshkosh, which owns JLG, said: "Given today's tender results, Oshkosh looks forward to moving ahead without the unnecessary expense and distraction of a proxy contest."



Carl Icahn

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ANSI model shown.

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- UK rental company **Ambrose Plant Hire** has purchased 75 new **JCB** telescopic handlers.
- Italian crane company **JMG** has opened a second production hall at its plant near Piacenza.
- New **EU import regulations** may affect the price of timber used for large outrigger mats and temporary roadways.
- **Maurice Bernard** - a founding member of **Xtra Materieel**, Rotterdam - died suddenly in early January.
- **Wynne Systems** has appointed **Shaaz Hussain** as director of finance.
- **Socage** has delivered a 24 metre DA324 truck mounted lift to Spanish sales and rental company **Alquifácil**.
- **Wisconsin, USA contractor** **Lunda Construction** is facing \$105,000 in fines for a fatal crane incident.
- **Alimak Hek** has supplied two Scando hoists for the Crossrail project in London, UK.
- **Toniolo Busnello** - a Brazilian tunnelling company - has purchased four new **JCB** telehandlers.
- **Acme Lift's** chief operating officer **Steve Nadelman** has left the company.
- Canada-based **Entrec** has acquired the assets of **Taylor Crane Service** of North Dakota.
- **Pieter Jansen**, previously with Case New Holland, has joined **General Equipment**.
- **John Kennedy**, owner and president of **STI**, passed away in December.
- **Ted Williams** formerly of **SkyKing** and **Alan Drew** passed away on Christmas day.
- **Anthony Chiofalo**, ex VP legal affairs at **Tadano America**, turned himself in to police in Rhode Island.
- **Tat Hong Holdings** has incorporated **Tat Hong Crane Rental (Sarawak)**.
- **Don Ahern** has overturned a ruling that ended his Chapter 11 exclusivity for **Ahern Rentals**.
- Arkansas-based **Hugg & Hall** has acquired Oklahoma based **Westquip**.
- **Scotland** will insist that those working on public sector construction sites carry training cards.
- **Acme Lift** has promoted **Mike Ferguson** to vice president of sales.
- **Manitou UK** has raised more than £12,000 for charity as part of its 40 year anniversary celebrations.
- Australian rental company **JM Tower Hire** has taken delivery of a 44 metre **Cela ALP 444i** truck mounted platform.
- **CTE** has incorporated **Seguani Meccanica** into **CTE SpA** in a corporate restructure.
- **Geda** hoist has completed its new 'state of the art' production building.
- **Carl Cooper** previously with **CLE** has re-joined **Hird** in a sales role.
- **TVH** has appointed **Andries Schouten** as managing director of **Gunco BV** as well as **HDW**.
- **Haulotte** has announced the appointment of **Thomas Stock** as general manager of Haulotte Germany.
- **GGR** has added two new **Galizia** pick and carry cranes to its UK rental fleet.
- **Terex Port Solutions** has delivered its 400th TFC 45h reach stacker to Brazilian port operator **Gelog**.
- **Uwe Wenzel** general manager of **Mammoet** Germany has left the company.



Maurice Bernard



Steve Nadelman



Mike Ferguson



Carl Cooper



Thomas Stock

- Thai company **Syntec Construction** has taken delivery of three **Potain MRC 225** luffing jib tower cranes.
- **Youngman** has appointed **IPS France** to support its **BoSS X-Series** micro scissor range.
- **Hewden** has purchased 50 new **JCB** telehandlers and two new **Terex AT** cranes.
- **Outreach** has appointed **Stuart Gilligan** as marine field sales engineer.
- UK load cell manufacturer **LCM Systems** has been appointed as a dealer for **Crosby** shackles.
- **Ashtead Sunbelt Rentals** has acquired the business and assets of Texas-based **JMR Industries**.
- **Frank Nerenhausen**, president of **JLG**, has been elected to **AEM's** Construction Equipment sector board.
- US-based **Standard Crane & Hoist** has opened a new facility in Gray, Louisiana.
- **Stefano Di Santo** previously **Haulotte** general manager Southern Europe has changed industry.
- Russian contractor **Lider** group has purchased 20 **Terex CTT 161A-8TS** tower cranes.
- Swedish rental company **Skyab** has purchased 12 **Snorkel 12ft M1230E** lifts.
- **Dan Jones**, US mid-west regional sales manager for **Genie** has died.
- UK rental company **Fork Rent** has purchased 14 **Manitou ATJ** boom lifts.
- **Ashtead** has reported a strong first half and raised full year projections.
- **Harsco** has promoted **Robert G. Yocum** to vice president and treasurer.
- **Jim McGregor**, a leading mastclimbing work platform expert has died.
- **National Crane** has introduced a new customisation and modification service.
- **JCB** has named **Arjun Mirdha** as chief operating officer of **JCB Inc** in Savannah, Georgia.
- **Manitou UK** has appointed **Mike Ritchie** as service manager for Scotland and Northern England.
- **Eric Abbey**, long time secretary of **PASMA** and a director of **Aliscaff**, has died following a short illness.
- **Nationwide Platforms** is sponsoring local football clubs for the 2012-13 season.
- **Cramo** deputy chief executive **Göran Carlson** has announced that he will leave the company in the Spring.
- **Patrick Degen** general manager of **Haulotte** Germany has left the company.
- **Terex Cranes** has appointed **PT Berlian Cranserco** as distributor for Indonesia.
- **WorkCover NSW** Australia has issued a tower crane safety communique.
- UK-based **Lindum Plant** has taken delivery of its first **Niftylift HR17** and **HR21** boom lifts.
- Dutch rental company **HWS Verhuur** has added a 27.5 metre **Ommé 2750 RXJ** spider lift to its fleet.
- Trailer manufacturer **Beko** has relocated its production in **Vaihingen an der Enz**, Germany.
- The advanced **IPAF** operator training course **PAL+** is beginning to gather steam.



Frank Nerenhausen



Stefano Di Santo



Goran Carlson



Patrick Degen

- **Bernard Hunter** has been named Scotland's Top Health & Safety Conscious Company.
- **Holland Lift** is changing the way it does business in the UK.
- Recently launched **Magni Telescopic Handlers** has appointed **Domenico Polimeni** as ME sales manager.
- UK-based **Hire! Freeman** has expanded its powered access rental fleet.
- **Liebherr** has delivered its 1,000th mobile harbour crane - an **LPS 550**.
- US-based crane company **Bigge Crane & Rigging** has added two new branches.
- UK-based **Vp**, owner of **UK Forks**, has announced first half revenues up two percent to £84 million.
- **Cargotec** is planning to restructure its **Hiab** crane operations in **Hudiksvall**, Sweden.
- **HBC-Radiomatic** has appointed a sales and service partner in Vietnam.
- Wire rope manufacturer **Bridon** has opened its new **Bridon Neptune Quay** plant.
- **CTE** has delivered a 23 metre **Tracess 230** spider lift to the **Hysan Place** shopping centre in Hong Kong.
- New Zealand-based **Allcrane Sales & Services** has delivered two new **Tadano** cranes.
- UK-based **Nationwide Platforms** has achieved its second consecutive **Safecontractor** accreditation.
- The **Spider** division of **SafeWorks** has appointed **Michael Ford** sales representative Chicago branch.
- **CTE** has delivered a 33 metre **B-Fire 330** fire fighting platform to **Abu Dhabi** oil and gas company **Gasco**.
- Oklahoma-based **Kirby Smith** has added **Manitou** telescopic handlers to its range.
- **OSHA** has cited **Harrison Hoist** with six serious safety violations for the tower crane collapse at the University of Texas.
- UK powered access rental company **Lifterz** has taken its fleet to more than 600 units.
- UK-based **Warren Access** has ordered a new 33 metre **Ruthmann Steiger T330**.
- **Cargotec** has completed negotiations relating to its central office restructuring.
- Dutch lifting company **Blansjaar** has taken delivery of three new **Terex 3160 Challenger All Terrain** cranes.
- **Easy Lift** has appointed **UP** as its North American spider lift dealer.
- German-based **Wemo-tec** has taken delivery of one of the first **Manitou 280TJ** boom lifts.
- **TCA Lift** has delivered a **Falcon Spider** to **Jakarta**, Indonesia.
- More than 40 contractor delegates attended a special **IPAF** seminar in London.
- Canadian private equity firm **SeaFort Capital** has acquired **Nova Scotia** crane rental company **A.W. Leil**.
- **Easi UpLifts** Slovak affiliate **SCS** has been rebranded **Easi UpLifts (Europe)**, reflecting its wider remit.



Domenico Polimeni



Michael Ford

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# Crane or load - which comes first?

Given the reliance of many industries on large cranes, it is perhaps surprising that the choice in certain capacity ranges is distinctly sparse. We take a brief look at the lack of crawler and mobile cranes in the 900-1,000 tonne sector.

**The age old conundrum of which came first - the chicken or the egg - has often raised its head with large cranes - the result of increasingly large and heavy loads. Are these larger cranes built to specifically lift larger existing loads or are the loads getting larger to take advantage of bigger cranes?**

Our interview with Weldex International - one of the largest crawler crane rental companies in the world - would suggest that the designers of large infrastructure projects are pushing load modularisation to the limits and if there are cranes in the market capable of lifting the huge items in one go, then it is preferable because it is the quickest, easiest and safest means of construction. Should modules be too large or heavy then a tandem lift might suit, or their design allows them to be reduced to more manageable proportions.

Maximum lifting capacities have risen steadily in recent years, at the smaller end of the scale, mobiles up to 200 tonnes are a now familiar

sight on the roads and a 500 tonne crawler crane is no longer a rare beast. However the larger the crane you are looking for, the larger the capacity gaps become. For telescopic cranes there is plenty of choice up to 450 tonnes but then it starts to thin and if a Terex AC700 is too small the jump until recently was all the way to the 1,200 tonne Liebherr LTM 11200. Liebherr has now launched its 750 tonne LTM 1750 and Terex has finally started shipping its '1,200 tonne capacity class' AC1000 but the gap still remains significant. When we look at lattice crawlers the gap and choice is even wider.

There has been numerous introductions in the 2,300 tonnes and over market from Manitowoc, Terex, Liebherr, ALE, Mammoet, Sarens and Bigge but these are primarily aimed at the large industrial, petro-chemical and nuclear sectors. Manufacturers appear to have missed/ignored the cranes aimed at the large civil engineering, wind and smaller infrastructure projects needing capacities around the 1,000 tonnes. In fact, there is not only a dearth of

cranes but there is even more of a distinct lack of manufacturers in this sector. For European and North American crawler crane purchasers there is currently only one 1,000 tonner available - the Terex CC5800 which was launched in 2005. While there are a few rumours suggesting that this model was due to be updated and reintroduced at Bauma, Terex says that this will not be the case although we may see a slight 'upgrade'? There will be improvements to the 1,250 tonne CC6800 - but more on that at a later date.

Possibly with an eye on this gap and the increasing demand for this size of crane, Liebherr has confirmed that it is launching a new 1,000 tonne crawler - the LR 11000? - at Bauma which will help fill this gap in its range between the 750 tonne LR 1750 and the 1,350 tonne LR 11350. Full details will be available in April however we can reveal that the crane will be very versatile due to a wide range of boom systems - including those specifically for wind power. The PowerBoom concept will also be made available for the new crane at a later date. The other

international supplier, Manitowoc has an even greater issue, with nothing between its 756 tonne Model 21000 and its top of the range 2,300 tonne Model 31000.

The problem is that development time and cost for these big lattice crawler cranes is massive and the number of buyers limited making this a high risk investment. The Chinese producers however seem to be able to churn out big crawlers at a breakneck pace, which rings alarm bells for experienced buyers. For those prepared to buy something different, several Chinese manufacturers have cranes in this sector including two Zoomlion's - an 881 tonne and 1,100 tonne - an 800 tonne Fuwa and a 1,000 tonne XCMG.

With the three big western crane producers keeping a close eye on the Chinese manufacturers you can be sure that there will be increased focus on the 850 to 1,000 tonne market both for telescopic and lattice boomed cranes. Watch out for Bauma 2016!



Terex AC1000



Terex CC5800 at its launch in 2005



Liebherr LTM 1750-9.1



# Rental companies need strength

LR 11350  
working on the  
Thames cable  
car link in  
London

In spite of being one of Europe's largest crawler crane rental companies, Inverness-based Weldex (International) Offshore Ltd keeps a relatively low profile. Founded by chief executive Dougie McGilvray in 1979, the company has grown organically and through acquisitions to be one of the world's leading crawler crane rental companies. Mark Darwin travelled to the Scottish Highlands to find out more about this international lifting company.



Dougie McGilvray

Weldex has always been top of the Cranes & Access Top 30 crawler crane rental companies. In fact in the early days of the survey when it was just the Top 10 (in 2001) the company had 183 crawlers in its fleet – the result of several acquisitions. For the past six years or so its fleet has stabilised at around the 120 mark. Picturesque Inverness seems an unusual place for the head office of a major international crane rental company – but is it?

"I am from a small village called Arrochar near Loch Lomond and my fiancé Kaye was from the Isle of

Lewis in the Western Isles, so Inverness - roughly in the middle - was a logical place for us to live in 1966," says McGilvray. "With a mechanical engineering background I worked for two local companies before going to work for Edmund Nuttal at the Foyers Hydro Electric Pump Storage Scheme as a plant foreman, from there I moved to Saudi Arabia as plant manager. On returning to the UK I was employed by Howard Doris as a plant foreman at Loch Kishorn on the Ninian Central Platform Construction. I then went on to work on various bridges in the North of Scotland such as the Cromarty Bridge and the Kessock Bridge in Inverness. After numerous



An LR 11350 with P Boom system in Holland

years of travel Kaye and I decided I would spend more time at home to be with our two children - Iain, now managing director and Margaret the company's finance director. So in 1979 when the civils work on the Kessock Bridge ended, I set up Weldex. In the early days we used to service and maintain equipment - mainly for companies like Hewden Stuart Crane Hire, Grayston White and Sparrow, Fairclough and Cleveland Bridge - because these companies didn't have back-up in the North of Scotland."

"Our first crane - a Priestman MC350 - was purchased in 1983 followed by a couple of 40 tonne Andes and a 120 tonne NCK Eiger. By 1990 the fleet had grown to around 25 units - all mechanical crawler cranes - and all working on contracts in Scotland."

A few years later this all changed following McGilvray's visit to Japan where he purchased five Sumitomo cranes, including three 60 tonners, one 50 tonner and a 150 tonner. The new hydraulic cranes were hired out to the fabrication yards such as McDermotts at Ardersier and really kick started the company's crane rental business. Towards the end of the 1990s/early 2000, Weldex acquired the crawler crane fleets of Lilley Construction, Hewden Stuart, Grayston White and Sparrow, Kvaerner and Tarmac although with them came certain problems.

"The majority of the cranes we acquired were old, mechanical units, but it was necessary to buy them and take them out of the system as they were being rented too cheaply compared to our new, modern hydraulic cranes," he says.



Lowering the 'Busy Lizzie' TBM on the Lee Tunnel, London





Lifting wind farm components at the Port of Mostyn

"Eventually we sold the older machines outside the UK and just last week we sold the last container load of Andes spares, so people are still running these very old cranes. Today, the average age of our crane fleet is five years, although the oldest crane is a Manitowoc M50 dating back to around 1990 which is being used as a yard crane - but that will also be sold soon outside the UK."

The original company was formed by McGilvray and his wife Kaye with 50 percent of the shares, while John Hillhouse (of John Hillhouse Plant) held the other 50 percent. Hillhouse was bought out by the McGilvrays in 1996, the same year as investment company NVM bought

into the business and Iain and Margaret McGilvray joined the company. This arrangement continued until the summer of 2010 when half of the shares owned by NVM and the McGilvray family were purchased by Dunedin private equity with the McGilvray family and NVM retaining the other half and the family running the company on a day to day basis. "NVM initially invested in the hope of a buyout," says McGilvray, "and it has achieved a good return as well as having a percentage of the current business going forward."

Iain and Margaret McGilvray now run the company but over the last 10 months two of its management team have been promoted - Simon

Massey to sales director and Eddie Campbell to Health & Safety director. "Both men have a great knowledge of the crane industry," says McGilvray. "Simon is a time served engineer having started his career with Demag and Eddie, who holds all necessary qualifications, was a rigging manager in the fabrication yards in the Moray Firth. We have a good management team at both depots with a wealth of experience in the crane industry."

#### Liebherr dominant

In recent years the company has had a strong preference for Liebherr cranes, but has also added Kobelco, Demag and Sennebogen telescopic crawlers. 10 years ago Manitowoc

was the dominant manufacturer. The fleet has also moved to larger units and includes three 1,350 tonne Liebherr LR11350's including one with the PowerBoom System. It also has a good sized fleet of LTR telescopic crawlers from 60 to 100 tonnes and will take delivery of the first two 220 tonne Liebherr LTR1220's early 2013, and depending on a specific contract start, one should be on display at Bauma. Weldex is also taking one of Liebherr's new 1,000 tonne crawler cranes, due to be launched at the show.

"The LTR 1220 is a bigger version of the existing 60 and 100 tonners that we already use. The LTR 1100 has



A CC2800 and LR11350 on a tandem lift in Barrow

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Fife Energy Park



Tandem blade lift



been one of our most popular machines since we purchased the first four years ago. We now have eight and they haven't stopped working since we got them. Clients appreciate the reduced rigging times and mobilisation costs. Although we initially thought we would only get short term jobs we have had several long term contracts for them. They are very quick and easy to deliver to city centre sites and have the advantage of being able to lower the boom and travel under a structure to access confined areas. They are also able to pick and carry thus have an advantage over the LTM units. The larger telescopic crawler can do the same so we hope that it will turn out to be a very good addition to our rental fleet.

"We have been early adopters of several Liebherr crawlers but the crawler telescopic has never been a problem and it gives us a head start in a growing market. We have already lined up a six month contract for the two 220 tonne LTRs - a multi crane job with smaller and larger cranes ranging from 100 up to 1,350 tonnes. They were chosen for their compact size and small rig area. It is a compact construction site and the heaviest lift is around 300 tonnes, but the working radius is large - lifting from one side of the site to the other."

Weldex may also have its name on other cranes at Bauma - possibly a Kobelco. "We have taken delivery of eight Kobelco cranes over the past six months including some 80 and 100 tonners which are now working on the London Cross Rail project." All of the cranes are fitted with the tier 3 B engines as more and more

of our clients are asking for this. We are also in discussion with Terex regarding some new units."

**No more Manitowoc**

It was shortly after the purchase of GWS that Weldex decided to switch from Manitowoc to Liebherr. At the time it owned a lot of Manitowoc 222s, 777s, 888s, 999s and 2250s as well as Demag CC1800s and a CC2500. However with a lot of older cranes that needed replacing, a deal was done for 10 Liebherr LR 1100s, replacing some of the old cranes. Since then Weldex has purchased more than 80 Liebherr cranes, helping cut the fleet's average age.

"Many of the reasons to reduce the average age is client driven, with some sites now specifying that cranes are no more than three or four years old. We invest between £12 to 25 million a year and although we do not want to expand the fleet it does need to be kept up to date with larger and modern units."

"The average capacity is also increasing, we still have smaller cranes for piling contracts and construction sites, but there is a general move towards larger cranes," says McGilvray. "A few years ago the 600 tonne CC2800 and the LR1600 was considered a big machines now we have the 1,350 tonne LR 11350 with the P-boom. Clients would rather work on the ground than in the air due to work at height regulations and safety so modules are getting bigger and bigger. If a 300 tonne roof truss can be completed on the ground rather than lifting three 100 tonne components then that is preferred."

"In the wind industry nacelles are getting larger and heavier and due to blade lengths the towers are higher and clients want to install them in one piece hence the need for the P System. If this is not possible they can remove the generator or hub. On many of the large scale civils contracts the crane for the job is decided first and then the module size in order to reduce the number of high level lifts."

**Specialist lifting machines?**

"Yes we have looked at the 3,000 tonne Liebherr LR 13000 but currently there is not enough work to justify buying it," he says. "A few years ago we would have said why do you need an LR 11350 - now we have three. We have no real desire to have a 3,000 tonne crane today, but in a few years who knows? The three LR 11350s move around on both short term (three week) jobs - such as loading TBMs into shafts in London - and longer term contracts. An LR 13000 would need a major nuclear site or similar. However if we did go for a very big capacity crane it would be a conventional

crawler design - we have no desire to get into the specialist lifting machines."

Weldex has no mobile cranes, nor any desire to enter the market. It prefers to use the LTRs as support cranes, or on some sites clients will organise a mobile. "Often we will try to convince a client of the capabilities of a crawler telescopic rather than an All Terrain crane. We often send in an LTR 1100 - a machine that can telescope in and out and pick and carry a load from one end of the site to the other without outriggers."

The company also has three specialist reach stackers with capacities of 50 and 70 tonnes which have proved popular on wind farm sites used in tandem to lift blades or tower sections. Speed is the main advantage of the reach stacker especially when they are fitted with container handling devices or have a fixed single hook modification.

**Rental rates are too low!**

"Since forming the company in 1979 I have noticed a great deal of change within the crane rental industry," says McGilvray. "At that time the rental companies hired cranes out on a standard crane rental contract and the client managed everything from the commencement of the hire. Today, more and more of our clients are looking for risk assessments, method statements and engineering design and rightly so but someone has to pay for this. But if I compare competitor's hire rates for cranes below 120 tonnes today to those in 1990, they are exactly the same."

"In the 1990's the average age of crane hire fleets might have been 15 to 20 years - today I believe you are looking at five to six years. The cranes are more sophisticated and cost a lot more to purchase. On top of this we have engineering



Offshore wind construction Barrow



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departments and qualified operators that have to be trained on each unit. It is amazing how companies put cranes out at the same rates as 22 years ago and include everything that the client requires. I would warn the estimators at large companies to be very careful what rates they put in their tenders for work commencing in 2014/16 because the rates that they are being quoted today are not sustainable. The rates we are hearing being quoted for cranes that are only 5 to 8 years old by some companies are 0.5 to 0.8 of one percent per month of the cost of new equipment. Where are these companies going? Rates have recently slipped even further. We had a big contract for three years that came back for re-pricing and we lost it by a substantial amount we were not prepared to cut our rates and hold them fixed for a three year period. It is nice to have contracts like this but they must be to both companies advantage and be sustainable."

"Ultimately there will not be a crane rental industry for cranes under 120 tonnes capacity unless the rates improve. Unless rental companies look at the return on investment, there will simply not be the money to reinvest in equipment. We can get more for an operator than we can for a 50 or 80 tonne capacity crane. Apart from what we have currently on order, we won't be buying any more cranes before July or August next year, because I cannot see any big contracts - everything is slipping back. The Olympics was good for Weldex we had 32 cranes on the site. I am told that contracts like the Liverpool and Mersey Gateway and other large contracts are slipping back or being delayed. We have won some very

good contracts that start early in 2013 for large cranes and SPMT's that will also require smaller cranes for back up. But we do not see many contracts for the smaller units.

"We are buying more SPMTs - another 38 axles - with three LR 11350s we also need to be able to move very heavy loads, and it is more cost effective to have your own equipment. Currently we can move up to 3,000 tonnes. We may also be looking at some 80-100 tonne and 130-160 tonne crawlers for delivery late 2013."

### Financial involvement

McGilvray is in no doubt that more financial investors will become involved in crane rental companies. "Sarens received around €100 million investment from Waterland Private Equity last year and Ainscough has been acquired by Goldman Sachs and TPG. I can see that there will be a reduction in the numbers of crane rental companies - through companies amalgamating and some ceasing to trade which in turn should improve the market and give contractors what they require in safety and engineering advice - which in turn will push the rates up. We are not in talks with anyone at the moment but have not closed our eyes completely to this. Ultimately it would be good for the industry."

"There is too much equipment at the smaller capacity end of the market - hirers have to stop cutting rates as they are not sustainable and this is not helping the market or allowing for further investment to be made. The manufacturers are not helping things by offering poor trade in prices for used equipment at times it seems that they have no faith in their product lasting more than 10 years. On the other hand there does



Belmarsh Prison, London



seem to be a demand from other end users. When I first bought the Sumitomos I stood them for about seven months because I was not getting the rates I wanted. Once one went out the rest followed as people saw the benefits."

"There has also been a shortage of new cranes between 600 and 1,200 tonnes. The 750 tonne LR1750 is not much better than a 600 tonner when looking at the load charts, so it's good to see a new Liebherr 1,000 tonner being launched at Bauma and I believe that Terex is also looking at reintroducing the CC5800 with the same capacity. An awful lot of contracts haven't got the space to set up a 1,200 tonner, the 900-1,000 tonner is what's required which is why we are asking the manufacturers for some new units of this capacity."

### Weldex facilities

Although Weldex has global coverage it has its head office in Inverness with a depot in Alfreton, Derbyshire. The cranes were moved south from Scotland when the work in the oil yards ceased. Over the last 10 years or so the company has had little work in Scotland and it is only now that activity in the area is picking up, with contracts at Downreay, Shetland, Orkney, Nigg and the Forth Road Bridge and

others that it is changing.

"Company revenues in 2011 were around £28 million with an £8 million bottom line profit which was inline with expectations. Now the Olympics are over we are looking at renewable energy and infrastructure projects, such as power stations to replace stadium construction. I predict that there will be a lull in work up to 2013/2014 then four years of growth with renewable energy, power stations and decommissioning which will be massive. A lot of work that should have started last year in the UK has been put on the backburner perhaps starting in 2013/4/5."

### The future...

"Getting young people into the industry is a must - unfortunately we are different to the mobile rental companies in that because our cranes are mainly out on sites it is more difficult to train operators. We are currently in discussion with the Enterprise company about setting up a training school which we will probably open in the Nigg Energy Park to train Crawler Crane, Reach Stacker, and SPMT Operators and Riggers. We recently put an advert in the Press for trainee operators and we had in excess of 300 applicants so this is very encouraging for the future."



An LR 11350 P Boom blade installation



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# Rental rates mixed

Another year has passed and its time for our annual look at rental rates in the UK and Ireland. This year has been a very mixed bag and as usual the actual data does not always bear out the comments and perception from those working in the industry.

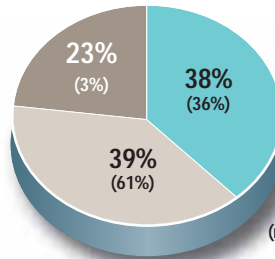
Once again access and telehandler equipment has performed better than the crane rental business. Although the crane numbers are not quite as bad as many participants suggested, some are still dire depending on crane type. It is hard to take a general view over all three sectors - so we will refrain from trying. A big thank you to all of you who participated in this annual look at rates - we very much appreciate it.



## Crane rates

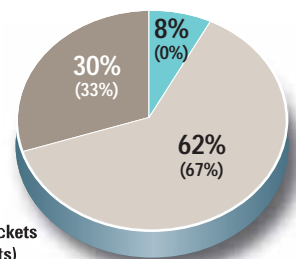
### Crane hire rate trends - all types

Crane hire rates over the past 12 months have:



(numbers in brackets = 2011 results)

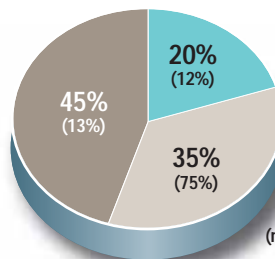
Crane hire rates during the next 12 months will:



The above chart hides the variances between crane types and sizes and as is often the case, the hard numbers do not always gel with the general feeling.

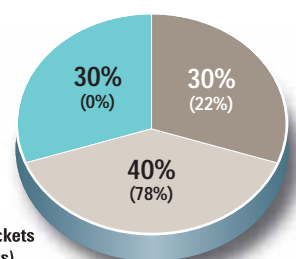
### Crane fleet size

Crane fleet size over the past 12 months have:



(numbers in brackets = 2011 results)

Crane fleet size over the next 12 months will:



If you are looking at these numbers in isolation you might be puzzled that only 30 percent of respondents have reduced their fleet size. However the numbers tie up with the strong fleet additions earlier in the year as seen at Vertical Days. It appears as though companies are not as optimistic for the year ahead.





# 2012 rental rate survey C&a



## Crane rental rates

Daily rates for mobile cranes ▲ Up ▼ down - same

Crane Size	Average	Lowest	Highest
Under 30 tonnes	£330 ▼	£305 ▲	£350 ▼
30 to 45 tonnes	£405 ▼	£390 ▲	£425 ▼
50 to 65 tonnes	£560 ▲	£490 ▲	£640 ▲
70 to 85 tonnes	£745 ▲	£700 ▲	£790 ▼
95 to 125 tonnes	£960 ▲	£920 ▲	£995 ▼
135 to 200 tonnes	£1,610 ▲	£1,475 ▲	£1,750 -
210 to 350 tonnes	£2,267 ▲	£1,850 ▲	£3,300 ▲
Over 350 tonnes	£4,495 ▼	£4,250 ▼	£5,000 ▼

## Weekly rates for crawler cranes

Crane Size	Average	Lowest	Highest
Up to 50 tonnes	£723 ▼	£700 ▼	£775 ▼
50 to 100 tonnes	£1,202 ▼	£1,000 ▼	£1,350 ▼
100 to 250 tonnes	£1,825 ▼	£1,800 ▼	£2,300 ▼
Over 250 tonnes	No data	No data	No data

## Weekly rates for tower cranes

Crane Size	Average	Lowest	Highest
Luffers	£1,045 ▲		
Flat Tops and Saddle Jibs	£625 ▼		
Mobile Self Erectors	£767 ▼	£700 ▼	£1,000 ▼
Self Erecting Tower Cranes	£580 ▲	£530 ▼	£625 ▼

## Weekly rates for other cranes

Crane Size	Average	Lowest	Highest
Pick & Carry	£279 ▼	£225 ▼	£375 -
Spider cranes	£691 ▼	£650 ▲	£800 ▼

Note that this year we have added a trend arrow to show how this year's rates compare with last year. Surprisingly many mobile cranes are up on last year, although this could be partially down to the mix of respondents?



## Utilisation and returns

Numbers here were all over the place. One surprising result was that mobile cranes under 30 tonnes supposedly give the best return on investment, although one of the worst rates of utilisation! This could relate to the fact that these days smaller cranes are specialist or older, low cost units.

### Mobile Cranes

1 - Best 7 - Worst

Crane Size	Best physical utilisation	Best financial return
Under 30 tonnes	5	1
30 to 45 tonnes	2	5
50 to 65 tonnes	3	4
70 to 85 tonnes	1	3
90 to 125 tonnes	3	2
135 to 200 tonnes	4	6
210 to 350 tonnes	6	7
Over 350 tonnes	n/a	n/a

### Crawler Cranes

Crane Size	Best physical utilisation	Best financial return
Under 50 tonnes	3	2
50 to 100 tonnes	2	2
100 to 250 tonnes	1	1
Over 250 tonnes	n/a	n/a

### Tower Cranes

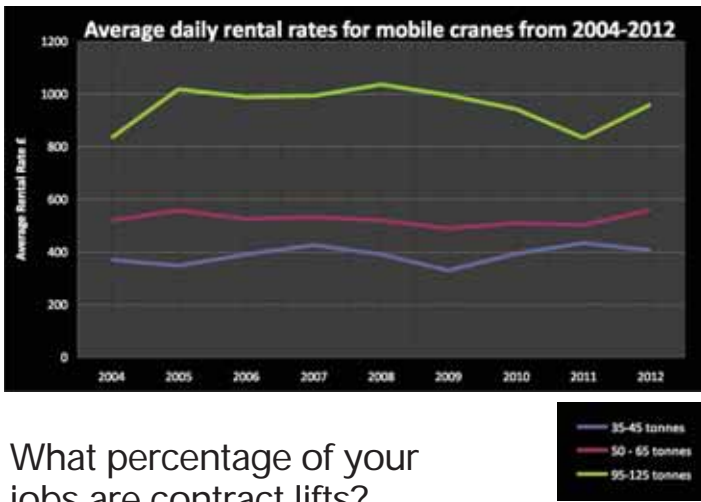
Crane Size	Best physical utilisation	Best financial return
Luffers	1	2
Flat Tops/Saddle Jibs	4	4
Self Erectors	3	3
Mobile Self Erectors	1	1

### Other Cranes

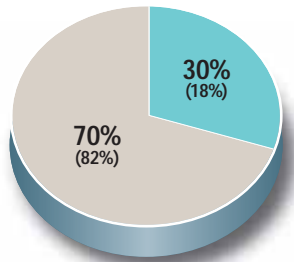
Crane Size	Best physical utilisation	Best financial return
Pick & Carry	1	1
Spider Cranes	2	2







What percentage of your jobs are contract lifts?

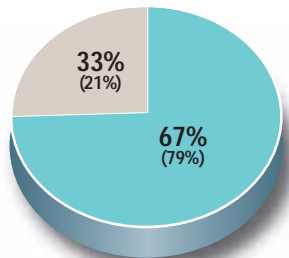


Contract lift Pure crane hire  
(numbers in brackets = 2011 results)

A little more progress towards contract lifting suggesting more companies are enforcing the CPA/HSE guidelines.



Who does your Thorough Examinations?



Third party In house  
(numbers in brackets = 2011 results)

An interesting development suggesting some companies are bringing inspections back in house.

## Respondent's Comments

Rental rates across the fleet have held up and have certainly not reduced any further. There has been better demand for larger self-erecting cranes and as a result the rates have if anything slightly improved at this end of the scale.

There are too many cranes in the country for the amount of work that is required which causes a price war.

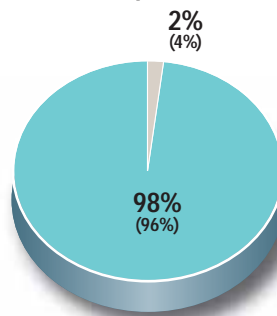
Cranes should not be subject to MOTs but regular safety inspections and regular maintenance.

There is an acceptance in the market and most customers that rates should go up. It will be interesting to see this year with less capacity in the market if our nerve and resolve to increase rates holds.



## C&a 2012 rental rate survey

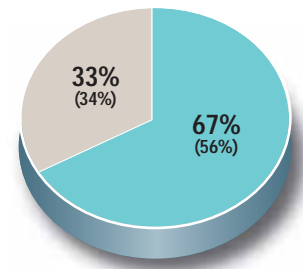
Do you employ any female crane operators?



Yes No  
(numbers in brackets = 2011 results)

While this is a significant change it merely reflects the low number of female operators, rather than a trend.

Would you recommend the crane hire industry to your children?



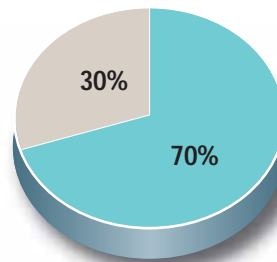
Yes No  
(numbers in brackets = 2010 results)

This clearly reflects the general negativity that the industry currently feels.

## Additional questions for 2012

Average fleet age: 5 years

Should cranes be subject to an MOT?



Yes No

This is an interesting result and does reflect anecdotal feedback.

There continues to be companies intent on destroying the industry by working at suicidal rates. More often than not the crane driver earns more money than the crane. It's lunacy.

Cranes should be subject to MOT's if the hire rates and costs pass on to the customers and national companies don't get the best benefit from it.

Small one and two crane companies with no safety or standards and below the radar of the HSE are getting away doing CPA jobs without any paperwork on site. What should be a minimum £850 they are doing for £180 cash in hand. This is causing the industry to rot from within while the HSE turns a blind eye.

The crane rental rates are about the same as we were getting in 1990 and the cost of the cranes was about 40 percent less that it is now. The only people to blame for this are the Crane Rental Companies, if this continues you will see a lot of casualties within the industry. If clients want first class equipment and service backed up with engineering and RAMS they should realise that they have to pay for this service and it should not be given away for nothing. They should be told at the time of tendering so as they can build this price into their tender.

This game is now in my opinion the worst it has ever been. I started Peterborough Crane Hire in 1981 and what a waste of time it has been over the past 10 years. The cost of new cranes is now so prohibitive I don't ever see small companies buying new for many years ahead - if ever!



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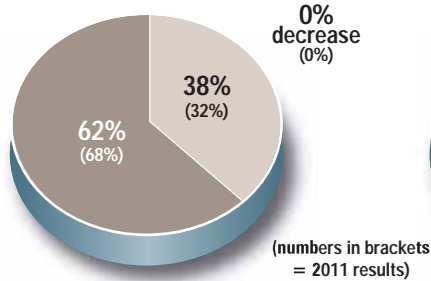


# Powered Access rates

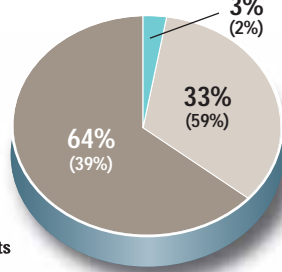
● Decreased   ● Stayed the same   ● Increased

## Rate trends

Access rates over the past 12 months have:



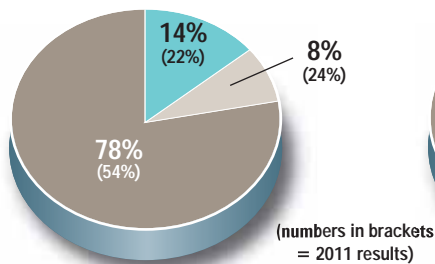
Access rates over the next 12 months will:



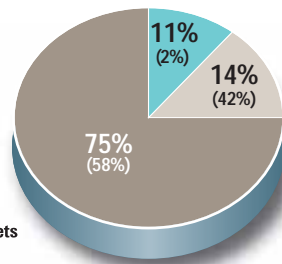
This is an encouraging set of numbers. The comments on last year's numbers did not quite reflect some of the data but this is not unusual as many respondents provide data from their systems but comments based on their overall perceptions. This year's numbers are the opposite of what people expected – 59 percent expected rates to stay the same while only 39 percent thought they would rise. Let's hope that the same does not hold true for this year.

## Fleet trends

Fleet size over the past 12 months have:



Fleet size over the next 12 months will:



Our respondents forecasted well last year with 58 percent expecting to expand their fleets in 2012. In the end it was 78 percent, however only two percent expected to reduce the size of their fleets, while in the end 14 percent cut back. This year the forecasts are exceptionally similar to this year's actual results. Hopefully they will prove to be an accurate indicator.



## Weekly rental rates by general category

▲ Up   ▼ down   – same

Platform Height	Average	Lowest	Highest
Under 5 metres	£90 ▼	£75 ▼	£104 ▲
6 metres (19/20ft)	£91 ▼	£80 ▼	£100 ▼
8 metres (26ft)	£116 –	£80 ▼	£140 ▲
9-10 metres (30-34ft)	£138 ▲	£110 ▼	£180 ▲
11-12 metres (34-41ft)	£169 ▼	£130 ▼	£220 ▼
13-17 metres (42-55ft)	£347 ▲	£221 ▼	£450 ▲
Over 17 metres	£410 ▼	£280 ▼	£600 ▲

### Push around scissor lifts

Platform Height	Average	Lowest	Highest
3 to 5 metres	£49 ▲	£45 ▲	£55 ▲

### Diesel bi-energy scissor lifts

Platform Height	Average	Lowest	Highest
8 metres (26ft)	£138 ▲	£135 ▲	£140 ▼
9-10 metres (30-34ft)	£172 ▲	£137 ▲	£265 ▲
11-12.5 metres (36-42ft)	£190 ▼	£155 ▲	£285 ▲
13-17 metres (43-56ft)	£259 ▼	£194 –	£350 –

### Electric self-propelled booms

Platform Height	Average	Lowest	Highest
Under 11 metres (36ft) Industrial	£229 ▲	£195 ▲	£265 ▲
10-12.5 metres (32/40ft)	£228 ▲	£185 ▲	£266 ▼
Over 13 metres (45ft plus)	£214 ▼	£95 ▼	£299 ▼

### Mast booms

Platform Height	Average	Lowest	Highest
8 metres	£95 ▼	£75 ▼	£125 ▼
10 metres	£193 ▼	£141 ▼	£225 ▼





## Weekly rental rates by general category *continued*

▲ Up   ▼ down   - same

### Rough Terrain articulated booms

Platform Height	Average	Lowest	Highest
12-14 metres (39-45ft)	£237 ▲	£200 ▼	£265 ▼
15-16 metres (49/52ft)	£257 ▲	£203 ▼	£310 ▲
20-23 metres (60-70ft)	£361 ▲	£283 ▼	£487 ▲
24-26 metres (80-85ft)	£513 ▲	£450 ▲	£555 ▲
Over 26 metres	£712 ▼	£501 ▼	£1,125 ▲

### Straight telescopic booms

Platform Height	Average	Lowest	Highest
Under 17 metres (40-46ft)	£212 ▼	£200 ▲	£245 ▼
20-23 metres (60-70ft)	£343 ▲	£294 ▼	£491 ▲
24-26 metres (80-85ft)	£487 ▼	£410 ▼	£551 ▲
Over 27 metres	£1,395 ▲	£850 ▲	£2,230 ▲

### Trailer lifts

Platform Height	Average	Lowest	Highest
12-13 metres (30-38ft)	£218 -	£170 ▼	£280 ▲
17 metres (56ft)	£521 ▲	£320 ▲	£886 ▲
Over 20 metres	£822 ▼	£730 ▲	£850 -

### Spider lifts

Platform Height	Average	Lowest	Highest
Up to 15 metres	£427 ▼	£340 ▼	£525 ▲
16-20 metres	£586 ▼	£400 ▼	£650 ▲
20-33 metres	£980 ▼	£700 ▼	£2,000 ▼
Over 33 metres	£1,580	£1,200	£1,960

## Vehicle mounted lifts - Weekly rates

### Van mounted lifts

Working Height	Average	Lowest	Highest
Up to 13 metres	£341 ▲	£330 ▲	£350 ▼
13-17 metres	£355 ▲	£330 ▲	£360 ▼
Over 17 metres	£433	£400	£470

### Truck mounted lifts

Working Height	Average	Lowest	Highest
Under 27 metres (3.5 tonne)	£215 ▲	£195 ▲	£375 ▲
22-35 metres (7.5 tonne)	£332 ▲	£270 ▲	£500 ▲
36-45 metres	£663 ▲	£600 ▲	£725 ▲
46-70 metres	£944 ▲	£900 ▲	£1,250 ▲
Over 70 metres	No data	No data	No data

The data received is interesting in that some of the sectors that we would have expected to have improved did the opposite, while some rates we understood to have fallen - based on anecdotal information and comments - actually improved. We are also presenting the return on investment data differently, using the average rate of return as a percentage of initial machine cost, as submitted by respondents. The only odd thing that this has thrown up is that 3.5 tonne truck mounted lifts provide the best overall return while last year this sector was third best among truck mounted lifts. This may be down to the fact that physical utilisation for small truck mounted lifts appears to have been high in 2012 and the combination of strong utilisation and daily rates is always a winner.

## Utilisation and Returns

### Scissor lifts

Type	Utilisation			Rate as % of initial cost		
	Average	Lowest	Highest	Average	Lowest	Highest
Small Electric Scissors	69%	60%	80%	1.3%	1%	1.5%
Electric Scissors 10-20m	64%	51%	75%	1.1%	0.9%	1.3%
Electric Scissors 20m+	67%			0.9%	0.8%	1%
Diesel Scissors 12-20m	62%	48%	76%	0.8%	0.5%	1.2%

### Self-propelled booms lifts

Type	Utilisation			Rate as % of initial cost		
	Average	Lowest	Highest	Average	Lowest	Highest
Small Electric Booms	60%	48%	75%	1.2%	1%	1.6%
Industrial Booms	63%	54%	72%	1%	0.8%	1.3%
Articulated Booms	64%	55%	74%	1%	0.7%	1.5%
Articulated Booms 17m+	69%	58%	76%	0.9%	0.6%	1.3%
Straight Telescopic	54%	35%	71%	0.7%	0.6%	0.7%

### Spider lifts

Type	Utilisation			Rate as % of initial cost		
	Average	Lowest	Highest	Average	Lowest	Highest
Spider Lifts up to 18m	59%	40%	85%	1.4%	0.9%	2.0%
Spider Lifts over 18 to 30m	48%	10%	80%	1.1%	0.8%	1.5%
Spider Lifts 31m and over	53%	40%	65%	0.9%	0.7%	1.2%

### Mast booms

Type	Utilisation			Rate as % of initial cost		
	Average	Lowest	Highest	Average	Lowest	Highest
6 metres	57%	45%	69%	1.4%	1.25%	1.5%
8 metres	60%	50%	71%	1.35%	1.3%	1.4%



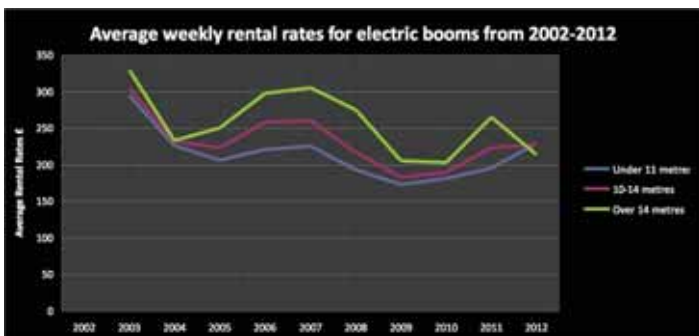
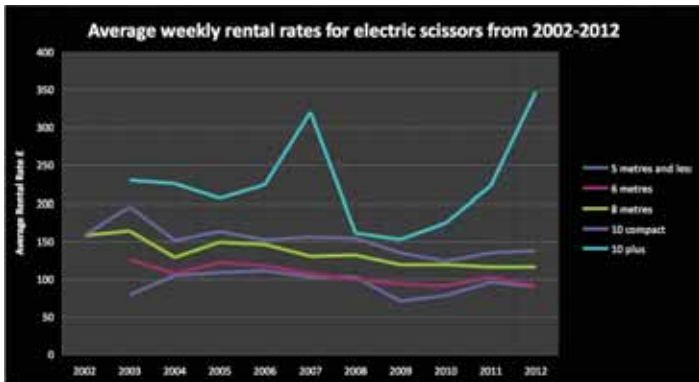


## Trailer lifts

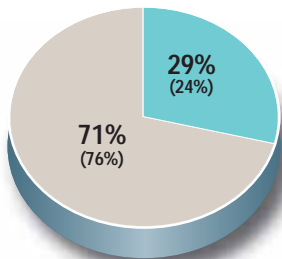
Type	Utilisation			Rate as % of initial cost		
	Average	Lowest	Highest	Average	Lowest	Highest
Under 11 metres industrial	49%	45%	56%	1.9%	1.5%	2.4%
10-12.5 metres (32/40ft)	47%	31%	60%	1.7%	1.5%	1.9%
Over 14 metres (45ft plus)	45%	34%	55%	2.1%	1.5%	3%

## Truck mounted lifts

Type	Utilisation			Rate as % of initial cost		
	Average	Lowest	Highest	Average	Lowest	Highest
Under 27 metres (3.5 tonne)	80%	75%	85%	3%	2.5%	3.3%
22-35 metres (7.5 tonne)	78%	50%	98%	1.2%	0.9%	1.5%
36-45 metres	77%	75%	78%	1.5%	1.4%	1.7%
46-70 metres	66%	53%	75%	1.3%	0.9%	1.7%
Over 70 metres	72%	55%	81%	1.6%	1.5%	1.8%



## Would you recommend the access rental business to your children?



Given the positive feedback this year it is surprising to see this number come in lower than last year. However it is hardly statistically meaningful and remains at a very high level.

Yes No

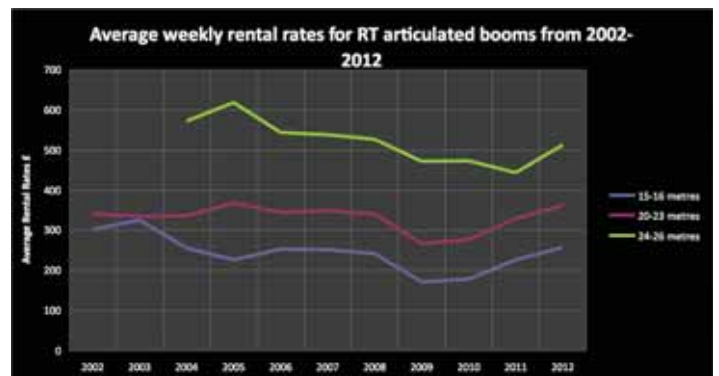
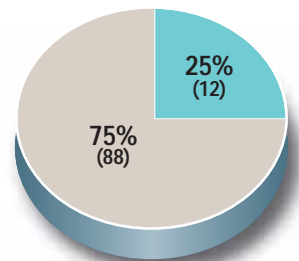
(numbers in brackets = 2011 results)



## Who does the six monthly LOLER inspections on your machines?

The trend towards third party inspections continues which is encouraging.

Third party In house  
(numbers in brackets = 2011 results)





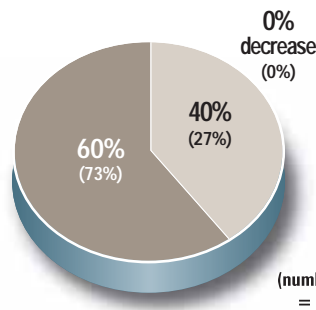


# Telescopic Handler rental rates

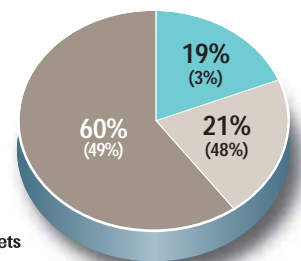
## Rate trends



Telehandler rates over the past 12 months have:



Telehandler rates over the next 12 months will:



(numbers in brackets = 2011 results)

The returns this year indicate a slowing in the improvements seen in the last two to three years, which is understandable. However the actual data collected suggests that rates overall have been mixed with the average in many fixed frame sectors falling over the past 12 months. Looking forward it is interesting to see that 19 percent think that rates will fall in 2013.

## Respondent's Comments

Given the hard summer (July - October) and some companies having a panic when it got quiet, it has not been too bad a year. The PLCs who talk so much about rate discipline and yields have been guilty of give-away pricing on some jobs where we have come up against them.

I have put yes to a raise on rates across the board as we recently had a 2.8% increase across the board that didn't cause too much fuss if you know what I mean. Fleet size is growing but slowly. The best returns are on the push arounds but they are quite problematic as batteries and chargers are always an issue plus they don't tend to have the same shelf life as say a small electric scissor. So if you looked at the P&L over the life of the machine it would probably work out approximately the same as a small electric scissor in regards to return on investment. We tend to get good one and two day rates so have tried to put this into the percentage return overall.

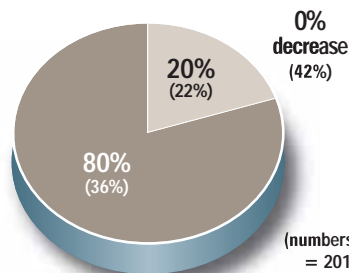
The area we feel is suffering most pressure is the market serviced by one particular company with Dutch ownership as they are spoiling the 'well over 1%' weekly returns we have normally enjoyed (and expect) from Holland Lift products. The diesel market, albeit quite busy, carries on as normal and offers pathetic returns. A bout of price increases has seen the cost of a 45' diesel boom rise from £29k in 2009 to £34k in Jan 2013. But some still think that £180 per week (.53% return) is acceptable. Even the finance costs on 60 months payments comes to more than we get from £180 per week at 75% utilisation. It's now time we all grew up and started behaving like responsible people. We shouldn't have to run our companies on the basis that our small high return kit subsidises the poor return big stuff.

We have had more record weeks and months this year than ever but the year as a whole is only slightly better than 2011. I'm not complaining though, we just need to move rates up again next year to reflect extra costs we all face such as fuel, new machine prices etc...

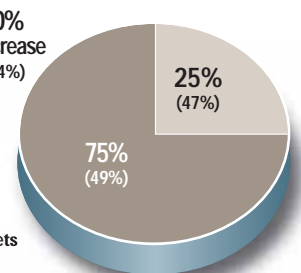
With the tool hire companies and the market leader trying to lock smaller companies out of the big job sites with special deals and trumped up technical barriers I am worried that 'outsiders' will fight harder over the rest.

## Fleet size

Fleet size over the past 12 months have:



Fleet size over the next 12 months will:



(numbers in brackets = 2011 results)

With improved availability rental companies have been adding to their fleets and this may be a factor putting a brake on rate growth? With house building still at historically low levels there is still plenty of growth potential in the market. It is interesting to note that this time last year only 49 percent of respondents expected to increase their fleets, while an almost similar number planned to simply maintain their fleet size.





# Weekly rates for telehandlers

▲ Up    ▼ down    - same

Fixed frame	Average	Lowest	Highest
Lift height			
Under 5 metres	£230	£190	£295
5 - 7 metres	£246 ▼	£210 ▲	£285 ▼
7 - 10.5 metres	£261 ▼	£235 ▼	£280 ▼
11 - 13.5 metres	£278 ▼	£265 ▼	£300 ▼
13.5 - 15 metres	£308 ▼	£285 ▼	£350 ▼
15.5 - 18 metres	£389 ▲	£325 ▲	£450 -

## 360 degree

Size	Average	Lowest	Highest
Under 20 metres	£642 ▲	£600 -	£725 ▲
20 - 25 metres	£970 ▲	£880 ▼	£1,100 -
Over 25 metres	£1,303 ▲	£1,200 ▲	£1,450 ▲

# Return on investment

1 = best  
6 = worst

Type and lift height	Best return on investment
<b>Fixed frame</b>	
Under 5 metres	6
5 to 7 metres	1
7 to 10.5 metres	3
11 to 13.5 metres	5
13.5 to 15 metres	2
15.5 to 18 metres	4
<b>360 degrees</b>	
Under 20 metres	3
20 to 25 metres	1
Over 25 metres	2



# C&a 2012 rental rate survey

What % of your rental contracts go out with work platform attachments?

▲ Up    ▼ down    - same

Size	Average	Lowest	Highest
Under 20 metres	7% ▲	0% -	15% ▼
20 to 25 metres	34% ▲	0% ▼	70% ▲

## Average age of your fleet

Average	Lowest	Highest
7 years	0 years	15 years



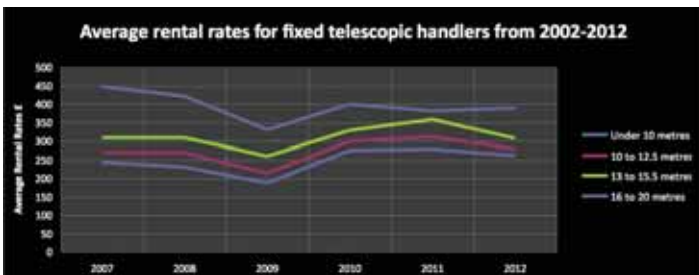
# Respondent's Comments

We as a company have over the past two years moved away from the cut-throat hire rates associated with supplying the leading house builders due to rate cutting from the two major players in the telehandler market. We have continued to supply specified machines tailored to the customers' demands and this has helped on the rates.

It's been a good year all round but we've seen the odd wobble here and there... I am not sure that 2013 will be as good, some of the discounters have been gearing up again... I just hope that we can keep supply and demand in balance.

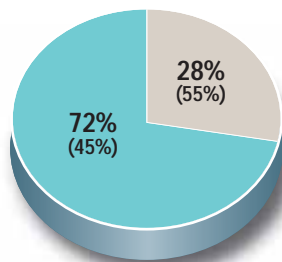
I am wondering if we have not all missed the chance to push rates to levels where we can turn a decent margin without needing such high utilisation levels?

With on-going increases in capital costs from manufacturers, it is now time that rental companies started to act and increase rates across all sectors.



Who does the Thorough Examination inspections for your machines?

● Third party    ● In house  
 (numbers in brackets = 2011 results)





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# Citius, Altius, Fortius

The current future development trends in the large truck mounted platform market may be summed up by the Olympic motto 'Citius, Altius, Fortius' roughly translated as Swifter, Higher and Stronger. We take a look at the market and recent developments, concentrating particularly on the new 50 metre sector which is fast becoming something of an everyday machine, rather than an exotic large lift.

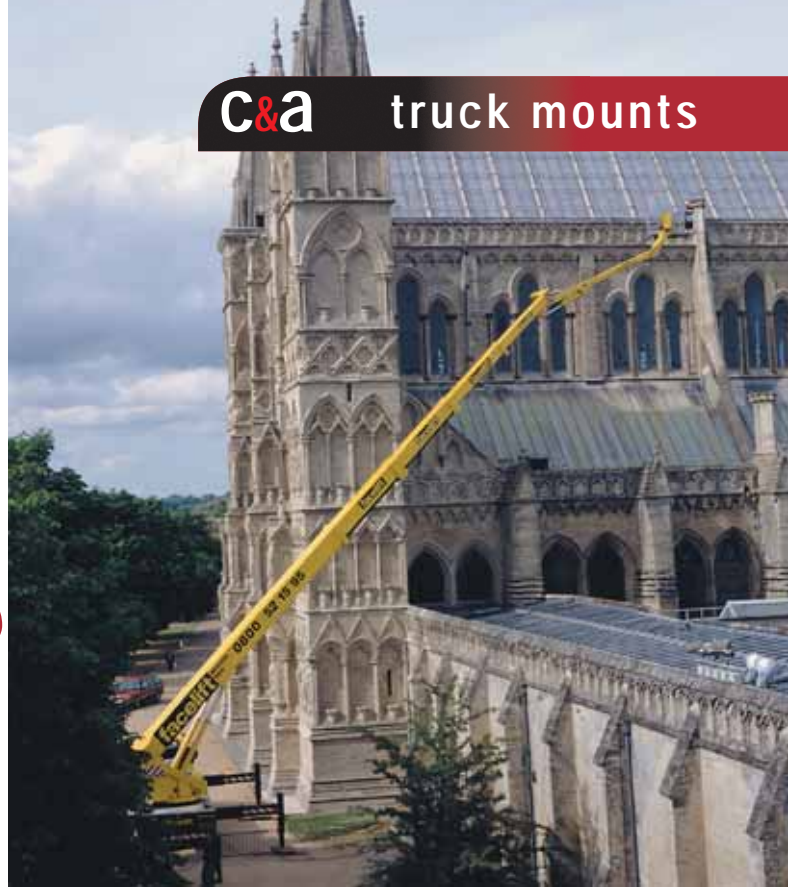
A few months ago we reviewed the rapidly developing small truck mounted lift market – platforms mounted on 3.5 tonne chassis and smaller - which has gone from strength to strength in recent years. Manufacturers in this sector have been pushing the performance envelope with some amazing developments, working heights have grown to a dizzy 27 metres, while several machines offer customers alternative concepts to the traditional small truck mounted lifts.

Surprisingly, large truck mounted platforms – those with working heights of 50 metres and above – have been enjoying a busy two or three years, with good sales volumes and some significant new product developments. Whether this recent rise in demand is a result of the need to improve safety, speed

and efficiency while working at these sorts of heights, or that traditional methods to reach these heights have become more expensive, is unclear. Increased availability from local, regional and national rental companies which have all been steadily adding larger machines must surely be a factor. The truck mounted lift was arguably the first form of powered access to appear on the market – dating back to the 1920s - and they can be found in every country, even places where powered access has yet to make any impact. From the beginning and even now for larger platforms, the rental model is very similar to that for mobile cranes, with an operator always supplied with the product and most contracts being short term.

Their popularity and use was initially driven by demand from utility

Large truck mounts can be used in a variety of ways



This Ruthmann TTS 1000 is now owned by Abilene High Lift in Texas, USA

companies, fire departments, high rise inspection work and local authorities for lighting and tree trimming applications. Those applications still dominate the market, but have been augmented by a dramatic rise in demand from wind farms and a steady flow of work for television coverage of major sporting and national events and cleaning work.

## Jack of all trades

As with most other types of equipment range and performance have increased substantially over the years. Not so long ago the 34 metre was the standard mid-range platform. This was superseded by the 45/46 metre on an 18 tonne chassis but the latest 50 metre machines on 26 tonne chassis look set to push this still higher. The increased working heights and outreach combined with more compact stowed/travel dimensions - not to mention the availability of all-wheel drive chassis options - allows these platforms to work in city centres and congested areas, as well as working on pylons and wind turbines.

As such the new crop of 50 metre machines are fast becoming the new 'jack of all trades' and users and rental companies are quickly realising their advantages. While they are clearly more expensive than their 40 to 46 metre cousins, their advantages can be turned into better rates and better utilisation which ultimately converts to a better overall return on capital and therefore more than worth the extra investment.

Whether the new batch of 60 metre machines that are expected (Bronto will unveil a 60+ metre machine at Bauma) have as much impact on the market remains to be seen. They will of course help fill out the 50 to 70 metre gap bringing the latest technology and improved working envelopes. And if that is not enough, the extra five to 10 metres of working height is handy for contracts involving pylons and wind farm work. In the meantime, the latest batch of 50 metre platforms has the perfect blend of height, reach, manoeuvrability and cost and this is reflected in their rapidly increasing numbers.





Ruthmann T540

### What to look for?

Whether experienced or inexperienced there are certain things to look out for when comparing a machine's outreach, up and over reach, outrigger spread and chassis weight or size.



Palfinger WT700

Outrigger spread and whether a platform has variable jacking or not is often overlooked. Outreach is usually measured from the centerline of rotation so a larger outrigger spread potentially reduces usable outreach. When setting up in confined areas - next to a wall or obstruction - variable jacking is a great feature. The best solution is the totally flexible jacking configuration that some machines are now equipped with, where each 'leg' can be extended to fit the space allowed by the location - even asymmetrically - with the platform capacity and working envelope automatically modified by the machine to match the footprint.

It is also worth checking the way the 'up and over' height and outreach is measured as it is not always consistent between models, let alone manufacturers. Heaven forbid a manufacturer would try to maximise this figure! Working outreach should allow for a 'normal' person's arms (usually half a metre) but these are sometimes stretched to freak show proportions. Basket position is also a trick with some manufacturers measuring outreach from a fully rotated platform which in some cases can add a metre or

so to the figure, while others do not. Just make sure you are comparing apples with apples.

### Two main manufacturers?

When it comes to the largest machines most European buyers narrow their choice down to two main manufacturers - Palfinger Platforms of Germany and Finnish producer Bronto Skylift. There are of course several other manufacturers, even when it comes to 100 metres, with Ruthmann still offering its two large TTS semi-trailer units with working heights of 84 and 100 metres and the best outreach in the sector, but they have never been popular with only two sales in Europe since their launch in 2001.

Several Italian producers - the masters of the smaller truck mounted platforms - also offer extensive ranges of larger models. Multitel has six machines over 50 metres, its largest being the 75 metre MJ750, while Oil&Steel has platforms up to 62 metres, Barin has a 90 metre and Cela now offers a 55 metre lift and there are also several products from CTE and Socage which is currently developing a significant line up based on two or three base models. When it comes to the larger machines however the

mounted lift manufacturing is unclear. Although the absence of a non-operated rental network may have played a historical role. Where the non-operated rental sector was established, self-propelled lifts flourished and where there was no such service, truck mounted lifts did better - with local manufacturers setting up to satisfy the demand. Other minor factors that may have had an impact include the fact Italy did not allow a platform to be driven once raised, and pulling trailers was not practical or permitted, so trailer lifts never took off and delivery costs for small scissors and booms was prohibitive. Driving a platform at height in Germany was also limited to eight metres until 1992, which may also have had an influence.

### The Chinese factor

Almost every product feature we now write has a Chinese element. With a very small local market access equipment has yet to make an impact, although small locally produced truck mounted lifts are built in serious volumes, but they are very much limited to local market tastes. As with other market sectors this is changing and at



A specially designed camera cage

numbers sold outside of Italy or specific export markets have been underwhelming, although there are signs that this could be changing. While most northern European buyers are happy to source smaller truck mounted platforms from Italian producers benefiting from excellent prices and innovative designs, when it comes to much larger individual unit investment things change. They tend to feel safer with the German and Finnish suppliers where confidence in the manufacturer, its technical ability, parts and service backup and resale value - particularly when investing around £1.5 million for the largest machines. Why certain countries - Germany and Italy - dominate the truck

Bauma China last November XCMG launched a 100 metre truck mounted lift on a six axle Mercedes Actros chassis. Although the unit was built specifically for fire fighting duties it features 27 metres of outreach and can handle the pressures associated with a platform mounted monitor. In terms of technology, the move from this unit to a regular 100 metre platform is easy, if required. Over the past few years China has become one of the world's leading wind energy producers which in itself will create a sizeable demand for the larger truck mounted lifts and you can be absolutely certain that once that demand grows they will not satisfy it from imports



## Growth of the 100 metre

The growth of the 100 metre market – at least in Europe - is also impressive with around 20 units scattered around Europe - Finland, Holland, Belgium, Germany, France and Ireland – with just one in the UK, a Palfinger WT1000 operated by Blade Access. While 100 metre machines are frequently drafted into the UK market from Ireland – McNally, Holland-Rival and Germany- Gardemann, there has been a reluctance from local companies to invest in this size of machine.

The 100 metre platform has been around for quite a few years – Ruthmann's TTS 100 was launched in 2001 but only the two launch

machines were ever sold, while the 103 metre Wumag (now Palfinger) WT1000 launched six years later in September 2007 has done exceptionally well. Bronto produces the two largest truck mounted platforms – the 104 metre S104HLA and the 112 metre S112 HLA – but has only achieved a few sales in Europe for the 104 metre and even less for the fire rescue orientated 112 metre S112HLA which was developed for a specific contract.

At the moment demand is such that these big machines are best owned by companies that work internationally, as demand in most countries is still too limited to keep one unit fully occupied.



The new Ruthmann Steiger T540 at its launch



Palfinger WT530

## 100 no, 90 yes

But while the 100 metre lifts have largely been limited to those who work internationally, the 90 metre sector has certainly expanded over the past year, particularly in the UK and leading the way is Ireland-based access rental company Easi UpLifts. It took delivery of its second Bronto S90HLA last May and at the same time ordered three more big Bronto's – a third 90 metre

S90HLA plus two 70 metre Bronto S70XDT truck mounts. Easi UpLifts has a reputation for spotting a lucrative gap in a sector so many will be very interested in its latest foray into very large truck mounts. It emphasised and reinforced its intentions by launching its new specialist division for large truck mounts and spider lifts at Vertikal Days last June which will operate from depots in London and Manchester.

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## Growing popularity

Latest company entering this growing group of large truck mounted rental companies is Scottish company Outreach which has invested £1.25 million in three new Palfinger platforms - a 45 metre, a 53 metre and 70 metre. The company says that the spend has created Scotland's largest independent truck mounted rental company and the 70 metre machine is currently the largest to be based in Scotland.

"This latest investment underlines our serious intent to grow our access division," said Gary Potts, managing director - sales and marketing. "Our experience over the past few years in this sector indicates there is real customer demand to hire specialist machines based in Scotland rather than incur the extra costs and time to bring them up from down south."

## Latest developments

Most recent product introductions (and anticipated launches at Bauma) have been in the 50 to 75 metre range with several new models being introduced by Bronto and Ruthmann over the past 18 months. Palfinger - which acquired Wumag in 2008 and merged the brand a year later - has been relatively quiet on large truck mounted introductions, concentrating more on its smaller and specialist (the old Bison) product range rather than the larger models. It is being particularly coy about disclosing any information about its new 90 metre platform which we expect it to unveil at Bauma following news published in the newsletter from German rental company Gerken,



*The 103m Palfinger WT1000 has proved very popular*

which claims to be the lead customer for the new lift. Apparently the new machine will be mounted on a 48 tonne MAN chassis with an up and over height of around 60 metres and a maximum outreach of 32 metres. Whether or not the new 90 metre replaces Palfinger's current 85 metre working height WT850, it will become the company's largest machine on a standard commercial chassis as the 103 metre WT1000 is mounted on a Faun crane carrier.

## New Bronto 50s

Bronto latest platform is the S50 XDT-J (in addition to the S53 XDT launched about 20 months ago) and has already notched up a string of sales with many units

delivered to the UK. According to Bronto, its major feature is its long telescopic articulated jib which is becoming a popular configuration with users, thanks to the combination of the advantages of the articulated HLA range with the telescopic XDT range. The company says it has no negative impact on its 700kg platform capacity or rigidity.

Sheffield, UK-based access rental company Elev8 took delivery of the UK's first S50 XDT-J mounted on a 26 tonne 6x4 MAN TGS 26.400 chassis and painted in a distinctive metallic bronze colour. The new lift was unveiled at Apex last September and features a three section main boom and three section telescopic articulated jib.

It is capable of an up and over reach of 32 metres, where it offers 15.5 metres of outreach. Maximum outreach is 36 metres. Elev8 has specified the standard 700kg capacity platform and has also ordered a '360 degree camera cage' which includes a removable seat, hands-free safety brake and 300kg capacity CW300 platform mounted winch in order to increasing its versatility.

The MAN chassis includes a rear steering axle and Hydro-Drive - essentially giving four wheel steer and drive performance at speeds of less than 30kph - making the machine highly manoeuvrable and well suited for both off-road and inner city applications. With the recent success for Bronto in the UK



*A Speed Works Bronto S53XDT*



*A Bronto S50XDT-J on the Turku Castle Finland*



it has recently expanded its UK product support network by appointing Central Platform Services (CPS) of Pontefract, South Yorkshire to provide routine servicing to complete overhauls and remounting. CPS will operate as Bronto's service partner in the north of the UK while Thame-based repair and service company RE Foster will cover the south.

Ian James of Bronto said: "It is important that we have the right infrastructure in place to attend to service issues in a professional manner. This requires a special set of skills that are often difficult to find. CPS has been over to the factory and attended service training schools and we are now very pleased to formally announce a partnership."

Details of Bronto's latest 60 metre machine to be unveiled at Bauma are still scarce, but we understand it will be mounted on a three axle 26 tonne chassis and boast a

working height of 60 metres plus – this would make it the largest three axle truck mounted platform on the market. Bronto says that latest platform is part of a trend for more efficient products - i.e. being more productive (i.e. more working hours, height, outreach, basket capacity, mileage, etc.) with lower lifetime costs (less fuel consumption, maintenance, tax, etc.) and developing machines with more reach on smaller lighter trucks is fundamental to achieving that efficiency.

"We don't think that there are any disadvantages per se to this strategy," said Bronto's Jan Denks. "Obviously it is counterproductive if an imaginary advantage in productivity is achieved by sacrificing say, longevity. Past sins of manufacturers cutting corners when presenting "superior" performance products may have understandably scared some customers. Nevertheless, we are absolutely sure that the future will be, citing the Olympic motto, "Citius, Altius, Fortius" and Bronto works hard to ensure not only great performance, but also minimum lifetime cost."

### Ruthmann joins the 50m club

Late last year Ruthmann – a company known for pushing the envelope - launched its 54 metre Steiger T540 - the second model in the company's 'height performance' range following the introduction of the 46 metre T460 at Intermat earlier in 2012. Ruthmann has also confirmed that the range is set to be topped with a 70+ metre model – again to be launched at Bauma. This launch is yet another sign of the growing demand for these 50 metre class platforms.

The design parameters for the T540 were set using customer and operator input at the early development stage and included greater outreach, articulating jib, longer upper boom, 600kg capacity and good off-road capability. The T540 shares almost three quarters of its components with its smaller brother – the T460 - however the lower boom, superstructure, rotary joint, chassis frame and jacking system have all been redesigned. There are numerous manufacturing and production advantages of using the same parts particularly shorter



A Bronto S61XDT



The new Bronto S50XDT-J showing off its reach

development times, early predictable cost calculations and with larger component order volumes, lower overall costs.

The T540 offers 54 metres of working height with its four section main boom, 16 metre top boom and 180 degree articulating jib. It can achieve a 40 metre outreach with a reduced platform capacity of 100kg. Again the platform is mounted on a three axle, 26 tonne chassis which can also be equipped with off-road capability. It offers a fully variable jacking system with a maximum spread of almost nine metres and joins the two Brontos and the Palfinger WT530 in this new 50-55 metre battleground.

### Adding value

Several years ago the mention of a 'rental spec' machine would automatically imply a cheaper,

simpler or reduced specification item. This has totally changed over the past few years with regard to large truck mounted platforms. Rental companies – aware that these platforms must be able to carry out a multitude of tasks – are now ordering very high spec machines, with davits, winches, different baskets, generators, lights, lockers and wash systems - the list goes on and on and most machines are now fitted with these when they leave the factory. Rental companies are also gaining from the rental rates charged for optional equipment.

For all types of access and lifting equipment, Bauma is THE show in everybody's calendar. If you are looking for the latest in large truck mounted platforms it will definitely be the place to be...



Nationwide Platforms has about 300 truck mounts between 14 - 84 metres. Here is a 70 metre Bronto.



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# A look back at 2012

2012 was another mixed year and greatly depended on where you were based. The world economic situation remained fragile and was particularly desperate in Southern Europe. In spite of this most companies in our sector fared better in 2012 than in 2011, although there were signs of third quarter slowing in some markets with a flourish towards year end. In terms of news the year was certainly eventful - our annual review looks at the highlights from the industry and the world at large. If you are looking for more details on any story that we have included, they can all be found online at [www.vertical.net](http://www.vertical.net) - simply use our news search facility.

## January Industry news

Chinese crane manufacturer **Sany** acquires German concrete pump manufacturer **Putzmeister**.

**R&B** spider cranes appoints **LTECH** as its dealer for Russia.

**Trimble** and **Manitowoc** announce collaboration agreement for the development of telematics solutions.

**Manitowoc** Cranes adds an international Contact Centre at its facility in Pune, India.



**Boels** acquires **Warmerdam** Hoogwerkers and **K-Rental** in the Netherlands and **Baurent** in Germany.

**New Holland** adds a six metre **Dieci**-built compact telehandler to its range.

**Riwal** appoints **Norty Turner** as chief executive - Dick Schalekamp moves to a strategic role.



**Mecalac** drops the **Ahlmann** brand name.

**AltreX** appoints **Pop-Up Products** as its exclusive distributor for the UK.



**JLG** announces that it will build its 450 and 510 AJ boom lifts in Romania.

UK based crane rental company **K-Lift** appoints a liquidator.

**Linden Comansa** appoints **Modern Emirates Heavy Equipment** as distributor for Saudi Arabia, UAE, Kuwait and Oman.

**IPAF** launches an accident statistics database for aerial lifts.



## World news

The cruise ship **Costa Concordia** runs aground in the Mediterranean with 32 dead or missing and 64 injured.



The English language service of **Wikipedia** shuts down for 24 hours in protest against anti-piracy legislation proposed by the US Congress.

**Kodak** files for bankruptcy protection.



**Croatia** votes overwhelmingly in favour of joining the European Union.

**Greece** rejects proposals for direct EU control of the country's financial affairs.

Former Royal Bank of Scotland chief executive **Fred Goodwin** is stripped of his knighthood.



**Caterpillar** launches the TL1255C a 12,000lb/55ft telehandler in North America.



**JMG** launches the MC60 a new six tonne pick & carry crane.

**Jean-Charles Delplace**, previously MD of SMIE joins **Ascorel**.

**Liebherr** establishes a mobile crane division within Liebherr Argentina for the local market and Uruguay.

**Manitou** and **Toyota** announce the termination of their fork truck partnership in France.





**February** Industry news

**Galizia** introduces a six tonne crane based on its Multis 636 chassis.

**Palfinger** and **Sany** announce two Joint Ventures – one in Europe for mobile cranes and one in China for loader cranes.



US-based **Lift-A-Loft** is acquired by investor **Todd Hunt**.

**Harsco** chief executive **Salvatore Fazzolari** leaves the company.

**Sany** appoints **BIK Hydraulics** as its first Canadian crane dealer.

**JLG** unveils a new lower cost basic RS slab scissor range at ARA.



**Hirepool** acquires **New Zealand Access Hire**.

**Easy-Lift** appoints **Hek & Partner** as its Austrian dealer.

**Willi** and **Isolde Liebherr** assign some of their shares in the company to their children.

**Dingli** appoints **M. J. Hydraulik** as dealer for **Denmark**.

**Brian Black** joins **Skyjack** as vice president of sales.

Chinese manufacturer **JCHI** acquires Japanese aerial lift manufacturer **Nagano**.

**Sany America** appoints **DC Bates Equipment** as its New England dealer.



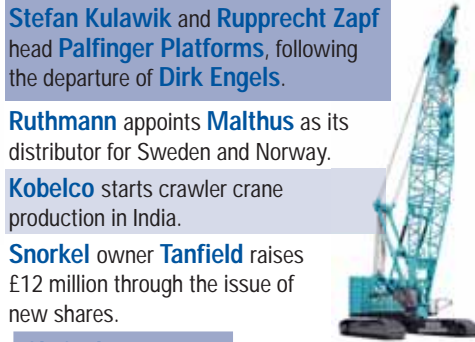
**Stefan Kulawik** and **Rupprecht Zapf** head **Palfinger Platforms**, following the departure of **Dirk Engels**.

**Ruthmann** appoints **Malthus** as its distributor for Sweden and Norway.

**Kobelco** starts crawler crane production in India.

**Snorkel** owner **Tanfield** raises £12 million through the issue of new shares.

**Skyjack** unveils new 63ft articulated boom the SJ63AJ at ARA.



**World news . World news . World news .**

74 people are killed in clashes between fans of Egyptian football teams **Al-Masry** and **Al-Ahly** in the city of Port Said.



Romanian prime minister **Emil Boc** and his cabinet resign after two months of political unrest and protests.



Tens of thousands are stranded by floods in the Australian states of New South Wales and Queensland.

**Fabio Capello** resigns as the manager of England over clashes with the **Football Association**.



Extreme cold weather across Europe kills hundreds.

**Google's** acquisition of smartphone maker

**Motorola** is approved by USA and EU.

**Rangers Football Club** enters administration.

**News Corporation** launches **The Sun on Sunday** replacing the News of the World.



The prime minister of Australia **Julia Gillard** defeats former prime minister **Kevin Rudd** in a Labour Party leadership ballot.

**The Artist** wins five Oscars including Best Picture and becomes the first silent film to win since Wings in 1927.



**March** Industry news

**Haulotte** announces the all new 67ft telescopic boom, the **HT23RTJ**.



**Charles Snyder** resigns as chief executive of US-based Amquip crane rental.

**Easy Lift** launches 19 metre ETJ190 truck mounted lift.

**ESTA** hosts Wind Safety Summit in Hamburg.



**Terex** sells its stake in Sichuan Changjiang Engineering Crane Company to **Sinomach Heavy Industry**.

**Socage** announces a new 32 metre DAJ332 truck mounted lift.

**Kai Schliephake** leaves JLG Deutschland to move to **Partner Lift**.



**Entrec Transportation** acquires the Mains Crane group of Nisku, Alberta.

Danish trailer lift manufacturer **Denka** appoints a bankruptcy trustee.

**Caterpillar** launches four new six and seven metre C Series telehandlers.

**Omme Lift** launches a new 25 metre spider lift - the 2500 RXBDJ.







GSR launches the 20 metre E209PX truck mounted lift.

Haulotte announces closure of its Spanish production facility.



Platform Basket launches the 15.75 PRO and 18.90 PRO spider lifts.

Maeda appoints Falcon Equipment as its dealer for Western Canada.

World news. World news. World news.

Vladimir Putin wins Russian presidential elections in spite of on-going protests.

Encyclopaedia Britannica announces the end to printed versions while continuing online editions.



Saudi Arabia is reported to have sent weapons to Syrian rebels.

Joachim Gauck is elected president of Germany.

Fabrice Muamba collapses during the FA Cup quarter-final between Tottenham Hotspur and Bolton Wanderers.

A gunman kills seven and injures five in a shooting spree targeting French soldiers and Jewish civilians in Montauban and Toulouse, France and is then killed following a siege.



Pope Benedict XVI makes a three day visit to Cuba.

Jimmy Lomma is acquitted of manslaughter and other charges following the New York tower crane collapse in 2008.



UK rental company Lifterz acquires the access fleet of Diamond Construction.

Sany starts crawler crane production in Chakan, near Pune, India.

Hiab launches the new XS 544 HiPro loader crane.

Terex Cranes appoints Titan Construction Equipment as mobile crane distributor in New Zealand.



Liebherr introduces a new boom system for its 750 tonne LG 1750 lattice boom mobile crane.

LSG Industrials acquires Lifterz and announces Lifterz crane hire.

IPAF launches a tool to help operators calculate spreader plate sizes.

Holland Lift acquires the failed Belgian aerial lift manufacturer SkyHigh.

Terex announces plans to move self-erecting tower crane production from Italy to France.

Unic Cranes appoints Waterland Trading as distributor for the Benelux region.



CTE launches the redesigned Zed 21 JH.

JCB launches a 20 metre 540-200 fixed frame telehandler at Intermat.

Sany unveils its 220 tonne All Terrain crane aimed at the European market.

Unic Cranes appoints Knutsen Maskin for Norway and Arnab Kran & Lift in Sweden.

Dingli appoints Leach Lewis as its distributor for the UK.

JLG announces the SkyGuard anti-entrapment device for its boom lifts.

Link-Belt appoints Brasil Máquinas de Construção as distributor for Brazil.

Genie unveils new 14 and 17.6 metre fixed frame and 21 metre 360 degree model telehandlers.

Ramirent appoints Anna Hyvönen as managing director of Ramirent Finland.



Palfinger launches the PK 14502 SH and the PK 18502 SH loader cranes.

Ashtead acquires Topp Construction Services in the USA.

Jekko appoints Tower Rent as its distributor in Turkey.

Altrad acquires UK Scaffolder MTD Scaffolding.

Unic unveils the 10 tonne URW1006 spider crane.



World news. World news. World news.

The Bahrain Formula 1 Grand Prix goes ahead in spite of demonstrations.

An avalanche buries 130 Pakistani Army soldiers near the Siachen Glacier in the Himalayas.

Lucas Papademos resigns as the prime minister of Greece.

North Korea launches a long range rocket that breaks up shortly after launch.

One World Trade Center becomes the tallest building in New York City.





May Industry news

**Cela** appoints **Cominvest-AKMT** as its dealer for Russia.



**Ruthmann** appoints **Time Ibérica** as its distributor for Spain and Portugal.

Romanian access rental company **T&T Solutions** is declared insolvent and a trustee appointed.

**Isoli** appoints **Automechanical Plant** as Russian distributor for its aerial lifts.

**Manitowoc** launches two new **Dongyue** Chinese truck crane models.



**Load Systems International (LSI)** opens a UK division in Aberdeen, Scotland.

**Terex** acquires 100 percent of Italian luffing jib tower crane manufacturer **Recom**.

The owners of **Valla** cranes and **JMG** settle their legal battle.

Canadian-based **Constellation Software** acquires **Wynne Systems**, owner of **RentalMan** software.

**Niftylift** unveils two new articulated self-propelled booms, the 86ft Hybrid 4x4 - its largest boom to date - and the low weight 45ft articulated HR15.



**Alimak Hek** appoints **Tormod Gunleiksrud** as chief executive.



**Teupen** appoints **Goscor Hi-Reach** as its dealer for Southern Africa.

**Mammoet** buys the first 3,000 tonne **Liebherr LR 13000** crawler crane.



**Effer** opens a UK subsidiary - Effer UK.

In the UK, **AFI** acquires the Exeter based powered access rental business **Light Hire**.

Norwegian fork truck company **Brubakken** acquires **Malthus Lift & Maskin**.

**Cormidi** launches a multi-purpose KB-X P spider lift/spider crane range.



World news . World news . World news . World news . World news .

Edvard Munch's **The Scream** sells for a record \$119.9 million in an auction in New York City. **Mitt Romney** becomes Republican presidential candidate.



**François Hollande** becomes the 24th President of France.



Swedish pop music singer **Loreen** wins the **Eurovision Song Contest** 2012 with her song Euphoria.

**Facebook** holds an initial public offering and closes flat at \$38.23 a share before falling substantially.



**Boris Johnson** is re-elected as the Mayor of London for a second term.



**Japan** shuts down its last nuclear reactor, leaving the country without nuclear power for the first time since 1970.

June Industry news

**Terex Cranes** launches the CTL 650 F45 taking it into the heavy luffing jib tower crane market.

**Sarens** and Netherlands-based **Verbrugghe Terminals** form a strategic offshore wind partnership.

**IPAF** introduces the PAL+ training course for operators working in higher risk or challenging environments.



**Snorkel** appoints **Movimenttar Equipamentos Industriais** as its dealer in Brazil.

**Bronto** launches a safety system for its truck mounted lifts - the B-SRS Safety Rail - at **Vertikal Days**.

**Speedy International** opens a regional hub in Mussafah, Abu Dhabi.

**Avant Tecno/Leguan** appoints **AXS Sales** as its dealer for England & Wales.



**Andrew Winter** is appointed general manager of **Ainscough Heavy Cranes**.

**Bigge's** 4,000 tonne AFRD 125D crane is erected for the first time in Georgia.

**Riwal** appoints **Søren Rosenkrands** as chief operations officer.

**Tadano** fires its vice president at Tadano America for embezzling more than \$9 million.

**Liebherr** unveils a 220 tonne LTR 1220 telescopic crawler crane and 750 tonne LTM 1750-9.1 All Terrain crane.



**Dingli** appoints **Makser Makina** as its distributor for Turkey.

**Skyking** launches the 12.5 metre 125RA hybrid van mounted lift and 14 metre lift mounted on a tracked vehicle at **Vertikal Days**.



**Easi Uplifts** launches a specialist division for large truck mounted and spider lifts.



**Potain** launches the MCT 385 its first topless tower crane built in Asia.

**Isoli** signs a distribution agreement with Turkish manufacturer **Yildizhan**.

**Terex** launches its Port Solutions division and brands harbour cranes as **Terex Gottwald**.

**Bravi UK** changes its name to **HLS - Height Lift & Shift**.



**Ainscough Crane Hire** acquires Plymouth-based **West Country Crane Hire**.

**Socage** adds three distributors in South America, through its Brazilian Joint Venture - **Guiton Socage**.

**Frank Nerenhausen** takes over as president of **JLG** following the promotion of **Wilson Jones**.



**Manitowoc** launches a dedicated testing facility for crane components.

**Trojan Battery** appoints **Accuverkoop Hefra** as a distributor in the Netherlands.

**JLG** appoints **Laurent Monteny** as Geschäftsführer of its German distribution business.

**MEC** appoints **Jack Harwood** as North American sales manager, while **Jim Tolle** moves to international sales.

**Wolffkran** unveils an all new flat top hydraulic luffing jib crane with the 166B.



World news . World news .

**Queen Elizabeth II** celebrates her diamond Jubilee.



Bankrupt car maker **Saab** is sold to a Chinese-Swedish

investment group, aiming at transforming the company into a maker of electric vehicles.

The U.S. Anti-Doping Agency charges seven-time **Tour de France** winner **Lance Armstrong**.

**Mohamed Morsi** of the Muslim Brotherhood is declared the winner of Egypt's presidential election run-off.



Daredevil **Nik Wallenda** becomes the first person to walk a tightrope above the brink of Niagara Falls.

**Julian Assange** of Wikileaks takes refuge in Ecuador's embassy in London to avoid extradition to Sweden.

**Queen Elizabeth II** becomes first British monarch to visit to Ireland since independence.





Harsco appoints **Patrick K. Decker** as chief executive.

**Tat Hong** acquires **Jiangsu Hengxingmao** Financial Leasing from **Yongmao**.



**Sergey Chudin** and **Dmitry Pankin** team up to form Russian sales company **Vertex**.

**Raimondi** launches 10 tonne MRT144 flat top tower crane and appoints **Van Campenhout** as distributor for Benelux.

Singapore rental company **Galmon** celebrates 30 years in business.

**Hinowa** celebrates its 25th anniversary and launches the 17 metre Lightlift 17.75 IHS spider lift.



**Palfinger** unveils the PK 36502 and PK 41002 EH loader cranes.



**Ruthmann** appoints **Al Wasl Trading** and **YBA Kanoo** as distributors in the Middle East.

**Testcentrum De Lille** appoints **ALS** and **Anderer Engineering** as Giraf Track dealers in Germany, along with **Leeb-Technik** in Austria and **Schuler & Schuler** in Switzerland.

**Omme Lift** launches a new 23 metre 2300 EX telescopic trailer lift.



**Multitel Pagliero** opens a new export subsidiary in Germany.

German truck mounted lift manufacturer **ESDA** enters administration.

**Manitowoc** appoints **RMB Service Group** as dealer for South Australia and the Northern Territories.

The owners of New Zealand rental company **HireQuip** appoint receivers.

**Cargotec/Hiab** agrees a loader crane joint venture with **China National Heavy Duty Truck Group**.

**Cela** appoints **Euraccess** as its distributor for southern England.



**ALE** announces a 5,000 tonne capacity AL.SK crane.

**Vp** acquires two equipment rental units from **Balfour Beatty** for £4 million in cash.

Texas-based **TNT Crane and Rigging** acquires the crane operations of Oklahoma-based **Turner Bros**.

UK-based **City Lifting** acquires **K-Lift's** Spierings fleet.

**Kimberly** group appoints **Jim Perry** as managing director of **1st Access Rentals**.

Spider crane manufacturer **R&B** appoints **Steven Spence** as its agent for the USA.

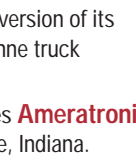


**Liebherr** Ehingen forms a subsidiary in Denmark -

**Liebherr-Danmark** ApS.

**CTE** launches a new version of its 20 metre Z20C 3.5 tonne truck mounted lift.

**Konecranes** acquires **Ameratronic Industries** of Portage, Indiana.



World news . World news



The **London Shard**, Europe's tallest building at 309.6 metres, is officially opened.



The **Rolling Stones** celebrate the 50th anniversary of their first performance at the **Marquee Club** in Oxford Street, London.

**Pranab Mukherjee** is elected as the new President of India.

**2012 Summer Olympics** open in London, UK.



Former Chinese political leader **Bo Xilai's** wife, **Gu Kailai**, and employee **Zhang Xiaojun** are charged with murder of British businessman **Neil Heywood**.

**Enrique Peña Nieto** wins the 2012 Mexican presidential election.



Sports results for 2012

Football

**Euro 2012 - Spain** defeats Italy 4-0 in the final.



**UEFA Champions League - Chelsea** wins on penalties against Bayern Munich following a full-time score of 1-1.

**Atletico Madrid** wins UEFA Europa League.

**Chelsea** defeats Liverpool 2-1 in the UK **FA Cup Final** -

Rugby Union

**Wales** wins the Six Nations Championship.

**Leinster** defeats Ulster 42-14 in the final of the Heineken Cup.

**New Zealand All Blacks** win the Rugby Championship (Tri Nations)

Tennis

**Roger Federer** wins Wimbledon men's singles.



**Andy Murray** wins the US open.

**Novak Djokovic** wins the Australian Open Men's Singles

**Rafael Nadal** wins the French open.

**Czech Republic** defeats Spain in the Davis Cup.

Formula One

**Sebastian Vettel** of Germany wins the drivers championship title.



**Red Bull Racing** wins the Constructors' Championship title.

Golf

**Ryder Cup** - Europe achieves one of the greatest comebacks to win 14½ to 13½ and retain the title.

**The Masters** - Bubba Watson

**US Open** - Webb Simpson

**The Open** - Ernie Els

**PGA Championship** - Rory McIlroy

No 1 Ranking

PGA Player of the Year - Rory McIlroy.



American Football

**New York Giants** defeat the New England Patriots 21-17 in the Super Bowl.

Darts

England's **Phil Taylor** and **Adrian Lewis** beat Australia's Simon Whitlock and Paul Nicholson in the 2012 PDC World Cup of Darts by 4-3.

Cricket

**West Indies** defeats **Sri Lanka** in the final to win its first ICC World Twenty20 title.

**England** beat India 2-1 in the Test series for the first time in 28 years.

Ice Hockey

**Los Angeles Kings** wins its first Stanley Cup after defeating the New Jersey Devils four games to two.



Cycling

**Bradley Wiggins** becomes the first Britain to win the **Tour de France**.



Horse Racing

**Neptune Collonges** ridden by Daryl Jacob wins the **Grand National**

Synchronised

ridden by Tony McCoy wins the **Cheltenham Gold Cup** - but then dies during the Grand National.



**Camelot** ridden by Joseph O'Brien wins the **Epsom Derby**.

**I'll Have Another** ridden by Mario Gutierrez wins the **Kentucky Derby**.

Baseball

**San Francisco Giants** beats Detroit Tigers 4-0 to win its second World Series in three years.

Basketball

**Miami Heat** beats Oklahoma City Thunder for the **NBA** title.



Olympics

**Games of the XXX Olympiad**

The final medal ranking was:

1. USA
2. China
3. Great Britain



**August** Industry news

**ALE** forms Joint Venture with Australian-based heavy lift company **ECR**.

**D&G Hoist & Crane** of Australia liquidates after a rescue attempt fails.

**Philippe Parmentier** and **Hervé Missiaen** establish **HM&P International**.

**IPAF** appoints **Antonio Barbosa** as country manager for Brazil.

**Skyjack** appoints **Malcolm Early** as vice president of marketing.

**Zoomlion** forms Joint Venture with India's largest industrial crane manufacturer **ElectroMech**.

UK rental company

**Access London 08** files for liquidation.

**PTS** - Plant Access and Tool Solutions - fails for the second time in four months.



**Palfinger** launches three new loader cranes with the PK 63002 EH, PK 76002 EH and PK 88002 EH High Performance.

**AFI** acquires **UTN training**.

**C-Tech Industries** appoints **ITLU** as its distributor for Sweden and Denmark and **Gantic** for Norway.

UK-based **PLC Sales** launches a new ECO multi-mat outrigger spreader plate system.



UK-based **Longton Crane Hire** appoints an administrator and is liquidated.

**Manitowoc** launches a Boom Raise system for longer booms on its model 16000 crawler cranes.

**C-Tech Industries** moves to new, larger premises.

UK distributor **Leach Lewis Plant** appoints an administrator and is liquidated.

**Terex Utilities** appoints **Don Anderson** as general manager.

**Kier** sells two parts of its equipment division to **A-Plant** and **Wernick Hire**.

**Columbus McKinnon** sells the **Gaffey** overhead crane business to **Ace Industries**.

World news . World news .

**NASA's** Mars science laboratory **Curiosity Rover**



lands on the surface of Mars.

The 2012 **Summer Olympics** closing ceremony is held and the Olympic Flag handed to the mayor of Rio de Janeiro, for the 2016 Games.

**South African police** open fire on striking workers at a Lonmin mine, near Rustenburg, leaving at least 34 dead.



**Russia** becomes the 156th member of the **World Trade Organisation** with **Vanuatu** becoming the 157th member.

Norwegian **Anders Behring Breivik** is found to be sane and is sentenced to 21 years' imprisonment for killing 77 people.



**Tadano Faun** opens a 43,000 square metre test site in Pegnitz to the north of Lauf.

**MEC** opens a European distribution facility in De Lier, the Netherlands.

The **Crane Industry Council of Australia** (CICA) issues its first Gold Plate.

**Ruthmann** appoints **Powered Access Hungary** and **Acarlar Makine** of Turkey as distributors.

**Palfinger** acquires Brazilian component manufacturer **Tercek**, including its bus/disabled lift division **Libero**.

**Haulotte** appoints **Craig Bentley** as UK general manager.

**Spierings** celebrates 25 years with the launch of the City Boy.

**Cela** announces new 30 metre truck mount the DT30.

Heavy lift specialist **ALE** and Netherlands based **Roll-Lift** announce a Joint Venture.

**Independent Parts and Service** (IPS) and **Access Platform Sales** (APS) announce merger.



International parts supplier **IPS** launches van service in the Netherlands.

**Cela** appoints **Windex** as its Polish dealer.

The **Lighthouse Club** consolidates into a single charitable entity.

**Ebbe Christensen** purchases US spider lift specialist **ReachMaster** from Skako.



Private equity firm **Carlyle** acquires a stake in **Grupo Orguel**, one of Brazil's largest rental companies.

**Allegiance Crane & Equipment** of Pompano Beach, Florida acquires **USA Mobile Crane** of Texas.

**CTE** announces the ZED23JH as its new 23 metre truck mounted lift.

**Jan van Seumeren** junior re-enters the heavy lift business with leasing and consultancy company **Re-Move**.



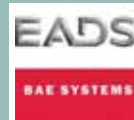
World news . World news .

**Paralympic games** open in London.

Protestors in **Cairo**, claiming that an internet film 'Innocence of Muslims' humiliates the prophet. **Muhammad**, invade the US Embassy, while the U.S. ambassador to Libya and three others are killed in similar demonstrations in Benghazi, Libya.



**British Aerospace** (BAE) and **EADS** hold merger talks which later fail.



**Senkaku Islands** dispute causes serious political tension between China and Japan.



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GO HIGHER



How much you get done in a day matters – to your time line and your bottom line. JLG® Boom lifts help you get **more done in less time**. Their power, performance and agility go further, so you can **reach higher**, carry more, and get to the most difficult places on the job site.

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**JLG**  
reachingout.



**October** Industry news

**Warren Access** acquires the **Height for Hire** rental business and **APS** training.

**MEC** starts production of the 60ft Titan 60S.



**Ramirent** and **Cramo** agree a Joint Venture combining their businesses in Russia and Ukraine.

**Instant UpRight** opens a new aluminium tower manufacturing facility in China.



**Terex** combines its crane, aerial lift and port equipment support services into **Terex Services North America**.

**Holland Lift** ships the G-320EL28 4WDS/N, a 32 metre narrower electric scissor lift.



**Palfinger** acquires Norwegian marine and offshore crane manufacturer **Bergen Group Dreggen**.

**HSS** is acquired by **Exponent Private Equity**.



**Kalmar RT** ships first ever civilian Rough Terrain reach stackers and launches a telehandler.

**NZ Crane Group** closes its Wellington branch and sells some of the assets to **Titan Cranes**.

**Andrea Certo**, chief executive of **Oil&Steel**, resigns.

**Terex** unveils the 650 tonne Superlift 3800 crawler crane replacement for its CC2800.

**Liebherr** acquires German concrete pump manufacturer **Waitzinger**.

**CMC** appoints **Ranger Equipment** as its UK dealer

for spider lifts and **Euro Camion** as its truck mounted distributor for Poland.



The **United Kingdom Contractors Group** (UKCG) recognises ALLMI loader crane training.

**Manitowoc** launches a new custom design and build service for crawler cranes.

**Badger** launches a 13.6 tonne cab down Rough Terrain crane.



Spanish lift manufacturer **Movex** launches two new van mounted models for city centre applications.



**Atlas Cranes** takes over the distribution of **Effer** loader cranes in the UK.

**Link Belt** launches the 72.5 tonne RTC-8080 Series II, Rough Terrain crane as a replacement for its RTC-8075.



**TVH** takes over parts distribution for **Genie** in 14 Central European countries.

**JCB** announces a new £62 million production facility in Jaipur, Rajasthan, India.



**Frank Bardonaro** leaves **Terex Cranes** and moves to **Maxim Crane** as president of sales and business development.

**C&S Companies** of New York sells its crane and rigging business to **Barnhart Crane & Rigging**.

**Snorkel** appoints **Diesel Hydraulique Services** as its distributor for France.



**Multitel** launches a new 21 metre telescopic truck mount with the MJ201.

**World news.. World news..**

**Hugo Chávez** wins a fourth term as president of Venezuela.

A crisis begins at the BBC over presenter and DJ **Jimmy Savile**, who faces hundreds of allegations of sexually assaulting teenage girls.

**Felix Baumgartner** breaks the unassisted speed record, diving out of the Red Bull Stratos balloon 31,300 metres above Roswell, New Mexico.



Pakistani teenager blogger **Malala Yousafzai** is shot in the head by the Taliban but survives and is sent to the UK for treatment.



The British computer hacker **Gary McKinnon** wins his ten-year legal battle to avoid extradition to the United States.

**Hurricane Sandy** causes over 60 fatalities in New York and north east USA.



**November** Industry news

**TVH** acquires German rental company **Mateco** creating the second largest access rental company fleet in Europe.

**Dingli** appoints **Oswald Record** as its new UK distributor.

**Fraco** agrees a strategic alliance with **Krister Kempainen** to build hoists in Canada.

**Easy Lift** appoints Canadian company **UP** as its spider lift distributor for North America.

**IPAF** hosts a special seminar in London to discuss anti-entrapment devices.

**Riwal** appoints **Pedro Torres** as director of its northern region.



Private equity firm **SeaFort Capital** acquires Nova Scotia crane rental company **A.W. Leil**.

**Easi UpLifts'** Slovak affiliate **SCS** rebrands as **Easi UpLifts (Europe)**.

**Bauma China** sees dozens of new crane and aerial lift launches by local producers.

UK-based **BJW Crane Hire** files for liquidation.

**JLG** merges its European, Africa and Middle East businesses into a single entity under a new general manager, **Karel Huijser**. **Wayne Lawson** announces his retirement.



Aerial lift producer **ATN** moves into a new 10,000 square metre production facility.

The owners of Australian rental company **Coates Hire** put the business up for sale.

**FEM** releases its guide "Safety Issues in Wind Turbine Installation and Transportation".

Tower crane specialist **MTI-LUX** appoints **John Coppin** as sales consultant in the UK.

**Paul Richards** of **Hi-Reach**

launches a new 360 degree anti-entrapment warning device under the name **SkyAlert**.



UK-based **Compact Lifting Equipment** appoints an administrator for its rental business.

**Zoomlion** appoints **Global Crane Sales** as crane distributor for South and Central America.



**Jekko** spider crane company appoints **Alatas** as its distributor for the Middle East.

**Vesa Koivula** of **Cramo** rings the closing bell at the NASDAQ Stock Market.

**Riccardo Magni** announces the formation of Magni Telehandlers and a new boom lift for picking dates - the Ricki Lift 18.



**Riwal** appoints **Wojciech Lisicki** as country manager Poland.

**GB Tower Solutions** appoints an administrator.

**Kiloutou** acquires **Starlift's** locations and fleet in Eastern France and Luxembourg.

**Willenbrock Fördertechnik** acquires crane, aerial lift and telehandler rental company **Herwarth Slupinski**.

**H.A.B** appoints **Gantic** as its distributor for Norway.

**Chuck Hutchinson** of **BiJax/Haulotte** retires, **Brian Burket** takes over as VP scaffold sales.



**Ruthmann** launches its 54 metre T540 truck mounted lift.

**Maber** appoints **Vertex** as its exclusive distributor in Russia.

**World news.. World news..**

**New York Marathon** is cancelled due to Hurricane Sandy.

**Barack Obama** wins a second term as president defeating his Republican opponent Mitt Romney.



The bishop of Durham **Justin Welby** is named as the next Archbishop of Canterbury, the leader of the Anglican Church.

Violence breaks out between Israel and the **Gaza Strip** Palestinians as they bombard each other killing and injuring hundreds of civilians.

The **EU** recognises the National Coalition for Syrian Revolutionary and Opposition Forces as a legitimate representative of the Syrian people.

**Xi Jinping** is appointed as the next leader of the People's Republic of China.





CTE incorporates **Sequani Meccanica** into CTE SpA.

**Geda** opens a new state of the art production building for its hoists.

**TVH** appoints **Andries Schouten** as MD of **Gunco BV**.

**Haulotte** appoints **Thomas Stock** as general manager of **Haulotte Germany** following the departure of **Patrick Degen**.

**Ainscough** crane hire is acquired by **Goldman Sachs** and **TPG**.

**Kimberly Access** introduces an electronic anti-entrapment device.

**Taylor Crane & Rigging** acquires **Reliance Crane & Rigging** of Phoenix, Arizona.

**Uwe Wenzel** general manager of **Mammoet Germany** announces his departure.



**Huisman** China installs a 2,400 tonne quayside crane at its fabrication yard in Zhangzhou.

The UK's **Access Link** says it is joining up with Germany's **Partnerlift**.

**Ashtead** acquires Texas-based **JMR Industries**.

**Dick Schalekamp**, shareholder and director of **Riwal** sells his shares and departs.

**Odewald & Compagnie** buys into crane and rigging company **Scholpp**.

**Sennebogen** launches the 655 HD duty cycle crawler crane.

**Cramo** acquires two Norwegian rental operations **Lambertsson** and **Kranpunkten**.



**Hiab** launches the XS 544, a 51 tonne/metre loader crane.

**Carl Icahn** fails in his takeover bid for **Oshkosh**.

**Sky Aces** announces the Fanlift 855-2600 truck mounted scissor.

**Genie** upgrades its Z-45/25 rough terrain articulated boom lift.

World news... World news... World news... World news... World news...

**Typhoon Bopha** hits the Philippines killing at least 1,000.



Protests erupt in Egypt against the president **Morsi's** proposed constitutional changes.

**Gérard Depardieu** decides to give up his French citizenship and moves to Belgium to avoid France's new taxes.



Japan elects **Shinzō Abe** of the LDP as its new prime minister.

A shooting at **Sandy Hook Elementary School** in Newtown, Connecticut, leaves 28 people dead, including 20 children.



Those that departed in 2012

From the industry

**Ted Williams**, 64, of Alan Drew and Sky King.



**John Kennedy**, 69, owner of STI in New Jersey.

**Dan Jones**, Genie regional sales manager for Indiana, Michigan, Illinois Missouri and Kansas, aged 55.



**Eric Abbey**, 85, long time secretary of PASMA and a director of Aliscaff.



**Cyril Claridge**, 88, former administration manager for Grove UK.

**Sir Matthew Goodwin**, 83, founder of UK rental company Hewden.



**Nazzareno Zandonà**, 48, technical manager at CTE.

**Paul Shockey**, 89, JLG co-founder and Grove veteran.



**Major Peter Ball**, 84, of Acrow and Coles Cranes associate in the 1970s.



**Tom Scott**, 67, one of the Scott brothers that created crane and access company Scott Greenham.

**Bert Richardson**, 89, former chief engineer of Priestman.



**Paul Robeys**, 63, founder of Robeys-Huet and Instant Belgium/Vectur.

**Steven "Chappie" Chapman**, 55, service manager at Custom Equipment.



**Neville Kennard**, 74, founder of Kennards Hire in Australia.

**Jim Banner** – popular UK crane operator.

**Bernard James**, 78, former HSE senior engineering inspector.



**Mike Studd**, 61, former MD of Select Tower cranes and MPS.



**Alf Sparrow**, 90, founder of Sparrows crane hire group.

**Terry Philpot**, one of the founding team members at Cranes UK.



**Ken Richardson**, 80, founder of Aliscaff and scaffold tower champion.

**Nigel Carter**, 57, of Avant Tecno and Executive Hire Show.



**Jim McGregor**, 72, mast climbing work platform expert.

From the wider world

**Gerry Anderson**, 83, producer, writer and director of Thunderbirds.

**Jack Klugman**, 90, American actor Quincy/The Odd Couple.



**Sir Lawrie Barratt**, 85, British builder.

**Kenneth Kendall**, 88, British news reader.



**Ravi Shankar**, 92, Indian musician.

**Alex Moulton**, 92, British engineer and inventor.

**Hal Schaefer**, 87, American jazz musician and vocal coach.

**Saul Steinberg**, 73, businessman and corporate raider.

**Sir Patrick Moore**, 89, British astronomer and broadcaster.



**Dave Brubeck**, 91, jazz pianist and composer.

**Dame Elisabeth Murdoch**, 103, philanthropist mother of Rupert Murdoch.

**Clive Dunn**, 92, British actor - Dad's Army.



**Sir Rex Hunt**, 86, ex-governor of the Falkland Islands.

**Helen Gurley Brown**, 90, author and editor-in-chief of Cosmopolitan magazine.

**Scott McKenzie**, 73, singer - San Francisco Be Sure to Wear Flowers in Your Hair.

**Phyllis Diller**, 95, comedienne.



**Dom Mintoff**, 96, Maltese politician and ex-prime minister.

**Neil Armstrong**, 82, first person to walk on the Moon.

**Sir Rhodes Boyson**, 87, British politician, MP for Brent North.



**Max Bygraves**, 89, British singer and TV game show host.

**Sun Myung Moon**, 92, founder of the Unification Church – the 'Moonies'.

**Derek Jameson**, 82, British journalist and broadcaster.



**Sergio Pininfarina**, 85, Italian senator and automotive designer.

**Eva Rausing**, 48, American philanthropist.

**Jim Stynes**, 45, Gaelic football and Aussie rules icon.



**Eric Sykes**, 89, British comedy writer and actor.

**George McGovern**, 90, presidential candidate

**Muhammed bin Saud Al Saud**, 78, Saudi royal and politician.

**Richard D. Zanuck**, 77, American film producer.



**Sir Alastair Burnet**, 84, British newscaster.

**John Atta Mills**, 68, president of Ghana.

**Maeve Binchy**, 72, Irish novelist.

**Gore Vidal**, 86, playwright, actor and novelist.

**Angharad Rees**, 68, actress.



**Nayef bin Abdul-Aziz Al Saud**, 78, Saudi crown prince and minister of interior.

**Giuseppe Bertolucci**, 65, Italian film director.

**Andy Williams**, 84, singer.



**Rodney King**, 47, victim of videotaped police beating/Los Angeles 1992 riots.

**LeRoy Neiman**, 91, American artist.

**Richard Adler**, 90, producer and composer.

**Andy Griffith**, 86, American actor - Andy Griffith Show/Matlock.



**Shōgyō Ōba**, 96, Japanese lacquer artist (Maki-e).

**Larry Hagman**, 81, star of TV programme Dallas



**Yitzhak Shamir**, 96, ex-prime minister of Israel.



**Vidal Sassoon**, 84, hairstylist.

**Carroll Shelby**, 89, racing driver and designer.

**Donna Summer**, 63, singer.

**Abdelbaset al-Megrahi**, 60, Libyan convicted of bombing Pan Am Flight 103.



**Simon Ward**, 70, actor.

**Ferdinand Alexander Porsche**, 76, designer.

**Jack Tramiel**, 83, founder of Commodore and chief executive of Atari.

**Angelo Dundee**, 90, boxing trainer - Muhammad Ali.



**Mike Wallace**, 93, American broadcaster – 60 minutes

**Dick Clark**, 82, American television host and producer.

**Jack Ashley**, 89, British politician and MP for Stoke-on-Trent South.

**Davy Jones**, 66, of The Monkees.



**Joe Paterno**, 85, disgraced Penn State football coach

**Norman St John-Stevas**, 82, British politician and author.

**Robin Gibb**, 62, Bee Gees singer.



**Whitney Houston**, 48, singer.

**Giampiero Moretti**, 71, Italian racing driver and founder of Momo.

**Sylvia Kristel**, 60, star of original Emmanuelle films.



**Oscar Niemeyer**, 104, Brazilian architect of Brasilia

**George Randolph Hearst Junior**, 84, publisher.

**Ernest Borgnine**, 95, winner of an Oscar for the film Marty.

**Marvin Hamlisch**, 68, composer/conductor.



**Norman Schwarzkopf**, 78, 'Stormin' Norman' US general



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# Bauma China 2012

C&a

Bauma China

With interest growing in the Chinese market for construction equipment and more buyers in the west at least showing an interest in Chinese-built products, Cranes & Access visited the 6th Bauma China trade show held in Shanghai at the end of November to check out the latest developments.

What was abundantly clear at the show is that the tendency to copy western products is still very strong. However the larger and more sophisticated crane producers generally adopted a concept then introduced alternative solutions. One massive exception to this was a copy of Liebherr's 750 tonne LG 1750 lattice truck crane by XCMG - the 800 tonne XCL800.

Many of the aerial lift manufacturers are still up for some copying with a number of the smaller producers even using photographs of JLG, Genie and Snorkel machines in their literature! However the quality and engineering skills of these manufacturers leaves a lot to be desired. The better Chinese producers - notably Dingli, Mantall and Sinoboam - are introducing their own innovations, while producing some products to quality levels that meet Western standards. It was therefore sad to see new products on show that were pure copies of niche products such as the Mec Titan boom, Genie scissor lifts and a

Teupen spider lift. However it is easy to forget that these manufacturers have progressed at a blistering pace and they are learning fast. Hopefully such practices will soon be a thing of the past. After all it was not that long ago that Japanese manufacturers were seen as the reverse engineering kings, while in recent years they have become innovators in their own right.

Chinese crane and lift producers are not being left alone in their domestic markets. Manitowoc and Terex build cranes locally but have struggled to overcome hurdles that help protect local companies. Comansa has its joint venture which seems successful, while the company with the most local experience - Liebherr - is adamant that it will not build cranes in China for the foreseeable future. The aerial lift market is different with JLG, Genie, Haulotte and Snorkel all owning local production facilities, which now manufacture products for export but still struggle to gain serious volumes locally. A meeting on the second day of the show between regulators,



On the Dingli stand a machine that looks like the MEC Titan

industry associations - including IPAF - and manufacturers was told that China will clamp down on unsafe access equipment, including shoddy scaffolding which may help the local market to grow more quickly.

## So what was new? Cranes

The most impressive new machine was Sany's 3,600 tonne crawler crane that incorporates a quad track undercarriage design (similar to Manitowoc's 31000) with Terex-type Twin boom base and back masts and a Liebherr-looking P-boom top. The new 500 tonne SCC8500 crawler behind looked positively toy like in comparison.

Other new models from Sany included a telescopic mobile tower crane that has echoes of Grove's GTK1100, but uses a traditional slewing superstructure, halving the number of tower support pendants required from four to two. Like the GTK this unit is aimed at wind turbine work and offers a 100 metre maximum hook height, with 55 tonnes capacity at 10 metre radius. Alternatively it can lift 100 tonnes to



Manitowoc's Danyue GT40 truck mounted crane



Liebherr announced the delivery of its 43rd 500 tonne LTM 1500-8.1 All Terrain crane in China

a height of 96 metres and a radius of 13 metres. The unit travels with its telescopic tower in place and needs a support crane to lift and attach the top boom and install the outriggers which are transported separately.

The more traditional 600 tonne Sany SAC6000 All Terrain features a 90 metre main boom, luffing jib and Y-Guy type boom suspension system.



An XCMG version of the Liebherr LG 1750





The massive 3,600 tonne Sany SCC36000A incorporates a Manitowoc 13000 type undercarriage and a boom that blends the Terex Twin concept with Liebherr 'P' boom.



Sany's SCC1020 takes a different route to Grove's GTK concept



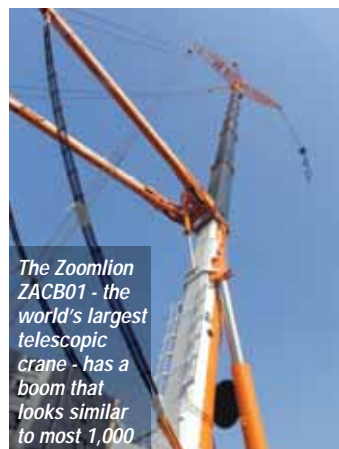
Sany's SCC1020 mobile tower crane alongside the more traditional SAC600 (foreground).

As anticipated Zoomlion showed its 2,000 tonne All Terrain crane - the ZACB01 - that uses a carrier design similar to Liebherr's LG1750, and travels on the road with just its massive outriggers. The Zoomlion carrier is a curious 11 axle concept

with eight axles on the main chassis and a three axle independently powered pinned chassis extension/tag axle, which one assumes could be removed to create a shorter carrier on site? The superstructure is transported separately and features an eight section boom which has similar dimensions to most 1,000/1,200 tonne booms, and superlift suspension system. The company says that this is the only telescopic crane capable of lifting a 3MW turbine housing to full height, although it was not the only company at the show to claim this. Few details were available on the stand - this looked very much like an 'ego trip' work-in-progress project rushed out for the big show although the boom and jib were fully extended.



The Zoomlion ZACB01 carrier, massive outriggers with stiffening strip and three axle extension



The Zoomlion ZACB01 - the world's largest telescopic crane - has a boom that looks similar to most 1,000 tonners



Zoomlion also showed an exceptionally curious crane designed for wind work that combines a regular looking eight axle All Terrain crane carrier with a large lattice telescopic luffing tower crane with wind tip. The net visual effect of the ZAL16020B43W is of an over-inflated 1960s/70's tower crane on a relatively modern AT



The curious Zoomlion ZAL16020B43W designed for wind work

chassis. It looks like it would be challenging to rig and it is hard to see how it might move between turbines without de-rigging.

Sinomach showed two truck cranes - the Changjiang 100 tonne TTC100G1-III and the 70 tonne TTC070G1 - that looked like Terex copies. The result of the joint venture, they no longer carry any Terex identification. Terex itself took the opportunity to launch its new 1,000 tonne AC1000 and announced its first sale in China. Other products included a new locally built 36 tonne truck crane, the Toplift 036G with 38 metre boom and 14 metre swingaway.



Terex Cranes senior managers celebrate the sale of the first AC1000 in China

As mentioned in our last issue Fuwa showed off its new crawler crane range which has been designed with the help of Hitachi veteran Hemmo Luijterink. The company has also modified its 25 tonne Rough Terrain crane - the FRC25-2 - into a city-type All Terrain crane following very disappointing sales. Fuwa is hoping that it will do better locally with a proper road going machine.



XCMG's XCA5000 with its 105 metre main boom



Zoomlion's 100 tonne RT



The new Fuwa range of crawler cranes





XCMG's new 200 tonne Rough Terrain crane



XCMG topped the platform height stakes with the DG100



The Shantui underbridge inspection unit



Sinoboom's new spider lift - look familiar?

The Chinese market for Rough Terrain cranes is virtually non-existent and yet Zoomlion, Sany, XCMG and others all showed new models. XCMG claimed the world's first 200 tonne RT with a 62 metre main boom and yet it looks no bigger or stronger than a typical 90 tonne unit. XCMG also showed a 100 and 160 tonne RT as well as unveiling a 5,000 tonne metre All Terrain the XCA 5000 with 105 metre main boom, said to be capable of placing 3.6MW nacelles. The company also showed a 500 tonne crawler crane that features a variable counterweight system similar to the Manitowoc 13000. Zoomlion showed a 100 tonne Rough Terrain, a very competent looking machine that should do well in developing markets and perhaps North America. Adding to the Rough Terrain break out, Sunward showed an extensive range of Rough Terrain cranes as well as a telescopic boomed crawler crane, one of several such machines on display at the show.



Sunward had a wide range of RTs and crawler cranes

### Access

XCMG topped the platform introductions with a 100 metre truck mounted lift on a six axle Mercedes Actros chassis. The unit has been built specifically for fire fighting duties and features 27 metres of outreach and platform mounted monitor.

TXMec showed a 34 metre wheel mounted spider lift that looked very Palazzani-like - a tracked version is also available. Sinoboom also introduced a new tracked spider lift, the 30 metre GTSZ30 which features a five section straight boom with articulated jib. This was one of several new models, the rest being booms and scissors with a mix of designs, each one appearing to have been inspired by a different manufacturer. In a similar vein Shantui displayed a four axle underbridge inspection machine with 20 metre platform that looked as though it might have been inspired by a southern German producer.

Genie made a splash with the launch of two new locally designed and built products - the first units in its new Skysafe range. The V1200 is a simple push-around scissor type lift with five metres working height and is joined by a 40ft non-slewing battery powered boom lift. The V1200 - which will sell for around \$33,000 - is quite a bit less than the more conventional locally-built boom lifts. The company also said that confidence in boom type lifts is poor and that its aim was to offer something that is both much simpler operate and maintain, but also offers a very solid 'feel' in the platform. It expects most buyers will be those who have yet to use powered access.

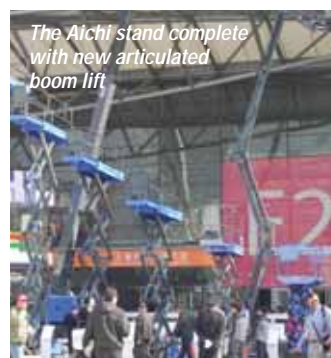


Genie's Skysafe V1200, a simple, less expensive 40ft boom lift



Genie celebrated the launch of its two new Skysafe units in the traditional manner

Aichi, recently absent from Europe, was out in force its most notable model on display being a 40ft battery powered articulated boom lift. Nearby the largest dedicated access stand was that of Dingli. Packed full of equipment it was also the most dynamic with constant demonstrations and busy with



The Aichi stand complete with new articulated boom lift

visitors the whole time. The locally based manufacturer is obviously in a confident mood and claims clear leadership in China. In addition to the two models already mentioned the real star of the show was a 16 metre working height compact scissor lift that incorporates an innovative scissor arm construction to keep weight down, without sacrificing rigidity or strength. With an all up weight of 2,700kg it uses standard mini slab scissor components which will give it a significant cost advantage at this height. The downside is that platform capacity is reduced to 200kg and the platform is only 810 mm wide, so it will not suit all applications. The company also showed a one armed sigma type lift, the GTAX06S which has a six metre working height, 4x4 and a scissor equipped with multi-directional wheels - a concept that has been around for more than 20 years and has still to find a market.



Dingli's new compact - 1.2 metre wide, 16 metre working height slab scissor lift



Dingli demonstrated a slab scissor lift equipped with multi-directional wheels.





Mantall showed two new scissors, a compact Rough Terrain and a heavy duty push-around model with eight metre working height



JLG introduced two new locally built booms with a simpler, more basic design and build concept



Finally one company that was new to us that had name that will not travel everywhere was Noblift - producing a range of boom lifts and scissors

JLG also introduced new locally built lifts, but took a more traditional approach with its 60ft and 80ft RS18 and RS24 boom lifts. The units are simpler more basic versions of the company's mainstream boom lifts, with a single riser and telescopic boom. They are

significantly lighter than the company's western-built products and join JLG's RS slab scissor range that is now being exported to customers in the west which prefer a more basic product. Both Snorkel and Haulotte also showed locally produced versions of its regular

products which both companies are now exporting to other markets in the region. Finally local company Mantall introduced a heavy duty, eight metre push around scissor lift, the XEM-80S and a classic compact 40ft Rough Terrain scissor lift, the XD140RT.

and local equipment company Xiamen Qiaoxiang Machinery company also showed some similarly sized units.

Two telehandlers were displayed by Xiamen Qiaoxiang Machinery company.

### Telehandlers

China is not a telehandler market, at least not yet and probably not likely to be in the near future. As a result JCB did not bother to show even a token telehandler. JLG had a unit on display though as did Manitou, which brought along a fixed frame and a 360 degree unit - wisely as there were a number of visitors from outside China, including Singapore, India and Australia. Other telehandler exhibits included a 3.5 tonne, 14 metre Sunward unit hidden in the corner



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# General Meeting manufacturers/ service companies

ALLMI held its second General Meeting of 2012 for manufacturer/service company members on December 4th. Members were updated on a range of issues, including increases in operator and Thorough Examination training levels, membership growth, Whole Vehicle Type Approval and the development of ALLMI's Crane Supervisor Course.

ALLMI chairman, Mark Rigby, said: "The meeting was well attended and we received a wide range of questions and comments from members, which generated some interesting discussions throughout the day. We came away with valuable feedback which will help us focus the association's efforts on the important industry issues in 2013."

## New company secretary for ALLMI

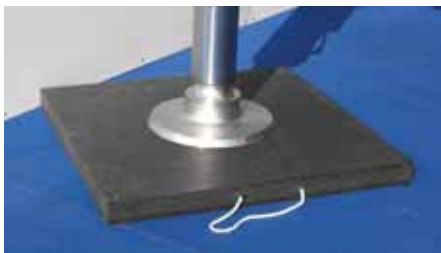
Lee Maynard of Terex Cranes has taken over as ALLMI company secretary, following the resignation of Andrew Taylor who has served ALLMI in various roles for over 13 years. "Andrew has done an outstanding job as secretary, as well as being extremely dedicated to numerous other positions over the years. His input and commitment will be sorely missed by the Board, but I'm very keen to build upon his excellent work and the involvement I've already had as a Director of the Association over the previous six years," said Maynard.



ALLMI chairman, Mark Rigby added: "We are extremely fortunate to have such vibrant and committed board members; we wish Andrew the very best in his future endeavours and know that Lee will continue his exceptional work and high standards."

## Ground conditions and stabiliser pads

On 27th November, ALLMI held its second General Meeting of the year for its Operators' Forum, providing fleet owner members with a comprehensive update of the technical and legislative issues currently affecting the industry. ALLMI also launched its new "Terms & Conditions for a Lifting Operation using a Lorry Loader" and included a presentation on ground conditions and stabiliser pads, by Mike Allanson of Universal Crane Mats. "It was a case of exploring the subject of specifying stabiliser mat sizes and some of the common misconceptions which can occur when doing so. I also addressed the considerations which need to be made when assessing what is required which led to some interesting discussions on what is a topical issue for the industry", said Allanson.



Reminder: Pad Size Calculator available from ALLMI. A template spreadsheet is available to help determine minimum stabiliser foot/pad size requirements



## Helping companies comply with PUWER 9.2

In 2010, ALLMI released a range of one-day courses for managers designed to assist companies in complying with their legal obligations under PUWER (Provision and Use of Work Equipment Regulations) 9.2:

"Every employer shall ensure that any of his employees who supervises or manages the use of work equipment has received adequate training for purposes of health and safety, including training in the methods which may be adopted when using the work equipment, any risks which such use may entail and precautions to be taken."

The association has experienced a significant increase in demand for the courses, which are available for the subjects of thorough examination and load testing, duties and responsibilities of the Appointed Person, lorry loader operation and slinging/signalling.

Steve Collins, operations manager for Rushlift, recently attended a thorough examination course: "The course for managers is an abbreviated version of the standard thorough examination and load test training that our engineers will be going through. It covers the main aspects of thorough examinations and load testing and provided me with an even better understanding of the technical and legislative issues relating to this subject, whilst at the same time, my completion of the course allows our company to demonstrate that it is further complying with the requirements of PUWER 9.2. In my opinion, it was extremely worthwhile and I would recommend it to other managers who have responsibilities in this area."

## ALLMI launches Terms & Conditions

ALLMI members can now access the 'Terms & Conditions for a Lifting Operation using a Lorry Loader' document and support material via the ALLMI website. Further educational tools are available in the form of an online video and forthcoming CPD events.

ALLMI technical director, Alan Johnson, who chairs the working group responsible for the document, said: "The launch has been well received and it is now down to members implementing the Terms & Conditions within their businesses and using the facility on the ALLMI website to provide us with any feedback. We are confident that the Terms & Conditions will soon be established as the benchmark for the lorry loader industry and will become recognised as a guarantee of best practice and added value."

## Loader crane sales on the increase

ALLMI's latest market statistics report indicates that the UK loader crane industry continues to strengthen, with the figures showing a significant increase in sales compared to last year.





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





The overturned crane

## Unplanned lift costs £50,000

UK-based South Coast Crane Hire Ltd and principal contractor JR Pickstock Ltd have each been fined £10,000 plus £14,917 in costs and charged with a serious failure in communications, following the overturn of an 80 tonne All Terrain crane.

Neither was sure if the job was a crane hire or a contract lift and neither carried out any proper planning or supervision. One of the crane's rear outriggers sank into the ground causing the overturn. Thankfully no one was hurt, but the crane's 50 metre boom narrowly missed several people and a busy road at the nursing home site in Gillingham. The investigation found that the lift was unsafe in that there was no competent person, no lift plan and no consideration given to key information, such as the weight of the load and ground conditions.

The HSE said that a larger crane should have been used along with larger ground mats. The contract did not meet industry guidance, which clearly states that a competent person should be appointed to plan the lift, with the crane rental company providing the person for a contract lift or the contractor on a straight crane hire. Either way South Coast Crane should have ensured this happened when it booked the job. A lift plan should have been drawn-up by the competent person and communicated to those involved in the work. The principal contractor should also have taken all reasonable steps to ensure the construction phase plan identified risks to health and safety and included measures to address risks.

HSE inspector Kathy Gostick said: "This incident could have led to death and serious injury and was a direct result of a catalogue of failures by the two companies. Had it been clearly established who was responsible for planning the lift when the crane was ordered, it is highly unlikely that it would have overturned putting people on site and in the road at unnecessary risk."

## Horizon goes PAL+

Horizon Platforms is the latest UK company to offer PAL+ training and has put its sales force through the course. The company has installed a permanent wall mounted practical test apparatus at its West Yorkshire training facility.

Mick Backhouse, Horizon's IPAF training instructor said: "As well as being trained to IPAF Demonstrator standard, we encourage our sales staff to operate access equipment on a regular basis. This assists them in carrying out effective site surveys, and keeps them abreast of the latest technology. Even with this level of experience they all commented on how tough the PAL+ practical session was. We were delighted to see them all pass their tests."



## Poor access at Edgbaston cricket club costs £33,000

The Parkstone Group and Galliford Try Construction were fined a combined total of £33,690 after a man fell six metres through a hole at Edgbaston cricket club. The man, Ian Howells, 33, punctured his lung, broke every rib on the left hand side of his body, shattered all the bones in his left hand and fractured his pelvis in three places after he stepped onto what he thought was a pallet covered with plastic.

He and a colleague were trying to move a heavy floor grinder on the fifth floor but were unaware that the pallet was placed on top of scaffolding and concealed a service void. The pallet gave way and sent Howells crashing to the floor below. The Health and Safety Executive found that neither company had properly assessed the risks or devised a safe system of work. There was also no safe access to the fifth floor, workers had to pull themselves through a void and then through a gap between a scaffolding guard rail.

HSE inspector Paul Thompson said: "This incident was entirely preventable. The system of work was unplanned and unsafe. Workers were not provided with a safe means by which to do their jobs, or the right equipment to help them do it. As a result Howells has suffered life-changing injuries that he will never fully recover from."

## Hi-Reach launches 100+ course

UK-based Hi-Reach Access has launched its new 'Hi-Reach 100+' course offering operators a half day training course on self-propelled boom lifts with a height of 32 metres or more.



## Who trained him then?



This is the winner of the Ladder Association's 'biggest idiot on a ladder' competition. Who, or where we do not know.





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# Management must lead on anti-entrapment

Management must lead on identifying and responding to anti-entrapment issues as there is no simple solution available, more than 30 contractors were told by the Health & Safety Executive (HSE) at a seminar convened by IPAF in November.

IPAF chief executive Tim Whiteman reminded delegates that aerial lifts are recognised as an extremely safe way of working at height and have made a great contribution to safety. This was affirmed by principal inspector Joy Jones from the HSE's Construction Safety Team, who noted that it would be a retrograde step if contractors ever stopped using lifts because of concerns about entrapment issues:

"Management must identify that working in restricted overhead spaces is a high-risk activity and undertake appropriate risk analysis," said Whiteman. "The solution is for appropriately trained managers to ensure that an appropriate lift has been selected, that the operator has appropriate experience and training, that there are suitable work systems in place and prepare for any emergency, and to consider whether any additional devices will assist in reducing the risk of entrapment."

Jones also encouraged delegates to enrol staff on the IPAF MEWPs for Managers course in response to the issues raised at the seminar.



Existing guidance on anti-entrapment, as well as presentations from the IPAF seminar on this subject, are available at [www.ipaf.org](http://www.ipaf.org)

## Aerial lifts will not require "dangerous goods" labels

IPAF has clarified with the VCA, an executive agency of the UK Department for Transport, that aerial work platforms will not be required to carry "dangerous goods" labels, following amendments to the European Agreement concerning the International Carriage of Dangerous Goods by Road (ADR) which go into force on 1 January 2013.

Under the amended regulations, liquid fuels are classified as dangerous goods and equipment or machinery with tanks above 60 litres are required to have the relevant decals/labels/stickers (special provision 363). However, special provision 363 does not apply to fuel contained in tanks of items covered by exemption 1.1.3.3 (a) or (b): "1.1.3.3 (b) Fuel contained in the tanks of vehicles which are carried as a load, where it is destined for their propulsion or the operation of any of their equipment. Any fuel cocks between the engine or equipment and the fuel tank shall be closed during carriage unless it is essential for the equipment to remain operational. Where appropriate, the vehicles or other means of conveyance shall be loaded upright and secured against falling."

Aerial lifts are exempted under 1.1.3.3 (b) as they meet the conditions described in the first sentence, i.e. they use the fuel both to move them to the required work position and to go up and down.

## Lifting the lid on maintenance

IPAF Powered Access 2013, the Federation's UK annual journal, has been published. This year's big debate looks at the topic of ensuring that aerial work platforms have their six-monthly thorough examination and who is competent to do appropriate inspection and maintenance.



## CITB grants for PAL+

IPAF PAL+ training can be supported through the Construction Industry Training Board (CITB) grant scheme. The employer will need to contact their local company development advisor in order to process the claim either as part of Short Duration Training or a Training and Development plan.



## IPAF appoints audit and QC manager

IPAF has appointed Lynn Price to the new position of audit and quality control (QC) manager. Price, an engineer, has a long career in quality management and auditing, including holding the position of quality and environmental manager with Sony Europe for seven years.

"Lynn is responsible for overseeing the highest possible standards of auditing for IPAF's expanding training programmes around the world," said IPAF chief executive Tim Whiteman. "His main task is to establish rigorous and systematic audit operations in new countries, as well as to oversee all aspects of quality control within IPAF and its existing network of training centres. He will manage a team of part-time auditors, and reports to IPAF director of operations, Giles Councill.

He is based at IPAF's head office in Cumbria and can be contacted on [lynn.price@ipaf.org](mailto:lynn.price@ipaf.org)

## Judges announced for IAPAs

The judges for the International Awards for Powered Access have been appointed. They are: Ebbe Christensen of Reachmaster, Stefan Kulawik of Palfinger Platforms, Enrica Pege of Venpa, Ken Pustizzi of Trico Lift and IPAF president Wayne Lawson.



## JLG's Tim Hatch to speak at IPAF Summit

Tim Hatch, JLG vice-president of engineering, has joined the list of speakers for the IPAF Summit on 26th March in Miami, Florida.

Other speakers include Ron DeFeo of Terex, Michael Kneeland of United Rentals and Sérgio Kariya from the rental division of Mills Brazil. Register at [www.iapa-summit.info](http://www.iapa-summit.info)





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*Exclusives aren't what they used to be*

*We tend to put 'exclusive' on everything*

*We write just to annoy other papers.*

*I once put 'exclusive' on the weather report By mistake.*

Piers Morgan 1965

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# PASMA and the year ahead

In the 2011/12 PASMA Annual Review, managing director, Peter Bennett, talked about the importance of communications to the future growth and development of the association. So as we kick off 2013 it is appropriate to highlight some of the communication channels that the association will be employing in the months ahead.

## Facebook and last minute training



The recently introduced scheme that uses Facebook to help more people find tower training by offering last minute spaces has got off to a good start and will be developed further throughout 2013.

The scheme allows PASMA's accredited training centres to use the association's Facebook page to post details of any last minute places available on their respective training courses, giving those who need to be trained, a reliable single source for locating the most convenient PASMA course across the country. By offering a trusted, last minute service online, the association hopes to help as wide an audience as possible to find the best training and understand the dangers of working at height.

PASMA training committee chairman Ian Fyall said: "We believe it's important to continue to press forward with new ways of delivering training to those who need it, especially the micro, small and medium sized companies that have traditionally been the hardest to reach with the safety message."

The online scheme is the latest in a series of moves the association has made to embrace new media. Since creating a new social media role within the organisation last year, PASMA now updates its online channels daily and regularly produces multimedia content such as online videos. Through this scheme and future projects, the association plans to continue to be at the vanguard in using technology to widen the safety message.

## Work at Height Twitter Symposium

In a similar vein, a Work at Height Twitter Symposium is planned for 2013. PASMA will be a major contributor to this event which is being organised by the Access Industry Forum (AIF). The symposium aims to offer advice and guidance on all aspects of work at height as represented by the 10 organisations of the pan-industry forum. The date will be announced shortly.

The association will also contribute to a new information and advice hotline created by the AIF for the Designers' Initiative on Health and Safety, (DIOHAS) which comprises representatives from major architectural practices, other construction disciplines and the HSE. This now runs alongside the existing hotline for members of the Association for Project Safety (APS).

## Toolbox Talks

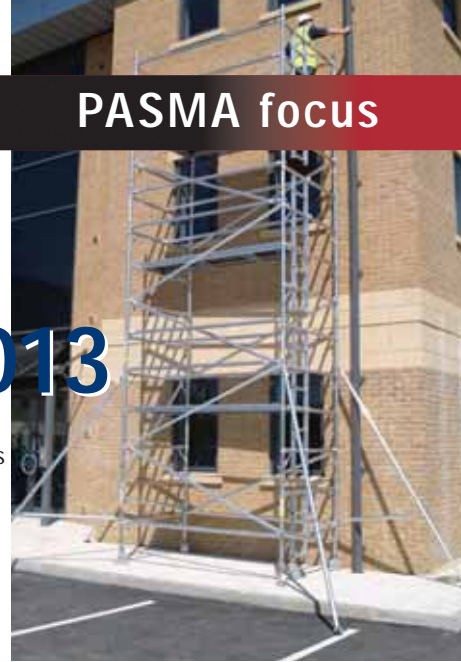
Two more Toolbox Talks are currently in production: 'Best practice guidance for working safely near electricity on mobile access towers' and 'Pavement licences for mobile access towers'. Existing videos can be viewed on the PASMA website.

C&a

PASMA focus

## PASMA Tower Week 2013

Following last year's successful launch which saw PASMA members in the Yorkshire region give tower demonstrations and deliver workshops, drop in surgeries and on-site advice and guidance, including tower health checks, a national PASMA Tower Week is planned for Autumn 2013. It will run in advance of the second of two refurbishment inspection initiatives planned by the Health & Safety Executive for 2013. Members are invited to watch the PASMA website for 'early bird' details [www.pasma.co.uk](http://www.pasma.co.uk)



## Exhibitions

The association will represent its members and the tower industry at three events during 2013. The first is a brand new exhibition called Roofex dedicated exclusively to all aspects of the roofing industry. It will be held at the NEC, Birmingham, on May 1st and 2nd and is supported by the National Federation of Roofing Contractors (NFRC) and the Institute of Roofing (IoR). PASMA will be part of an Access & Safety Zone hosted by the AIF. For more information visit [www.ukroofingshow.co.uk](http://www.ukroofingshow.co.uk)

In addition, PASMA will again have a strong presence at the Safety & Health Expo, 14th to 16th May, Europe's largest exhibition dedicated to health and safety. It will provide speakers for the highly regarded Knowledge Base and offer advice and guidance from the Work at Height Information Centre. [www.safety-health-expo.co.uk](http://www.safety-health-expo.co.uk)

For the third year running, members will be exhibiting at Vertikal Days, but this time in the busy, indoor Marketplace which will also include a seminar theatre available to PASMA members to discuss and/or demonstrate their products and services.

One of the most popular features of the show, the move to the Marketplace promises to deliver more visitors and create a better focus for towers than ever before. PASMA will take the opportunity to deliver a series of presentations/seminars in its own right and the Annual Members' Meeting will once again be held at Haydock Park. [www.vertikaldays.net](http://www.vertikaldays.net)



## stop press....stop press....stop press.... Training breaks all records

In 2012 a record breaking 60,000 candidates attended and successfully completed a tower training course at an approved PASMA training centre. This compares with 50,000 for the previous year - an increase of 20% - and reflects the major contribution that the association and its members are now making to the safety, competence and productivity of tower users in the work at height sector.



As a PASMA member, if you have an interesting or unusual story to tell about towers and tower training, please send it to [michael.fern@asma.co.uk](mailto:michael.fern@asma.co.uk)



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*"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



*"As a newcomer to the industry, Syrinx has taught me not only how to run effectively but also how to increase my efficiency and productivity."* John Corrie



*Our previous system was fraught with difficulties and not backed up with good service. It was a big decision to contemplate getting a new hire management system but we were so frustrated we had no other option. We were pleasantly surprised at how smooth the implementation of Syrinx was. We have been impressed with the excellent project management and exemplary training backed up by excellent support."* Alistair Jordan



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



*"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

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*"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



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# Easy 3D laser mapping

The Commonwealth Scientific and Industrial Research Organisation (CSIRO), Australia's national science agency, has teamed up with 3D Laser Mapping and GeoSLAM to commercialise the Zebedee indoor laser mapper, which can create a highly accurate 3D map or drawing of a building or facility without complex set up or the requirement for lengthy data processing.

The competitively priced Zebedee can also be used by surveying novices, in areas without GPS coverage to capture accurate 3D point clouds at speed. The system could potentially be used for job planning for complex lifts, helping with the selection of suitable cranes or access platforms and with risk assessments etc.

The Zebedee system uses robotic technology called Simultaneous Localisation and Mapping (SLAM) and includes a lightweight laser scanner mounted on a simple spring mechanism. As the operator moves through the space he is measuring the scanner loosely oscillates about the spring producing a rotation that converts 2D measurements into 3D fields of view. The laser scanned measurements are then automatically processed on remote servers, which eliminates the need for expensive software, training or high end computers.

Its ability to self-localise makes Zebedee ideally suited for use indoors, underground and other covered environments where traditional solutions that utilise GPS don't function well.

## A cable reel without slip rings

German power track/energy chain manufacturer Igus has introduced an expanded range of its new E-Spool recoil drum for cable chains/power tracks.

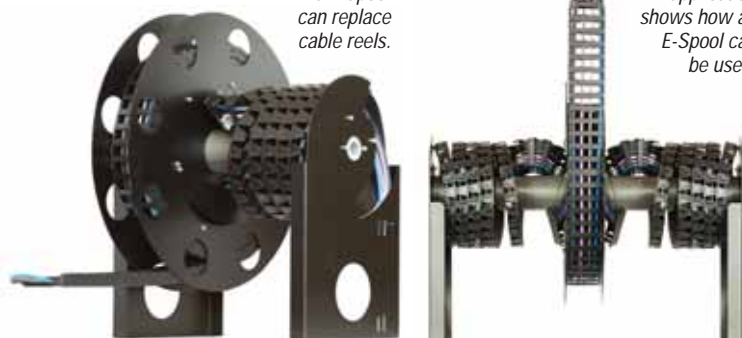
The main power track is wound onto a spring loaded drum which ensures the correct length and tension of the track. Customers have a choice of three different length versions – zero to four metres, four to seven metres and seven to 14 metres. Inner track widths of 80 and 125mm can be ordered depending on the number of cables to be routed through the track. Unlike most cable reels the E-Spool

does not use slip rings to transfer power between the base/shaft and the reel. Instead it employs a 'Twisterband' – a side mounted power track that unravels in the opposite direction to the reel so that a continuous cable/hose can be used.

The Twisterband TB 30 provides sufficient space for cable/hose diameters of up to 16mm. Where a large number of cables or hoses are involved, twin Twisterbands can be used mounted on either side of the reel. The E-Spool has been designed for use with work platforms and mobile cranes.

The E-Spool can replace cable reels.

An application shows how an E-Spool can be used.



C&a

innovations

The Zebedee 3D scanner can be used by anyone

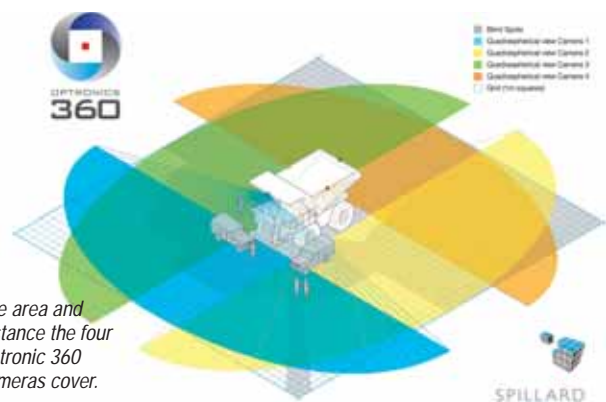


## 360 degree camera system

UK-based Spillard Safety Systems has recently introduced its Optronic 360, a multiple ultra-wide angle camera system which provides operators a 360 degree bird's eye view a vehicle and its surroundings.

Previously used by the high end passenger car market, the system has now been adapted for industrial and commercial vehicles and uses four strategically mounted cameras, a monitor - available in different sizes - and an electronic control unit. The system provides the driver with an unrestricted view around the vehicle, eliminating blind spots present on most large equipment

and helps prevent potential accidents involving people being trapped or run over. It can also help eradicate or at least reduce collisions with other objects and enables operators to monitor the surrounding ground conditions avoiding objects lying on the ground. The monitor - located in the cab - displays a real time view (30 frames per second) and the method of 'digitally stitching' the images together gives it the impression that a single camera has been used. Traditional rear view images can be incorporated as well as a digital recorder, both of which can be integrated easily into the user interface.



The area and distance the four Optronic 360 cameras cover.

enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of [www.vertical.net](http://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](mailto:editor@vertical.net) with 'Innovations' typed in the subject box.



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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.

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# Manitowoc 18000

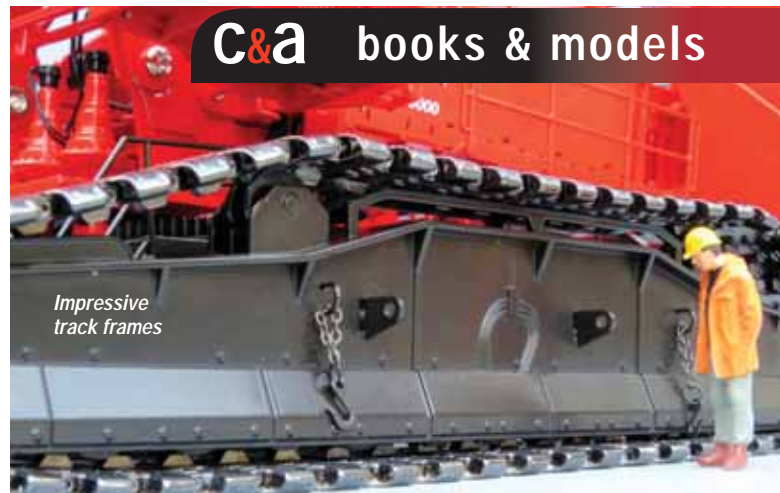
The Manitowoc 18000 crawler crane has a maximum capacity of 600 tonnes, or 750 tonnes when rigged with the optional MAX-ER ballast attachment. The maximum boom and jib combination allows lifts to around 180 metres high. This 1:50 model has been re-released in a limited run of 300 models by TWH Collectibles.

It is shipped in robust packaging and includes an assembly manual and a toolkit to aid assembly. Much of the model is pre-assembled in the box but still quite a number of hours are required to fully erect and reeve it. This crane is very detailed. The tracks are metal, and have an excellent free-rolling mechanism and the frames are finely detailed with rivets and chains with hooks.

The operator's cab is detailed with various notices replicated in tiny writing at the rear. It has a detailed interior complete with the 'Manitowoc' logo printed on the back of the seat. The cab also tilts and has a sliding

door. The handrails and platforms around the model are metal and finely crafted.

An engine block is present inside the body and is complete with a rotating cooling fan inside a radiator assembly. The counterweight slabs are detailed with step irons and lifting lugs. The MAX-ER attachment provides additional counterweight on a wheeled carrier with large rubber tyres. The walkways and handrails are excellent and there is some very good hydraulic hosing detailed on the legs.



Impressive track frames



Detailed cab



The huge MAX-ER



Jib head detail



It stands 1.7 metres tall

The hydraulic cylinders for lifting the carrier have metal rods and pads.

The boom and jib sections of the crane are a combination of brass and diecast elements, with the die-cast sections being perfectly straight while some of the brass parts are not quite as true. The connections are positive screw joints so they are strong, and the straps are

metal but are easily bent.

Included detail such as winches are very good and are complete with hydraulic hosing which connects through into the main crane body. Sheaves on the model are first rate as they have spokes and turn freely on their axles. The boom and jib nose have plastic 'Manitowoc' sign boards.

Two hooks are supplied. The main block is large piece with 15 sheaves and a swivelling double hook. The whip line is a single metal piece.

The winches can be operated although they do not have effective brakes and the model is designed to be built in only one configuration.

However its main strength is the very high quality detailing making it an impressive 'museum quality' model. It can be obtained for around €750.

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

#### Cranes Etc Model Rating

Packaging (max 10)	9
Detail (max 30)	27
Features (max 20)	15
Quality (max 25)	21
Price (max 15)	11
Overall (max 100)	83



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# Readers Letters



**Hi Leigh**

I was reading the excellent interview with Mr Willim on the issue of wind loading (November issue C&A).

Liebherr has been to the fore in issuing guidance on the effects of wind on suspended components and the crane structure, Mr Willim, in particular, deserves considerable recognition on this matter.

The linkage between load density, surface area, drag coefficient and crane reserve capacity is now clearly established and at Windhoist, we have been applying wind loading restrictions (based on component characteristics) for the last three years.

The image in the article is that of a SWT-101 or 120 rotor being installed, the weak link in this lifting operation is not the cranes – it is the tagline control system. When erecting SWT-101 rotors with wind speeds reaching 5.5m/s, experience has shown us that they can become impossible to control.

Whilst Liebherr Statics Department provide an excellent service on specific component /crane wind loading limits, such advice does not account for the behaviour of a component whilst being lifted, but serves to underline the responsibility of the Appointed Person/Crane Supervisor in determining when, and if, a safe environment exists to allow lifting to proceed.

I believe more emphasis must be placed on this aspect of the debate than heretofore, or we run the risk of relying solely on guidance from FEM and diminishing the importance of personnel competency.

Do you agree?

Kind Regards,

**Declan Corrigan**

**WINDHOIST**

**Dear Ed,**

Sorry about the negativity but this game is now in my opinion the worst it has ever been. I started Peterborough Crane hire in 1981 and what a waste of time it has been over the past 10 years.

The cost of new cranes is now so prohibitive I don't ever see small companies buying new for many years ahead - if ever!

On a lighter note regards to Mark and all the team, your mag is a great and informative read. If you ever need any input please give me a ring.

Very Best Regards,

Stuart.

*This letter was sent in response to our annual rental rate survey*

**Dear Sirs,**

This is just a short note to say thanks for the social media article in this month's Cranes & Access (November 2012). We are only a small company and have hardly got to grip with the web and the internet age and so most of this is gobbledegook to me.

I have felt for some time that we should be doing something as far as Facebook or Twitter goes, mind you I can't tell you why, it is just that we seem to be missing out on the future.

I can't say that your article will change anything we do but for the first time I think I understand it all and feel a bit better about our efforts to get more out of our website before jumping into any of the other things. Keep up the good work.

**John Gregory,**

**Bradford.**

**Dear Sir,**

There has been a tried and tested solution in circulation for a number of years. It doesn't involve electronics, special attachments or huge budgets. The instructions for use are relatively simple to follow, just as long as they are communicated, managed and enforced. Its technical description can be abbreviated to:

S.E.A.R.C.H (S)urvey for (E)ntrapment (A)bove, identify (R)isk and (C)ontrol the (H)azard

But most of us will simply know or refer to it as a site specific risk assessment / method statement.

*Sent in response to an article on anti-entrapment systems on boom lifts, name withheld*



# Readers Letters



December saw the loss of two much loved and respected individuals from the access industry, **Ted Williams in the UK** and **John Kennedy in the USA**, both of them from cancer. The news of the passing of both men elicited a great deal of feedback to the website or via email here is just a small summary.



The late  
Ted Williams.

## Ted Williams 1948 – 2012

Ted Williams started out in the scaffold industry and worked with CMC scaffolding, he joined UK based rental company Alan Drew as a director in 1977 when he set up the Milton Keynes depot with Tony Rhoades, within 12 months the new location was outperforming the head office. In the mid 1990s Williams led a management buy out and became majority owner and managing director. He sold the business to AFI in 2006. Aged 58 he was not ready to give up a day job and moved to the access division of King Highway products/Sky King, the Palfinger/Wumag and GSR distributor. He was due to retire this month but was tragically diagnosed with terminal cancer late last year and passed away on Christmas Day, aged 64. He leaves behind wife Mary and son Lee.

### Comments received included:

"I worked with Ted for 30 Years at Alan Drew and we had some great times together, it was Ted who gave me the Job at the "New" Milton Keynes depot, and with his knowledge, help and encouragement I ended up as Operations Director, during this time his help and encouragement with other employees, representatives and even competitors forged good careers for many people. He will always be remembered during my life, thanks for all the great times Ted!" *RIP Mac*

"RIP to a fair customer, a good colleague and great friend. The access industry is a poorer place with his passing."

*Jim Longstaff, Clements Plant.*

"I was very sad to hear the news of Ted's passing. The industry has lost a true gent who was liked and respected universally throughout the industry."

*Ian James, Bronto Skylift*

"I didn't know Ted till we met after he sold Alan Drew, and I asked him to come and work for Skyking. There are few people you meet in life that are thoroughly genuine and honourable but Ted was one of them. It's tragic that in a few short weeks a man who could so easily have retired and enjoyed his retirement should have his life taken away. Ted wanted to work after he sold Alan Drew and Skyking was the beneficiary of his knowledge and salesmanship. My thoughts are with Mary, Lee and Ted's family. He is a great loss to the Access industry."

*Mark Carrington, King Highway Products*

"It is incredibly sad that Ted's life has ended so soon and I cannot put into words how much I will miss him.

Ted was a very positive person, with a ready smile. We started out together as colleagues when we joined Skyking and soon found ourselves as great friends. Even though Ted may be gone, his memory will live on in all of us forever. Many people will walk in and out of your life but only true friends will leave footprints in your heart."

*Martin Cowley*

"A true gentleman, lovely genuine man, we will all miss him. I will raise a glass of malt to him tonight. Love and deepest sympathy from all at Rapid Platforms."

*Alistair Jordan*

"Ted was the true gentleman of the industry and will be greatly missed. He never had a bad word for anybody and was respected and, more importantly, liked by all." RIP Ted.

*Glyn Goodwin*



John Kennedy.

## John Kennedy 1943 - 2012

John Kennedy, owner and president of STI (Sales To Industry) based in Hampton, New Jersey, which represents Falcon, Snorkel, Bluelift and Pop-Up - passed away on December 28th, after losing his fight with cancer. He was 69.

Born in Millbury, Massachusetts, Kennedy began as an industrial tool sales rep for Ingersoll Rand founding Sales To Industry in 1984. Over the years STI represented many notable manufacturers such as Doosan/IR, Atlas Copco, Niftylift, SkyJack, Haulotte, SkatTrak and others, covering a territory from Maine to Virginia and west through Pennsylvania.

### Here are a few of the comments received.

"It is with the deepest regret that I inform you of the passing of John Kennedy. After a very hard fought battle with lung cancer, we lost him early this morning. I am honoured to have called him my friend."

*Regards, Rick McDonald*

"He was a very good friend to me and Universal Equipment. We did a lot together. The industry has lost a good man and ambassador."

*Alastair Robertson*

"John was a good friend and mentor to a lot of people."

"I knew him well and took every opportunity at the trade shows to say hi to him. I really enjoyed his company and will never forget him."



# Whats on?

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www.executivehireshow.co.uk



## ARA / Rental Show 2013

Las Vegas.  
Feb 10th-13th 2012  
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www.therentalshow.com



## IPAF Summit 2013

Annual Summit for International Powered Access Federation  
March 26th, 2013, Miami, USA  
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E-Mail: info@ipaf.org



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## EWPA National Convention 2013

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www.ewpa.com.au



## Vertikal Days 2013

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www.vertikaldays.net



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Aberdeen, Scotland.  
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www.offshore-europe.co.uk

## CICA Conference 2013

September 11-13th, 2013  
Australian crane industry conference  
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www.cica.com.au



## Europlatform

European access conference  
October 2013, Istanbul Turkey.  
Tel: +44 (0) 15395 62444  
www.ipaf.org

## SAIE 2013

Bologna Fair, building products.  
October 2013, Bologna, Italy  
Tel: +39 051 282111  
www.bolognafiere.it



## Samoter 2014

International earthmoving and construction equipment show  
February 27 - March 2nd, 2014  
Verona, Italy.  
Tel: 045 8298111  
www.samoter.com

## Conexpo 2014

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March 4th-8th 2014  
Las Vegas, Nevada, USA  
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www.conexpoconagg.com



## Apex 2014

June 24th-26th, 2014  
Amsterdam, The Netherlands  
Tel: +31 (0)547 271 566  
www.apexshow.com



## Intermat 2015

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



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33 t P&H S 35	1987	4x4x4	25,90m
35 t Liebherr LTM 1030/2	2003	4x4x4	30,00m + 15,00m
40 t Demag AC 40	2000	6x6x6	31,20m + 13,00m
45 t Faun ATF 45-3	2004	6x6x6	34,00m + 15,20m
45 t Faun ATF 45-3	2006	6x6x6	34,00m + 15,20m
50 t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
50 t Liebherr LTM 1050/1	1999	6x6x6	40,00m + 16,00m
55 t Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
55 t Knupp KMK 4055	1989	8x6x8	35,10m + 16,00m
60 t Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
60 t Liebherr LTM 1060/2	2001	8x6x8	42,00m + 17,00m
70 t Knupp KMK 4070	1991	8x6x8	38,10m + 16,00m
70 t Knupp KMK 4070	1995	8x6x8	38,10m + 16,00m
70 t Faun ATF 70-4	1999	8x6x8	40,50m + 16,00m
80 t Grove GMK 4080	1999	8x6x8	43,00m + 16,00m
100 t Demag AC 100	2001	10x8x8	50,00m + 17,60m
100 t Grove GMK 4100 L	2007	8x8x8	60,00m + 17,00m
110 t Faun ATF 110G-5	2008	10x8x8	52,00m + 30,10m
160 t Liebherr LTM 1160/2	2002	10x8x8	60,00m + 36,00m
225 t Liebherr LTM 1225	2000	12x8x10	60,00m + 22,70m
400 t Demag AC 1200 SL	1992	14x6x12	54,00m + 78,00m

#### YARD CRANE

Make / Type	y. o. m.	Drive	Boom / Fly Jib
14 t Demag V73	1983	4x2x2	13,10 m + 5,50 m
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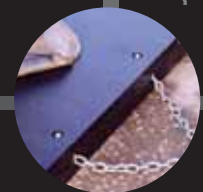
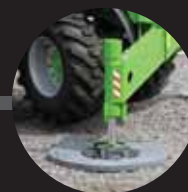
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Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Mantall	<a href="http://www.mantall.es">www.mantall.es</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-awp.com">www.mec-awp.com</a>
Niftylift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Oil&Steel	<a href="http://www.oilsteel.com">www.oilsteel.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Omme Lift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
Palazzani Industrie	<a href="http://www.palazzani.it">www.palazzani.it</a>
Palfinger Platforms	<a href="http://www.palfinger-platforms.com">www.palfinger-platforms.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
PB Liftechnik	<a href="http://www.pbgbmh.de">www.pbgbmh.de</a>
Platform Basket	<a href="http://www.platformbasket.com">www.platformbasket.com</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Socage	<a href="http://www.socage.it">www.socage.it</a>
SUP	<a href="http://www.supelefant.com">www.supelefant.com</a>
TCA Lift	<a href="http://www.tcalift.com">www.tcalift.com</a>
Teupen	<a href="http://www.teupen.info">www.teupen.info</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Versalift distributors (UK)	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Youngman	<a href="http://www.youngmangroup.com">www.youngmangroup.com</a>

### Alloy Scaffold Towers

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

### Mastclimbers & Hoists

Adastra Access	<a href="http://www.adastra-access.co.uk">www.adastra-access.co.uk</a>
Alimak-Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
Fraco	<a href="http://www.fraco.co.uk">www.fraco.co.uk</a>
Harsco Infrastructure	<a href="http://www.harsco-i.com">www.harsco-i.com</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

### Specialist Scaffolding

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

### Platform Rental

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

### Notified Body

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

Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Advanced	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
Access Platforms	
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.com</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.Flesch-Arbeitsbuehnen.de">www.Flesch-Arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kunze GmbH	<a href="http://www.KUNZEgmbh.de">www.KUNZEgmbh.de</a>
Lavendon Sales	<a href="http://www.lavendonsales.com">www.lavendonsales.com</a>

Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mech-Serv (GB)	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
Peter-Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

### Special/Bespoke Access & Lifting Solutions

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
H&A Height Services	<a href="http://www.ha-heightservices.com">www.ha-heightservices.com</a>

### Special & Niche Access

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher Access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

### Telescopic Handlers

Dieci	<a href="http://www.dieci.com">www.dieci.com</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

### New & Used Telehandlers

Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.com</a>
Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
VHS Visser's Heftruck Service	<a href="http://www.vhsblad.nl">www.vhsblad.nl</a>

### Telehandler Rental

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

### Site Safety Audits

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

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

### Crane Manufacturers

Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Galizia	<a href="http://www.galiziagru.com">www.galiziagru.com</a>
Grove	<a href="http://www.grovetworldwide.com">www.grovetworldwide.com</a>
Jekko	<a href="http://www.jekko.it">www.jekko.it</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Liebherr	<a href="http://www.Liebherr.com">www.Liebherr.com</a>



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

### Lorry/Truck Loader Cranes

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

### New & Used Cranes

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

### Heavy Lifting Equipment

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

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

### Mini Crane Hire

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

### Self Erecting Tower Cranes

City Lifting	<a href="http://www.citylifitng.co.uk">www.citylifitng.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifitng.co.uk">www.kinglifitng.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>

### Tower Cranes

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

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

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

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

Bluecycle Plant	<a href="http://www.bluecycleplant.com">www.bluecycleplant.com</a>
Ritchie Brothers	<a href="http://www.rbaction.com">www.rbaction.com</a>

### Battery Manufacturers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>
UK Batteries	<a href="http://www.ukbatteries.co.uk">www.ukbatteries.co.uk</a>

### Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>

### Generator Sales & Rental

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

First Insurance Solutions	<a href="http://www.firstins.co.uk">www.firstins.co.uk</a>
Specialist Insurance	<a href="http://www.cover1.com">www.cover1.com</a>

### Online Technical Help

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

Alimats	<a href="http://www.craneriggermats.co.uk">www.craneriggermats.co.uk</a>
Eco power pads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
Grassform Plant Hire	<a href="http://www.grassform.co.uk">www.grassform.co.uk</a>
GreenTek	<a href="http://www.greensward.co.uk">www.greensward.co.uk</a>
GTP Europe	<a href="http://www.gtp-europe.com">www.gtp-europe.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
Nylacast	<a href="http://www.nylacast.com">www.nylacast.com</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Universal Crane Mats	<a href="http://www.universal-crane-mats.com">www.universal-crane-mats.com</a>

### Parts & Service Suppliers

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

### Recruitment

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

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

### Replacement Filters

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

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
Airtek equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
SMIE	<a href="http://www.smie.com">www.smie.com</a>

### Software

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

### Structural Repairs

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

### Training Associations & Networks

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

### Training Centres & Trainers

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Access Platform Sales	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
Active Safety	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
AFI	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
APL	<a href="http://www.aerialplatforms.co.uk">www.aerialplatforms.co.uk</a>
Astra Access Safety Training	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Emerson Training Services	<a href="http://www.emersontrainingservices.co.uk">www.emersontrainingservices.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
HCS	<a href="http://www.hydrauliccraneservices.co.uk">www.hydrauliccraneservices.co.uk</a>
Hewden Training	<a href="http://www.hewden.co.uk/training">www.hewden.co.uk/training</a>
Hi-Reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Horizon Platforms	<a href="http://www.ipaftrainingcourses.co.uk">www.ipaftrainingcourses.co.uk</a>
HSS	<a href="http://www.hss.com/training">www.hss.com/training</a>
IS Training	<a href="http://www.istraining.co.uk">www.istraining.co.uk</a>
JLG Training	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
L&B Transport	<a href="http://www.lbtransport.co.uk">www.lbtransport.co.uk</a>
Liebherr Training (UK)	<a href="http://www.liebherr.co.uk">www.liebherr.co.uk</a>
Lifting Equipment Training	<a href="http://www.letltd.co.uk">www.letltd.co.uk</a>
Loxam	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
Lyte	<a href="http://www.lyteladders.co.uk">www.lyteladders.co.uk</a>
Mentor Training Platforms	<a href="http://www.mentortraining.co.uk">www.mentortraining.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
Panther	<a href="http://www.platform-rentals.co.uk">www.platform-rentals.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>

### Wire Rope & Cable

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

### Winches & Hoists

Rotzler	<a href="http://www.rotzler.com">www.rotzler.com</a>
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# Machinery For Sale



## Battery Scissors 7.6m - 19.8m

Genie GS-1932	7.8m	2005/6/7/8
Genie GS-2032	8.1m	2005/6
Genie GS-2632	9.9m	2005/6/7/8
Genie GS-2646	9.9m	2004/5/6/7/8
Genie GS-3232	11.7m	2007/11
Genie GS-3246	11.7m	2004/5/6/7/8
Liftlux SL 153-12	17.3m	2001
Liftlux SL 180-12	19.8m	2008
JLG 1930ES	7.7m	2007
JLG 3246ES	11.6m	2007
JLG M4069	14.1m	2008
Skyjack SJ-4632	11.8m	2005
Skyjack SJ-4626	9.9m	2007

## Diesel Scissors 11.5m - 26m

Skyjack SJ-6832	11.5m	2007/8
Genie GS-3384 RT	12.0m	2005/6/7
Skyjack SJ-7135	12.5m	2007/8
Skyjack SJ-9250	17.1m	2007
Genie GS-5390 RT	18.1m	2005/6/7/8
Liftlux 210-25	23.5m	2006
Liftlux 245-25	26m	2007/8/9

## Electric Booms 9.4m - 13.5m

Genie Z-30/20N RJ	11.1m	2006/7/8
Genie Z-34/22N	12.5m	2005/6
Upright AB38	13.5m	2004/5/7/8

## Diesel Booms 16m - 20.4m

Genie Z-45/25J BI	16m	2005/6
Genie Z-45/25J RT	16m	2006/7/8
Genie S-45	15.7m	2005/6/7
Genie Z-51/30J RT	17.6m	2007
Genie Z-60/34	20.4m	2003/4/5/6/7
JLG 460 SJ	16m	2007

## Diesel Booms 21.8m - 43.1m

Genie S-65	21.8m	2005/6/7/8
Genie Z-80/60	26.4m	2005/6/7/8
Genie S-85	27.9m	2005/6/7/8
Genie S-125	40.1m	2007/8
Genie Z-135/70	43.1m	2007/8
JLG 660 SJ	21.9m	2008
JLG 800 AJ	26.2m	2008
JLG 860 SJ	28.1m	2008
JLG 1250 AJ	40m	2008
JLG 1350 SJ	42.9m	2008

## Specialised 12.2m - 42m

JLG Toucan 861	8.7m	2008
JLG Toucan 1010	10.10m	2007/8
Nifty TD 120 TN	12.2m	2007
CTE Traccess 135	13m	2010
CTE Traccess 170	17m	2010
Scanlift SL 185	18.5m	2000
Scanlift SL 190	18.4m	2001
Omme 2200 RBD	21.8m	2006/7/8
Denka Lift DL-22N	22.0m	2008
Aichi SP21A-J	23m	2005
Omme 3000 RBD	29.7m	2006/7
Spider FS 420C	42m	2008
Spider FS 520C	52m	2012

## Telescopic Forklifts 4m - 21m

Manitou SLT 415	4m/1.5 tonne	2004/5/7
Manitou BT 420	4m/2 tonne	2007
Manitou MLT 523T	5m/2.3 tonne	2006/7/8
Manitou MT 932	9m/3.2m tonne	2008
Manitou MT 1030	10m/3 tonne	2006/8
Manitou MT 1435	14m/3 tonne	2006/7
Manitou MLT 1740	17m/4 tonne	2005/6/7
Manitou MT 1840	18m/4 tonne	2008
Manitou MRT 2150	21m/5 tonne	2006/7
Manitou MRT 2540	25m/4 tonne	2006/7/8
Manitou MRT 3050	30m/5 tonne	2008

## Mini Crane 2 - 5 tonne

Valla 35E	6.5m/3.5tonne	2003
Maeda MC285 CRM E	8.7m/2.82 tonne	2006/7
Maeda MC305 CRM E	12.1m/2.9 tonne	2006/7
Maeda MC405 CRM E	16.8m/3.8 tonne	2007/9
Maeda LC785	16.3m/4.9 tonne	2007/9

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