

# cranes & accessories

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June 2013 Vol. 15 issue 4

RT scissor lifts

All Terrain  
cranes

Vertikal   
Days guide

...Terex Cranes restructures German production...AFI acquires Hi-Reach...John Ball to leave Easi UpLifts...

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## On the cover:

Membrey crane and transport from Australia relocated an extremely rare Rothschild Giraffe from the Melbourne Zoo in Victoria to the Mogo Zoo on the southern coast of NSW 800km away using a Terex Franna AT-20 pick and carry crane. The move was part of a regional breeding program and reunited the 10 year old, 4,8 metre giraffe named Tanzi with her sister Shani.



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If its June it must be Vertikal Days! This year's show is the biggest ever and we have it all covered in this mega pull-out Vertikal Days Show Guide.

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The International Powered Access Federation held its Annual General Meeting, Summit and Awards dinner in Miami, Florida, the first time that the events have been held outside of Europe. Here is our slightly irreverent look back at the events.

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## In the next C&A

In the next issue of Cranes & Access out in July we will have a full Vertikal Days review, our Annual dealer guide and with plant shut-downs approaching we will look at Industrial Cranes and Industrial Access and Push Around Lifts.

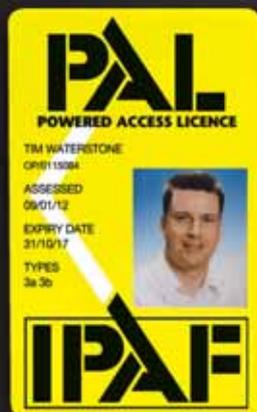
**Vertikal Days really is a show - that if you are serious about the access or the crane industry - you cannot afford not to be at.**

*James Darnley speaking to a camera crew at Vertikal Days 2012*

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# c&a comment



## An end to box ticking

Are we really serious about safety and creating a safe environment at work or are companies just going through the motions? Unfortunately I fear the latter is more likely and that working on many sites is little better than it was when I started 30 odd years ago. Yes everyone has to wear an

inordinate amount of PPE (which can prevent you working properly) but are we actually any safer? There is certainly a great deal more paperwork, which in the case of anything going wrong usually proves that the blame lies with an employee or sub-contractor.

One of our letters this month tells of one man's battle with companies that obviously haven't moved on and still flout the rules when it suits them. Of course there are many companies that can hold their heads high in the knowledge that safety and fairness runs from top to bottom. But there are still way too many that do not 'walk the talk'.

Safety is more than being seen to do the right thing or ticking the right boxes - it is about each and every person from chief executive to trainee taking responsibility for and being allowed to speak up about any unsafe practice, so they are never put in a position to have to 'bend the rules' to get the job done.

Europe generally has a very good attitude towards safety and within Europe the UK is probably the most sanctimonious about safety with all the major contractors enshrining it in their communications.

The same people that expound safety mantra also work hard to force down the prices they pay to equipment suppliers to levels they know to be uneconomic, leading to them employing low bid corner-cutters, or pressuring reputable companies to provide equipment that does the job, but without the extra margin of safety they would prefer.

Once on site many contractors focus entirely on getting the job done in the fastest possible time, even if that means flouting the rules. If an operator questions a request to do something potentially unsafe, he is labelled a troublemaker and his employer ensures that he is not used again. The same contractors also try to suppress information on any incidents, while being quick to pass the blame to the supplier/ sub-contractor - after all the paperwork proves that it was their responsibility.

Isn't it time the industry practises what it preaches as well as adopting a much more open attitude to reporting near misses and accidents - for everyone's safety?

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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# AFI acquires Hi-Reach and Access Rental Gulf

The UK's second largest powered access rental company AFI has acquired the UK operations of Hi-Reach, the country's ninth largest powered access rental company from owner Paul Richards. It has also taken over Dubai-based associate company Access Rental Gulf - a business led by Chris Light and established at the end of 2007 by AFI directors Nick Selly and David Shipman.



The conclusion of these acquisitions coincides with a complete restructuring of AFI's finances, with private equity firm Rutland Partners investing £32 million in the expanded business giving it a 51 percent controlling interest. Other shareholders are largely made up of the company's managers who have jointly invested a further £13 million in the

business. GE Capital is also providing a £50 million five year revolving asset-based lending facility. Rutland also owns a major stake in Brandon Hire.

The deal does not include the Abu Dhabi-based Safe Lift business, which Richards will retain, purchasing the Middle East-based machines from Hi-Reach at around the same time as the merger

completes. He will also stay on in his current role on a consulting basis, at least for a transition and hand-over period. The deal will take AFI's revenues to around £50 million this year with a fleet of 5,500 machines. The plan is to retain Hi-Reach and Access Rental Gulf as separate businesses, along the same lines as most of AFI's recent acquisitions.

Group business development director Nick Selly said: "Although AFI has acquired several companies during recent years, the Hi-Reach acquisition is by far our largest deal to date and it emphasises how we are well positioned to capitalise on opportunities as they develop in the market place."

## Record jack-up job

Heavy lift specialist ALE has successfully completed what it claims is the heaviest load ever lifted in a jack-up - a 42,780 tonne topside for a new ice-resistant fixed platform for an offshore platform being built by Daewoo shipbuilding and marine engineering in Korea for Exxon Neftegaz.

The rig is expected to become the largest oil and gas production platform in Russia and will be located in the Arkutun Dagi field off Russia's east coast. First oil is scheduled for next year. ALE jacked the 42,780 tonne load to a height of 24 metres in 11 hours while coping with maximum wind speeds of 50

metres a second. It is the first project of its kind using the Mega Jack System. To

carry out the project the Mega Jack was configured in four sets of towers each consisting of three individual towers each corner set having a capacity of 15,000 tonnes giving an overall jacking capacity of 60,000 tonnes. The Mega Jack is a completely computerised and stroke controlled system which includes data logging, weather data and optional dimensional surveys.

*ALE successfully jacked a 42,780 tonne load thought to be the heaviest load lifted in a jack-up*



*The rig was lifted to a height of 24 metres in 11 hours using the Mega Jack System*



*Each corner - made up of three towers - had a capacity of 15,000 tonnes*



*The load comprised the topside for a new ice-resistant fixed platform for an offshore platform*



## Liebherr to expand Irish crane facility

Liebherr Container Cranes has commenced work on a new €50 million production hall at its site in Killarney. The new 16,400 square metre facility will provide a significant increase in its capacity and incorporate new state-of-the-art production equipment and automation technology, in order to meet a substantial growth in demand for the company's container cranes that are built in Killarney.

*Liebherr's new plant in Killarney is already well underway.*

## Ball to leave Easi UpLifts

John Ball, managing director of the Irish-based international rental group Height For Hire/Easi UpLifts, has announced his intention to resign in order to pursue other business interests. He will remain with the business until later in the year in order to assist with the transition and hand over.



John Ball

Ball, 52, started his career as a teacher, joining Height For Hire in 1986 when he opened its Limerick branch. In 1993 he was appointed managing director of Height For Hire when it had just three branches, all of them in Ireland.

In the 1990s, he was directly involved with founder Harry McArdle in the company's expansion into Belfast, Northern Ireland and Glasgow, Scotland. Within a few years a further four branches were opened in the UK. In 2008 he successfully finalised negotiations on the company's first acquisition, the rental company SCS in Slovakia, which has now been fully integrated into the Easi UpLifts group and has four locations in Central Europe. A past president of IPAF (2008 to 2010), he was instrumental in organising the first IPAF Summit outside of the UK when he helped host it in Dublin and has been a long term and very active council and board member. With the focus of the group shifting increasingly towards the UK and other export markets Fergus McArdle relocated to the UK and is likely to take over most of Ball's responsibilities.

## Terex Cranes restructures German production

Terex Cranes has started the negotiation and consultation process to restructure its German production facilities in order, it says, to adjust to current demand and improve its competitive position. The changes will mean a loss of up to 200 jobs, largely at the company's Wallerscheid plant, where it builds smaller All Terrain cranes. The move follows numerous efforts since 2008 to cope with lower demand, while maintaining the full workforce, these have included short time working, a reduction in temporary staff, flexi time and other measures.

Other moves will include changes to a production bonus scheme which, according to a company spokesman, is out of proportion with industry standards and pays out regardless of the success or not of the business. The intention behind this change is to protect as many production jobs as possible he said.

The company opened talks with the works council in early June, in order to find a socially acceptable way of dealing with the changes and ensuring that the lay-offs are organised with the minimum of disruption. The full restructuring is expected to be completed by early 2014.



## Ashtead acquires Eve Trakway

UK/USA rental group Ashtead has acquired the Accession Group, and its main trading business Eve Trakway, the provider of temporary roadways and fencing. The deal includes £28 million in cash with a further £7 million in cash depending on the profitability of the acquired business over the next 12 months. In the year to 31st March 2012, Accession reported revenues of £26 million.

## Palfinger Sany launches at CTT

Palfinger Sany launched the first two cranes resulting from its European joint venture at the recent CTT exhibition in Moscow. The first two models are the 25 tonne three axle QY25C with 33.5 metres of boom and the four axle 50 tonne QY50C with a 42.5 metre five section boom. Both units are Chinese built truck cranes adapted to suit Russian market conditions and preferences.

Palfinger says that its quality managers have supervised the production of the new cranes in Changsha, in order to ensure that they meet European standards. The cranes meet Euro 4 requirements and already have a full set of GOST certification for the Russian market. The cranes carry a 2,250 hour or 18 months warranty with spare parts and components stocked at a warehouse in Moscow. A local Russian sales and technical support team has also been put in place, ready for the launch.



The first fruits of the Palfinger Sany joint venture - the QY25C and ...

QY50C

## OSHA to delay crane rule

OSHA has announced that it is extending the compliance date for crane operator certification in the United States by three years to Nov 10, 2017, following recent hearings that garnered industry input and objections to assumptions made in relation to the difference between being 'certified' and being 'qualified' to operate a crane, as well as the inclusion of lift capacity bands.

The statement said that the main purpose of the delay is to take into consideration industry concerns of these qualification/certification requirements and capacity bands and make any required changes prior to the final deadline for full implementation of the new rule.

US crane operator certification company National Commission for the Certification of Crane Operators (NCCCO) has urged OSHA to rework the new crane rule without delay. NCCCO executive director, Graham Brent said: "While NCCCO 'reluctantly' supports OSHA's action to postpone implementation, we strongly urge OSHA to pursue the second phase of this initiative - the development of proposed rulemaking - with all haste. An extension of the deadline, already unpopular with many sectors of industry, is worthless without immediate and substantive action to solicit industry comments that will result in a resolution accurately reflecting the intent of the industry group the Cranes and Derricks Advisory Committee (C-DAC) that OSHA itself assembled to develop this rule."



## Stopping the defaulters and slow payers

A meeting to explore the interest in setting up a UK crane and access credit circle will be held at Vertikal Days and hosted by Top Service and the P&A Partnership. The idea is to confidentially exchange information on those companies that go from one supplier to the other as they are finally put 'op stop'. Intended mainly for rental companies it will mirror credit circles that Top service organises for other construction related industries.



King Lifting has ordered two more Terex All Terrain cranes - a 140 tonne AC 140 Compact and a 200 tonne, six axle AC200-1P.

## First for King Lifting

UK crane rental company King Lifting has ordered three new All Terrain cranes including its first ever Liebherr - a 300 tonne LTM 1300-6.2 with EComode single engine design, the first of its type in the UK - along with a 140 tonne Terex AC 140 Compact and a 200 tonne six axle Terex AC200-1P.



Steven Elliot (L) of Liebherr signs the contract with Tristan King of King Lifting for its first Liebherr crane

"The LTM 1300-6.2 crane impressed us with its environmentally sound single engine for both road and lifting, which makes both operational and financial sense," said commercial director Tristan King. "The crane also has Liebherr's new Variable Supporting Base system which uses individual outrigger data to plot the crane's lifting duties based on the actual positions, ballast and ground force at that moment in time. The safety benefits of this system are obvious and from a sales perspective it gives us an edge over other cranes. With ever increasing pressures on safety, this is a critical box ticked for many of our customers."

"Our existing AC140 Compact and AC200-1 are well proven in service - the AC 140, with its short chassis, is extremely popular with our customers who appreciate its manoeuvrability," he said. "The six axle AC200-1P has the distinct advantage of carrying 25.2 tonnes of ballast."

## Seven GMK 6300L's to Western Australia

WATM Crane Sales and Services, the Grove dealer for Western Australia, has ordered seven 300 tonne Grove GMK 6300Ls for delivery to local rental and mining companies. Four of the cranes have already been delivered, with the rest due to arrive over the coming months.

Equipped with 80 metre booms the GMK6300Ls will be used for general assembly and maintenance work at iron ore mines across Western Australia. The majority are heading to the Pilbara in the north, where 75 percent of the state's iron ore mining takes place. The cranes are expected to work for more than 10 years in the harsh mining environment, contending with searing heat and a heavy workload. Servicing the cranes is crucial so WATM is providing the on-site support and training. WATM managing director Anthony Lazenby said: "The GMK6300L offers immense capacity and long reach with a very fast set-up. We will sell more of this crane this year than any other Grove model."



Alan Blake of JCB with one of A-Plant's new telehandlers

## 800 JCBs for A-Plant

A-Plant, the UK arm of Ashted has placed an order worth over £27 million for more than 800 machines from JCB.

The deal includes a large number of telescopic handlers ranging from 9.5 to 17 metres, including the 535-95 and 535-125 which have a maximum capacity of 3.5 tonnes and lift heights of 9.5 and 12.3 metres respectively and the four tonne 540-170 can lift 2.5 tonnes to 16.7 metres. All models are powered by JCB Ecomax Tier 4i engines. The order also includes mini excavators, backhoe and skid steer loaders. The deal follows 550 units ordered by A-Plant last year and brings the total number of JCB units purchased since 1988 to more than 7,500.

JCB chief executive Alan Blake said: "This is the biggest deal of the year for JCB from a UK customer and we are delighted that A-Plant has ordered such a significant number of machines. It is a huge vote of confidence not only in the JCB products, but also in the UK hire market."

## Haulotte India launched

Haulotte has formally established and opened a sales and service subsidiary in Mumbai, India.

Haulotte India will be managed by Souma Ray who said: "Mumbai is one of the key places in this huge country, with a great potential market for people and material lifting equipment. It's a major challenge for me and the team."

Chief executive Alexandre Saubot added: "Haulotte is building a strong sales network in BRIC nations, thanks to our own entities and a dealer network, in order to establish a closer relationship with customers, to provide them with products that meet their requirements, along with services, such as training, spare parts and financial solutions. The new sales subsidiary in India is a key part of this programme."



One of the new Grove GMK6300L cranes (R) sold to rental company Boom Logistics performs a tandem lift with a 550 tonne Grove GMK7550

# Oil&Steel appoints Mantis Access

Italian truck mounted and spider lift manufacturer Oil&Steel has appointed newly formed Mantis Access as its sole distributor for the UK and Ireland. Mantis Access is a new division of Durham-based Mantis Cranes, the UK sales, rental and service arm of the Irish-based self-erecting tower crane manufacturing group.

*Oil&Steel's 18 metre Octopussy Evo 1800*



Mantis Access will initially concentrate on the sale of truck mounted platforms and spider lifts as well as develop a market for larger platforms mounted on All Terrain tracked carriers. The new business and relationship will be officially launched at Vertikal Days.

Seamus McMenamin of Mantis said: "We will use the experience from our crane manufacturing division and engineering skills to mount platforms on bespoke vehicles to meet customer's needs and specifications. Service will be provided from our bases in Durham and Wellingborough with existing engineers being cross-trained to cover both access and lifting equipment."

Oil&Steel sales director Giovanni Tacconi added: "Mantis was the obvious choice for us with its existing knowledge of working at height, manufacturing techniques and reputation for customer support. We look forward to a long and fruitful relationship with Seamus and his team."

# Palfinger goes direct in Austria

Palfinger Platforms has reorganised the distribution and support coverage for its aerial lifts in Austria. The company will continue to use the mobile service engineers it already has in the country, but is also planning to open a service operation in Vienna run by René Kreuz.

At the same time Karl Graf will be responsible for sales in most parts of the country, with Michael Heer covering the Vorarlberg and Tyrol regions. The company has also increased the resources of its adjoining German service branches in Ainring near Salzburg and Merklingen, near Ulm.

# Movex upgrades TLF10 van mount

Spanish vehicle mounted lift manufacturer Movex has upgraded its TLF10 van mounted lift. The unit, which does not require outriggers, has gained a metre more working height at 10.8 metres, and a step-in platform which is now fibreglass as standard.

On the original TLF10, introduced in October 2012, the platform stowed on the roof of the van, which was not universally popular, the new model is more traditional. The lift offers five metres of outreach, 120kg platform capacity and can be fitted to most 2.8 tonne vans such as the Vauxhall Vivaro, Renault Traffic, Nissan Primastar and Ford Transit. The company says that the one man machine is ideal for city works, including traffic light maintenance, CCTV cameras, street lights and Christmas lights.



c&a

news

*Steven Dougall of Horizon said: "With contracts requiring us to travel further afield, the low running and maintenance costs of this machine will be of great benefit."*

# Horizon celebrates with UK first

Scottish crane rental company Horizon Reinforcing and Crane Hire has celebrated its 40th anniversary by taking delivery of the UK and Ireland's first 65 tonne Tadano Faun HK65 truck-mounted crane from UK distributor Cranes UK.

The new crane features a 41 metre main boom plus 15.8 metre swing-away extension, providing a maximum under hook height of 58 metres. Mounted on a four-axle MAN TGS chassis it is the largest capacity crane of its type running within the UK's STGO category B classification. The crane will also carry the company's '40th year' logo.



*Steven Dougall (L) and Paul Goodall celebrating Horizon's 40th anniversary with the delivery of the UK's first Tadano Faun HK65*



*The new Movex TLF10*

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The Stone laying ceremony  
for Tadano's Thai facility -  
August 2012

## Tadano inaugurates Thai plant

Japanese crane manufacturer Tadano has started production at its new Bt310 million (\$10.2 million) manufacturing facility in Thailand, located on the Eastern Seaboard Industrial Estate in Rayong.

The plant will initially produce components, but will also begin building and mounting telescopic loader cranes for the Thai market later this year. Next year it will begin exporting to other Asian countries, the Middle East, Australia and Africa. The company plans to invest a further Bt150 million (\$5 million) in a second-phase expansion due for completion in 2015. Initial capacity is 1,000 units a year expanding to 2,000 units with the second phase.

## Volvo Rents for sale

Volvo is said to be considering selling its construction equipment rental business Volvo Rents. It believes that it might fetch up to \$1.5 billion. The company operates from 130 locations in North America and runs a variety of equipment including aerial lifts and telehandlers.

## New LEEA guidance

The Lifting Equipment Engineers Association (LEEA) has issued new guidance on using hand operated chain blocks at an angle to the vertical. Whilst previously advising against such use, the new guidance reflects that some chain blocks are designed to be used in this manner and that, in certain applications, standard chain blocks can also be used safely at an angle, if an appropriate risk assessment is conducted and additional precautions observed. More details on [www.leeaint.com](http://www.leeaint.com)



## Record gantry crane order for Terex

Terex Port Solutions has received a record order for 26 (with an option for 32 more) Rubber-Tyred Gantry cranes from Malaysian terminal operator Pelabuhan Tanjung Pelepas for delivery next April. The 50 tonne capacity cranes are to be manufactured in Xiamen, China.

*Terex Port Solutions has received the largest order for Rubber-Tyred Gantry cranes in the company's history.*



## Largest AHC subsea crane

An active heave-compensated (AHC) MacGregor subsea crane



Hyundai Heavy Industries has ordered a €22 million, 900 tonne active heave-compensated (AHC) MacGregor subsea crane for its South Korean shipyard. The crane - the largest ever ordered - will be installed on a 150 metre multi-purpose offshore construction vessel ordered by Sealion Shipping, on behalf of Toisa. Delivery is planned for early 2015.

## One Call Hire adds more telehandlers

UK-based One Call Hire has purchased more than 40 new telehandlers including four 12 tonne /10 metre Manitou MHT 10120s, 30 units of the Manitou MT 625 six metre/2.5 tonne compact machines and six CAT TH337 3.3 tonne/7.3 metre models.

The purchase is a small part of an overall investment in new equipment worth £32.6 million. The company operates from eight locations and teams up with Nixon Hire for contracts north of Leeds to provide a national coverage. The company is also planning to open a new Oxford depot at the location of an old Leach Lewis site.

Joint managing director Martin Fitzpatrick said: "Contractors can hire from us in the knowledge that they are getting new machines providing increased productivity with substantially lower fuel costs which will help them meet their carbon emission targets. Our customers are seeing an increase in work and subsequently we see an increase in demand particularly for machines like the heavy lift telehandlers.



One Call's latest telehandler order includes four 12 tonne capacity Manitou MHT10120s.



(l-r) Uwe Kanasliwas of Kühl with Dennis Behnken and Matthias Abele of Liebherr and Lars Kühler and Andreas Weinhardt of Kühl.

## Kühl takes an MK88

North German heavy lift and haulage company Kühl Kranverleih of Elmshorn, has taken delivery of a Liebherr MK 88 mobile self-erecting tower crane.

With a maximum capacity of eight tonnes the MK88 can handle 1.85 tonnes at 45 metres - 2.05 tonnes with the two tonnes of additional ballast - with an under hook height of 59 metres. Kühl chief executive Andreas Weomjardt said: "Increasing demand has prompted us to expand our fleet with this crane. We have had a MK80 for many years and with this latest addition we are now in a position to provide a faster and more flexible service for our customers."

## Wotschke leaves Teupen

Michael Wotschke joint chief executive at Teupen, the spider and truck mounted lift manufacturer, resigned from the company on May 7th.



Michael Scheuss who joined the business in February this year as joint managing director, sharing the chief executive role with Wotschke, will provisionally take over his duties. Wotschke had been in the post since 2009, initially as joint CEO with Alfons Thihatmer who left the business a year later.



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# Financials round up

## Palfinger posts modest increase

Palfinger has posted a modest improvement for the first quarter, with revenues up just under one percent at €225.8 million, while pre-tax profits increased six percent to €14.7 million. Geographically Europe was flat with growth in Germany and Northern Europe offset by further declines in Southern Europe as well as France and Austria. South America was also flat, while North America improved slightly and Asia grew significantly, but from a very low level. Russia and the CIS countries however posted very strong gains.



## Profits surge at Tat Hong

Singapore-based crane sales and rental group Tat Hong has reported a 16 percent rise in revenues to \$836.9 million, while pre-tax profits jumped 77 percent to \$102.4 million.

Looking at the four main divisions: Distribution revenues were up seven percent to \$362.3 million, thanks to a large sale to a Japanese crane rental company. Mobile crane rental rose 37 percent to \$307.4 million with improvements in every region. General rental revenues fell four percent to \$92.6 million, while tower crane rentals - mostly in China - increased 27 percent to \$75.5 million.



## Strongco slides into the red

Canadian crane distributor and rental company Strongco has reported flat first quarter revenues at \$97.5 million due to slower sales. Higher distribution costs and lower margins helped turn last year's pre-tax profit of \$1.55 million into a loss this year of \$2.98 million.



## Sharp rise in profitability for Speedy

UK rental company Speedy Hire has published its full year results with total revenues up 3.5 percent to £340.4 million, while pre-tax profits quadrupled to £12.8 million. Net debt at the end of the March was £72.4 million after capital expenditure for the year of £69.8 million.



## Harsco Infrastructure remains in the doldrums

Harsco Infrastructure the scaffold, formwork and mastclimber specialist has reported first quarter revenues down just over nine percent to \$216 million. The company's operating loss was reduced from \$18 million last year to \$12 million this year - both numbers exclude one-off restructuring costs which totalled \$35.6 million in the first quarter of 2012.



## Terex pays down debt

Terex has repaid \$220 million of its senior term bank debt due in 2017 and plans a further \$30 million repayment in July. Chief executive Ron DeFeo said: "Combined with our prior actions in 2012 this will result in approximately \$500 million in debt reduction from the middle of 2012 through the middle of 2013. We continue to anticipate strong free cash flow for 2013 and beyond, and will look for additional opportunities to reduce our future interest expense and improve our overall capital structure as we move forward."



## Mills Rental soars high

The powered access and telehandler rental division of Brazilian scaffold specialist Mills, or to give it its full name - Mills Estruturas e Serviços de Engenharia - has increased first quarter revenues by almost 35 percent to R76.1 million (\$37.9 million). Operating profit for the division improved just over 20 percent to R30.99 million (\$15.4 million).

A further R73.3 million (\$36.5 million) was spent on new equipment during the quarter, almost three times as much as in the first quarter of 2012. The company has also increased its 2013 spending plans for new platforms and telehandlers to R274 million (\$134 million). The aim is not only to meet the strong demand from its current branches but also to stock up 12 new locations planned for 2013.



## Solid progress at Vp

Vp, owner of telehandler rental company UK Forks, general rental company Hire Station and TPA the ground protection specialist, has issued its full year results for 2012/2013.

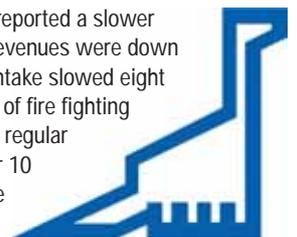
UK Forks achieved revenues of £14.1 million, up 12.5 percent on last year, while operating income jumped almost 45 percent to £2.1 million. Capital expenditure in the year fell from £8.6 million the prior year to just £400,000.

The group as a whole saw revenues increase three percent to £167 million, while pre-tax profits improved 7.5 percent to £16.4 million.



## Softer quarter for Bronto

Truck mounted lift manufacturer Bronto has reported a slower start to the year than in 2012. First quarter revenues were down seven percent to \$29.6 million, while order intake slowed eight percent to \$33.9 million, due to slower sales of fire fighting lifts in Asia, partially offset by better sales of regular truck mounts. Operating income fell just over 10 percent to \$700,000 due to the lower volume and slightly higher costs.



## Light at the end of the tunnel for Essex

US-based Essex Crane has released its first quarter results with revenues of \$25.1 million, six percent higher than a year ago, while the pre-tax loss was reduced from \$6.8 million in 2012 to \$3.27 this year.

# First Galizia GF400

Jozef Hermans GF200 pick&carry crane

Dutch lifting and haulage company Jozef Hermans has ordered the first 40 tonne battery powered Galizia GF400 pick&carry crane. His order also included a 2.5 tonne Galizia GF25 fitted with a hydraulic fork attachment.

Both cranes feature dual AC motor front wheel drive and the company's new ultra high crank rear steering axle, allowing the four wheeled machines to turn as tightly as three wheel units. Galizia managing director Fabio Vercelli-Galizia said: "I am very happy because Jos Hermans - Jozef Hermans' technical director - bought a GF200 with radio remote control five years ago and has chosen Galizia cranes again to improve his fleet."



Aerial and Handling Services is now licensed to develop and sell the WorkZone range.

## WorkZone licensed in UK

AFI has licensed Surrey, UK-based rental company Aerial and Handling Services to further develop and sell its WorkZone range of safety and security devices. The agreement covers the entire range of WorkZone products including SanctuaryZone which provides crush/entrapment protection in the platform, KeyZone which stops unauthorised use of the machine and SmartZone which controls and monitors the machine's use.

AFI director Nick Higgins said: "Our primary business is powered access rental, sales and training and we recognised that the WorkZone range can be further developed by a company with the skill set required for this type of work."

Aerial and Handling Services provides access and telehandler rental, service and maintenance, inspection, training, refurbishments and sales, and develops and produces attachments for aerial lifts and other equipment, such as the recently introduced deckRail Xtra material attachment for Genie scissors.

## New Technology and Competence Centre

Cargotec/Kalmar opened its new €35 million Technology and Competence Centre in Tampere, Finland last month. The centre will focus on the development of energy-efficient, intelligent machinery and automation solutions for port handling. The centre has won an award for being one of the most energy-efficient office buildings in Finland. Cargotec chief executive Mika Vehviläinen said: "The centre is unique in that the functioning of ports is simulated in the laboratory with testing based on real data provided by our customers."



The Cargotec/Kalmar Technology and Competence Centre in Tampere, Finland.

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"We opted for Syrinx on the recommendation of colleagues and have received a first-class service and, equally as important, a more-than-expected back-up engagement between the Higher Concept staff and the SAS team. We are grateful to Higher Concept for making rental software implementation so trouble-free throughout our launch period and would highly recommend both Higher Concept and Syrinx to anyone considering their software options." 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



"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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- The **International Marine Contractors Association (IMCA)** has published a revised 'Crane specification document'
- **Genie** has presented **Trojan battery** with one its Outstanding Performance awards for 2012.
- Online equipment auction house **Iron Planet** has appointed **Davide Di Paola** as director of trading
- Dallas-based **Briggs Equipment** has appointed **Chris Meinecke** as chief operating officer of Briggs USA.
- **Harsco Infrastructure** has opened a new training centre in Immingham, UK for its Cuplok system scaffold.
- **Terex Cranes** has announced a major restructuring of its German production operations with the loss of up to 200 jobs.
- US crane operator certification company **NCCCO** has urged **OSHA** to rework the new crane rule urgently.
- **King Lifting** has placed an order for its first **Liebherr** crane, a 300 tonne LTM 1300-6.2, the first in the UK
- **Michael Wotschke** joint chief executive at **Teupen**, the spider lift manufacturer has left the company.
- **Terex AWP/Genie** has promoted **Carlo Forini** as director of business development and product management for the European region and **Sebastian Umbreit** as senior director operations and aftermarket for Europe Africa & the Middle East.
- **Don Ahern** looks set to retain ownership of **Ahern Rentals** following an agreement with bondholders after making an improved pay-out.
- **TVH** owned **Statech**, the Czech dealer for **Genie** and **CTE** has held an 'open house' at its Dolní Bečkovice, headquarters and unveiled its new corporate identity.
- US-based **MEC Aerial Work Platforms** has appointed **Jim Dillon**, as operations manager.
- **Cargotec** has appointed **Mikko Pelkonen**, 43, as senior vice president, Human Resources
- **AFI** has licensed UK-based **Aerial and Handling Services** to further develop and sell its **WorkZone** range of devices
- **John Ball**, MD of the Irish-based rental group **Height For Hire/Easi Uplifts** is leaving the company.
- **Statech** the **TVH** owned sales and rental operation in the Czech Republic has announced a merger with **KLC** of Slovakia later this year. The new entity will be **Statech Slovak**.
- **Jeff Brundell** has resigned as a director of **CICA** after more than 25 years on the board.
- UK-based crane rental company **Ainscough** has placed an order for five new **Nooteboom** low-loader trailers.
- **Davide Vidali** has left **Liebherr Italia** and formed his own company **Eurocrane** to sell new and used cranes.



Davide Di Paola



Sebastian Umbreit



Jim Dillon



Mikko Pelkonen



Jeff Brundell



Davide Vidali

- A UK company director has been sentenced to three years in prison for a fatal aerial lift incident - see training page 65.
- **Haulotte** has opened a wholly owned distribution and support subsidiary in Mumbai, **Haulotte India**.
- **Terex Cranes UK** has confirmed that **Julian Dyer** has re-joined the company as regional sales manager.
- **Ahern Rentals** has received a \$415 million financial package to fund its Chapter 11 exit.
- **CTE** has delivered a 23 metre spider lift to **Huize Bijdorp**, monastery in Voorschoten, Holland.
- **Terex AWP/Genie** has appointed **Karen Stash** as a senior product manager for scissors, portables and trailer lifts.
- **Ashtead** has acquired the **Accession Group**, whose main trading business is **Eve Trakway**, the provider of temporary roadways and fencing.
- **Terex AWP/ Genie** has appointed **Mark Powell** as product manager for scissor lifts.
- Irish-based access rental company **Blulift** hosted a **Be Wise** at Height safety seminar in May.
- **Terex AWP/Genie** has parted company with its European region operations director **David Hopper**.
- The **Spider** division of **SafeWorks** has appointed **John Callahan** as area director western region.
- **Ritchie Bros** will auction its largest All-Terrain crane to date in June a 700 tonne **Terex/Demag**
- Lift manufacturer **Geda Dechentreiter** has appointed **United Equipment** as its partner in Qatar.
- **Tat Hong** has signed an agreement with **Intraco** and **Aung Moe Kyaw** to set up a joint venture in Burma.
- Canadian crane company **Strongco** has posted a negative first quarter on slightly higher sales.
- Saudi Arabia's **Hertz Dayim Equipment Rental** has signed a partnership agreement with **APR Energy** to form a generator rental service in the Kingdom.
- **Freeport Container Port (FCP)** has ordered 10 **Terex NSC 634 E ECO** straddle carriers.
- The Dutch prosecutor has cleared **Lima Holdings** and **Rival** of involvement with the Israeli wall with Palestine.
- **MacGregor** has received a €37 million order from **Hornbeck Offshore Services** for four 250t AHC cranes.
- **Wayne Lawson** has joined Dutch international rental company **Riwal** as regional director north Europe.
- **Trevor Jepson**, owner of UK crane company **City Lifting** has completed a fund raising walk from central London to Romford in a onesie.



Julian Dyer



Karen Stash



Mark Powell



David Hopper



John Callahan



Wayne Lawson

- **IPAF** is organising a Professional Development event for UK members on 6th September followed by 'banger racing'.
- Las Vegas-based **Ahern Rentals** auctioned off several hundred used aerial lifts in Las Vegas in mid-May.
- The **Rushden Historical Transport Society** is looking for a good home for a **Rapier H7** mobile crane.
- UK-based access service and inspection company **Alfa Access** has achieved **Safecontractor** accreditation.
- **Terex Utilities** has appointed **Gary Rice** and **Tony Rust** as Western and Eastern regional sales managers.
- Norwegian rental company **UCO** has taken delivery of another container load of **Bravi Leonardo** taking its total to over 100 units.
- Alberta, Canada-based **Entrec** has acquired **GT's Crane and Transportation Services** of Grand Prairie Alberta.
- Antwerp-based **Lauwereys** has purchased a 50 metre **Bronto S50XDTJ**, the first in the Benelux region.
- Italian aerial lift manufacturer **Oil&Steel** has appointed **Mantis Access** as UK/Ireland distributor.
- US-based **ALL Erection & Crane Rental** has purchased 20 **Grove RT** cranes and 10 **Manitowoc** crawlers.
- The **Spider** division of **SafeWorks** has appointed **Cliff Brown** as district sales rep at its Orlando centre and **John VanNatta** as district sales representative in Kansas.
- UK-based **AFI** has acquired **Hi Reach** and **Access Rental Gulf** and completed an £85 million refinancing with **Rutland Partners** taking a 51% stake in the enlarged business.
- **Liebherr Container Cranes** has started work on a new €50 million production facility at its Killarney plant.
- Japanese crane manufacturer **Tadano** has started production of telescopic loader cranes at its new facility in Thailand.
- Hong Kong-based sales and rental company **Tower Mark** has ordered 30 **Manitowoc** crawler cranes including Models 8500-1, 11000-1 and 12000-1 and two 45 tonne **Grove RTs**.
- **Palfinger Sany** launched the first two cranes resulting from its European Joint Venture at **CTT** in early June.
- UK-based **Nationwide Platforms** has said that it will purchase around 1,000 **Power Towers** **Pecolift** manual powered aerial lifts this year.
- UK-based rental company **Warren Access** celebrated its 20 year anniversary last month with an open day at its premises in Newcastle.
- Chinese aerial lift manufacturer **Mantall** has appointed rental company **Langmahr** as its distributor in Hungary.



Gary Rice



John VanNatta



Cliff Brown

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# One lump or two?

c&a

all terrains

If 'Necessity is the mother of Invention' then legislation and safety are its twin daughters. With basic crane designs well and truly established, developments seem to revolve increasingly around enforced legislative changes or safety improvements.

Liebherr's Variable Supporting Base (see page 20) is a logical and sensible development, but most likely spurred on by changing legislation in the USA and Europe. This change will improve safety but for Liebherr it also has the beneficial spin-off of improved lift capacities. Legislation reducing engine emissions has also focussed the designers' minds on the problem of fuel, resulting not only in improved engine emissions but efficiency and reduced fuel consumption offering owners some significant savings in fuel costs.

Whatever the equipment, weight is generally a problem, the reduction of which can have many benefits. Smaller capacity mobile cranes have employed a single engine for many years, but buyers have always insisted on two engines for larger road going cranes - a carrier engine specifically for moving the crane on the road and a smaller engine to power the superstructure on site.

## Single engine

One way of reducing the weight of a crane is using a single engine which powers both the carrier and crane superstructure. One of the first larger cranes to move to a single engine was the P&H Alpha Liftcraft - a five axle, 40 metre main boom, 100 ton truck mounted crane of 1981. With massive swing out outriggers it used a carrier mounted

Detroit Diesel engine with a mechanical shaft to power the superstructure. Obviously a crane way ahead of its time but this crane didn't catch on and it never sold well. Since then there have been very few, if any, single-engined large road cranes (Rough Terrains have almost always used one engine). However the concept appears to be making a comeback - or rather its time may have finally come - driven more by reduced weight and therefore increased performance for a specific axle configuration. The first of the more recent 'single engine' All Terrains was the 400 tonne Grove GMK 6400, initially shown at Bauma 2010 but only recently moving to full production.

The Grove uses a single engine to save weight, space and cost. Removing the superstructure's engine also removes the exhaust after-treatment system, an important part of EUROMOT 3B and EUROMOT 4 emission regulations, thus saving even more weight.

Using a single engine on a large capacity crane presents several challenges, on the GMK6400 that involved delivering around 200kW of power to the superstructure. It manages this through a hydrostatic system with a single large pump on the carrier engine powering a large hydraulic motor in the superstructure which in turn drives the regular hydraulics. The main engine is also run at very low RPM and apparently in this mode its fuel



Terex Explorer 5800



Grove GMK6400

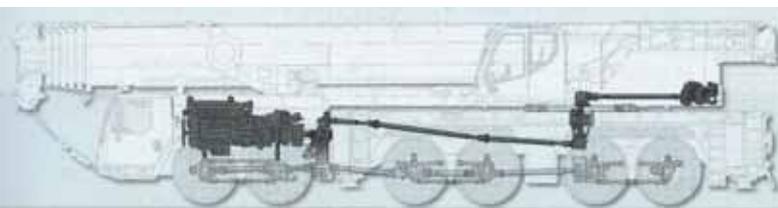
consumption is hardly any greater than a smaller engine running at higher RPM. The PTO driven pump is also used to power wheel motors on the carrier, providing a sort of hybrid drive - Megadrive - which accelerates the crane up to 20kph before the main transmission takes over. One of the key advantages is a reduction in the cranes weight by around 600kg when compared to a two engine crane of the same size - weight which can then go into the structure or counterweight.

## New Terex and Liebherr

Staying with the one engine concept are two other recent launches - the 220 tonne class Terex Explorer 5800 and the 300 tonne Liebherr LTM 1300-6.2. The LTM 1300 - the successor to the 250 tonne LTM 1250-6.1- features a six metre longer boom (at 78 metres) and increased capacities. However the only way to achieve this was by saving weight elsewhere - with a single engine. The carrier engine is an eight-cylinder Liebherr diesel which develops 450 kW at 1,900

rpm, it powers a mechanical shaft to the superstructure. Gear shafts are routed from the distributor gear in the chassis via two mitre gears running through the centre of the slew ring to the pump distributor gear in the superstructure. The mechanical shaft provides higher efficiency levels and combined with low engine speed ensures good fuel consumption. Liebherr says that consumption is very low overall, at least equivalent if not slightly better than having two separate engines.

The LTM 1300 includes an ECO mode - an add-on programme within the LICCON2 crane control - developed for the new single engine concept. Using the ECO mode the complete pump drive is automatically disconnected when the engine is idling and then reconnected by the intelligent controller in a matter of seconds when it is required. This ECO mode is also being made available on other mobile cranes to reduce fuel consumption and noise emissions. Crane operators do not know the



Liebherr LTM 1300-6.2 shaft driven superstructure.

perfect engine speed for the required work, resulting in many operating at higher engine speeds than necessary, particularly when certain movements - luffing the boom down or lowering the hoist - only require idling speed and increased revs do not produce significantly faster speeds. In ECO mode the driver sets the required working speed and the LICCON2 then calculates the perfect engine speed. The result is an average reduction of 10 percent in fuel consumption. This will be available in the future for ATs up to 130 tonne capacity. A similar mode is already available on the LTM 1300-6.2 and the LTM 1750-9.1.

#### New Terex Explorer

The latest 220 tonne class Terex Explorer 5800 is another single engine crane and can be configured to meet axle loads from under 9.1 tonnes to 16.5 tonnes for operation in every market around the world. The five axle AT has 2.44 metre axle spacing, a short 1.2 metre front overhang and has optional boom-off solution or dolly to meet the most

stringent road regulations. The 13.2 metre long carrier and all-wheel steering make it highly manoeuvrable. Standard is the 70 metre main boom and 103 metre system length with a maximum load moment of 660 tonne metres. It has a 15 tonne capacity while telescoping, 9.9 tonnes cable pull requiring less reeving for shorter rigging times and increased performance.

The single Euromot IV/Tier 4 diesel engine operates both the driveline and superstructure by hydraulics through a rotary joint. A controller automatically senses demand on the engine to offer the power required and fuel economy. Engine and gearbox maintenance points are positioned in a centralised area to reduce service time. The Explorer 5800 features the latest Terex operator's cab which has a variable tilt operator cab up to 20 degrees helping to improve visibility up the boom. It comes with the standard IC-1 control system which stores all load charts and offers easy



The 180 tonne Tadano ATF180G-5 at Bauma

configuration based on load and radius input and can be quickly custom configured by operators

#### Tadano ATF180G-5

The latest launch from Tadano Faun is the more traditional two engine 180 tonne, five axle ATF180G-5. Although several have already been delivered to customers in North America, it had its European launch at Bauma and included a number of improvements and upgrades, including a switch to Mercedes Bluetec engines. Featuring a 60 metre main boom plus a 13.2 metre swingaway extension, the crane also has the option of a hydraulic telescopic luffing jib up to 22.8 metres long.

The ATF180 can be specified with Tadano's Lift Adjuster safety device which is said to cure the problem of a swinging load caused by boom deflection. Operating with a full 60 metre boom at an angle of 70 degrees, the load could move by up to four metres after being lifted. The Lift Adjuster - activated by a switch in the cab - minimises the pendulum effect using the Automatic Moment Limiter programme which detects boom length and angle as well as the weight of the load to be lifted. It then adjusts (increases) the boom angle to automatically minimise the change in the working radius once the boom is loaded.

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# Higher capacities and greater safety

Perhaps the most revolutionary development in the mobile crane sector at Bauma was the least publicised. Tucked away on the Liebherr stand was an information board outlining the improved safety and increased lifting capacity with its new Variable Supporting Base. Surrounded by new cranes such as the 1,000 tonne LR 11000 and the 750 tonne LTM 1750-9.1 it was easily missed, however it is arguably the biggest safety development in mobile cranes for many years.

**In a nutshell, the system calculates the maximum lifting envelope based on the actual positions of the outriggers and the amount of on-board ballast. Currently incorrect outrigger positioning - either not being used at all or being in different positions than those specified by the operator possibly over-riding the system - is one of the main factors causing crane accidents.**

In the United States the OSHA US Crane & Derricks in Construction Final Rule standard states that by next year manufacturers must have a horizontal outrigger position sensor to ensure that the position of the stabiliser is entered into the system is correct. In Europe there are major revisions planned to European standard EN13000 over the next few years similar to the OSHA requirements which will include the monitoring of outrigger positions and at a later date a system that prevents the crane from operating if the outriggers are not deployed correctly.

## Liebherr solution

Liebherr's new Variable Supporting Base would appear to more than satisfy both the OSHA and future EN13000 requirements and will be

available for customers to try out later in the year. The system however goes a lot further than the changes to the standards in that it has an infinitely variable monitoring system which works whatever the position of the outriggers and also monitors the total system weight including the ballast.

As long as the outriggers are deployed correctly with the pads in contact with good ground the system does not prevent the crane from operating, it simply modifies the lifting chart so that it can operate safely with the outrigger and ballast configuration that it detects. For example, if the crane is working alongside a wall or in one lane of an open road preventing outriggers on one side from being deployed, the system calculates the safe working envelope for the outrigger pattern and the installed ballast. In the case of the LTM 1130-5.1 in this configuration (see Figure 1) that still allows an eight tonne lift at almost 10 metres and two tonnes to about 18 metres on the side where outriggers are not deployed. Figure 2 shows a similar chart with just one of the outriggers unable to be deployed because of a nearby building and the resulting increased working envelope.



Figure 1

When working alongside the open lane of a road, preventing the outriggers on one side from being extended, the Variable Support Base automatically calculates the safe working envelope.

## Laser measurement

The system uses a specially developed Liebherr laser mounted at the chassis end within each outrigger beam. The laser beam is fired onto a target at the jack end of the outrigger, measuring the exact distance that each leg has been extended. This information is then fed into Liebherr's load moment limiter within the LICCON control together with the forces from sensors in each vertical outrigger jack to calculate the maximum safe load and working envelope of the crane in that configuration, taking

into account all other crane factors including the counterweight. The system is designed to give the maximum possible lifting duty, whether the outrigger is at a pinned position or not.

The operator can also use the Lift Planner software on the screen in the cab and set up a possible theoretical lift specifying the position of each outrigger, the boom position and boom angle and this will then reveal the load for a specific radius or load at various radii with all calculations done in real time.

There is also no way to override the system. The outrigger footprint can be precisely determined whatever their relative positions, the system also knows the total weight of the jacked machine, without weighing the actual ballast. So even if the operator has left part of the counterweight on the deck so that the total machine weight is as expected, the crane knows if it is stowed or in position, because when it slews it will give an incorrect reading on one of the outriggers. Should the system fail there is a way of resetting the crane to operate under a fully manual method.

The basics of this idea have been around for a while and are increasingly applied to loader cranes and truck mounted platforms but these have always worked on fixed outrigger points - fully in, half out fully out - rather than fully variable and used cable reels to measure beam extension.

Although a simple idea, the crane software and outrigger monitoring has until now not been sophisticated enough to cater for the infinitely variable calculations, not to mention getting an accurate measurement of the force through the outrigger. While full details have not been disclosed, the Liebherr method does not measure the hydraulic pressure in the outrigger cylinder, but rather a method more akin to a strain gauge measuring the

vertical force through the cylinder for greater accuracy.

One area that it does not have any control over is ground conditions and so it assumes that the crane has been set up on solid ground. Because it measures the force through the outrigger cylinder this would remain the same whatever the size of the outrigger mat which then spreads the load to the ground. It also does not use a tilt sensor to detect if the crane becomes out of level when lifting a load which is available on certain loader cranes.

**Increased lifting capacity**

The improved safety aspect is just one benefit of the new system the other is an increase in the lift capacity for the same crane. For example, on most cranes the lift capacity is shown in a circle around the machine. This identifies the worst case lift and does not take into account if you are lifting directly over an outrigger where the performance could be significantly higher. Figure 3 shows the 360 degree (yellow) and the new Variable Support Base (blue) load charts. It can clearly be seen that when lifting over the outrigger supports the maximum load capacity increases as well as benefitting from small gains when lifting over the front and rear.

When a crane is used with part ballast the increase in lifting capacity and working radius is even

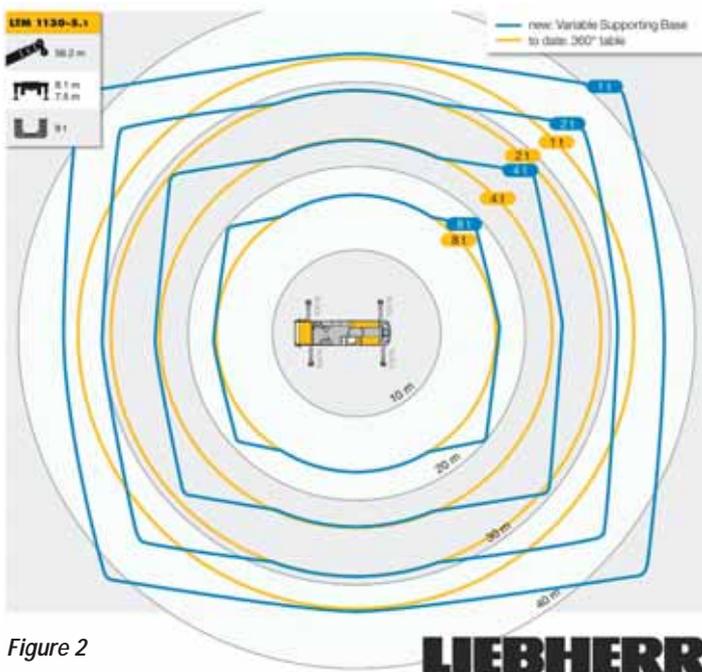


Figure 2

The system also allows increased lifting capacities and a larger working range. The largest gains are when operating directly over an outrigger jack, but it also provides improvements to 360 degree charts when lifting over the front or the rear.

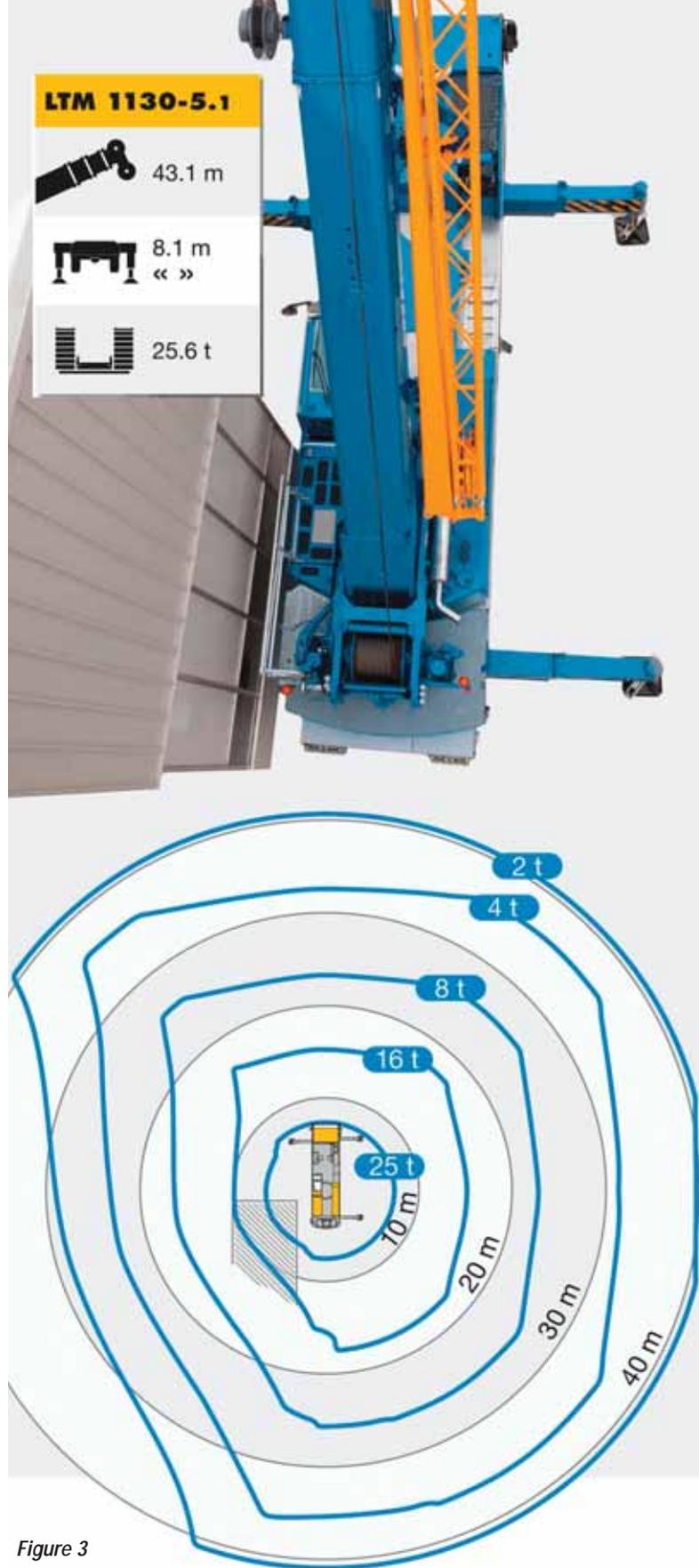


Figure 3

The Variable Support Base in operation when one outrigger is unable to be deployed.

more pronounced with the new system than when operating with full counterweight.

In the case of a Liebherr LTM 1130-5.1, it can lift a tonne at around 43 metres, rather than 33 metres without the Variable Support Base - a gain of almost 10 metres radius. This could offer numerous cost

savings, such as avoiding the need to send a ballast truck for a particular lift. The new 300 tonne LTM 1300 will be the first crane to be fitted with the system later this year. Other cranes - some but not all of the three, four and five axle machines - will have it available as an option during 2014.

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# 60 tonne AT sector hotting up



Grove GMK 3060

Crane sales generally have been rising at a slow but steady rate since the global financial meltdown in 2008. While nowhere near peak numbers, manufacturers are at least now buoyed by steadily increasing sales - particularly of the larger capacity cranes - even if total shipments are down around 70 to 80 percent in some countries.

Focusing for a moment on the UK market, which for some time now has been a conundrum for the crane manufacturers in that it is the only market in Europe where cranes do not have to comply with the 12 tonne per axle limit. Cranes can operate at up to 16.5 tonnes per axle but manufacturers have historically shied away from producing a UK specific crane.

With the smaller 'boom down' City cranes falling out of favour and the general move by rental companies to increase the minimum lifting capacity within their fleets, the 50 to 60 tonne class is increasingly becoming the smallest machine in a fleet. In fact the 55 tonne LTM 1055 has been one of Liebherr's top selling cranes in the UK but competition is becoming more fierce not only from the usual suspects - Grove and Terex - but also from within its own range.

Bauma saw the launch of two new

cranes in the 60 tonne class - the Liebherr LTM 1060 and the Grove GMK 3060 - ready to do battle with the UK version of the Terex Challenger - the 3180, a beefed up version of the Challenger 3160 making use of the increased axle weights allowable in the UK.

### How do they stack up?

So how do the LTM 1060, GMK 3060 and Challenger 3160 stack up against each other? Tadano Faun only has the three axle 50 tonne ATF 50-G3 and so this is not included.

### Most powerful three axle?

Liebherr has made its intentions very clear with the LTM 1060-3.1 calling it the most powerful three axle mobile crane in the world. The crane is the company's answer to the Terex 3180 and has been designed specifically for the UK with a 48 metre main boom and a total of 12.8 tonnes of counterweight. In comparison the Challenger has a 50 metre boom and 12.1 tonnes counterweight.

Liebherr UK predicts the LTM 1060 will become a big seller taking over from the LTM 1055 because it has eight metres more boom and more counterweight within the same dimensions.

"When the concept was first mooted the Europeans said they were not interested in a crane designed specifically for the UK," said Richard Everist, managing director of Liebherr GB. "However now they have had a chance to see it in the metal, they are very interested because of its high capacity, longer boom and various ballast options giving different configurations at 12 tonnes per axle."

At 12 tonnes an axle the LTM 1060 includes 5.5 tonnes of counterweight, 16.00 tyres, eddy current brake, 6x6 drive and a hook block. A special ballast plate configuration has been implemented in the design so depending on the crane equipment the ballast carried can be 3.7, 4.3, 4.9 or 5.5 tonnes. When the maximum 12.8 tonne counterweight is stored on board it is 15 tonnes per axle appealing to countries without the 12 tonne axle load restriction.

Other features include Liebherr's latest compact chassis technology with speed-dependent rear axle steering which is said to reduce tyre wear. The driver has five different steering programmes to suite a wide variety of driving situations. Air activated disk brakes are used for increased safety and efficiency compared to conventional drum brakes. Another advantage is that the brake linings - equipped with wear indicators - are easier to change. For those wanting a closer

look, the LTM 1060 will be on show at Vertical Days with the first UK delivery at the end of July to Liverpool-based John Sutch Crane Hire and the next two being delivered to Select Plant. The LTM 1055 will continue to be available, giving buyers an extra choice. The extra cost of LTM 1060 is about the same price as the boom extension of the LTM 1055, however this is offset by its eight metre longer main boom.

### Grove GMK 3060

The second major 60 tonne launch at Bauma was Grove's GMK 3060 which is an upgrade and replacement for the 55 tonne GMK 3055, offering improved capacity across the entire load chart thanks to an additional two tonnes of counterweight. Although the boom is shorter than the Liebherr or Terex, the Grove has good lifting capacities with a maximum of 52.62 tonnes at 2.7 metres. It also is the most compact - just - with an overall length of 11.4 metres and an outrigger spread of 6.2 metres. Other features include a new operator's cab and it is one of the first Grove mobile cranes to feature the new Crane Control System (CCS) which will eventually be used on all new Manitowoc, Potain and Grove cranes.

The CCS hardware is a standardised set of displays, joysticks, control units and a jog dial. By using common parts Manitowoc says it will make 'maintenance easier and improve fleet management for customers'. Software is also standardised across the product lines and is directly attuned to Manitowoc Crane Care service software.

Terex  
Challenger 3180

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The new GMK3060 also has a new boom optimisation feature, which works through the CCS system allowing operators to input basic lift parameters such as load, radius and load height, and the system automatically provides optimal boom options for performing the lift. This saves time on site and makes the set-up process much easier.

### Terex Challenger 3180

When Terex launched the Challenger 3160 it set new standards for a 'one man crane'. With a 50 metre boom it could lift up to 35.6 tonnes at a four metre radius within the 12 tonnes per axle loadings. It could also meet 10 tonne axle load requirements using its counterweight self de-rigging ability for a total vehicle weight of less than 30 tonnes. However UK buyers wanted more. So the 3180 can carry its full counterweight of 12.1 tonnes along with a 16 metre swing-away extension - giving a 66 metre tip height - at 15.5 tonnes per axle. The Challenger 3180 can also lift an extra 2.6 tonnes at four metres radius (38.2 tonnes) and can manage 800kg at 42 metres radius. "The benefit of this model is its 50 metre full power boom on a three axle carrier which means many jobs



Liebherr LTM 1060-3.1

can be reached without having to spend the time fitting a fly jib," says City Lifting's Trevor Jepson. "If we do need more reach the 16 metre swingaway can be carried on board within the UK weight limits."

The other major benefit of the Challenger series is that the design reduces the need for people to work at height. With a boom angle of minus five degrees it allows easy swingaway installation and re-reeving, further helped by the three sheave 'VarioHook' system with 18mm rope and six tonnes single line pull, reducing rigging time and weight of equipment

transported. The crane is also equipped with the Terex IC-1 Control System featuring an integrated load moment indicator, real-time operation display, load charts, fault indicator, load limit indicator, LMI-load light indicator and data logger.

### Which is best?

These three cranes are very closely matched. Although the Grove has a shorter boom it makes up for it with a good maximum lift capacity when operating without restrictions - over the rear or needing special equipment etc - having the most onboard and maximum ballast. It is

also the most compact (although they are all very similar) and has the best gradeability.

It was the Challengers success in the UK that forced Liebherr to rethink its 60 tonne class crane and launch the LTM 1060 and from initial feedback, Liebherr is happy with the interest shown and orders placed so far. They are all good cranes - the final choice probably comes down to your brand preference, history the manufacturers and the backup given. Price, finance and the salesman's ability will also be a factor of course.

## How the new 60 tonne cranes compare against the Challenger 3180

	Liebherr LTM 1060-3.1	Grove GMK 3060	Terex Challenger 3180
Max capacity from load charts	60.0t @ 2.1m over the rear 42.3t @ 3m no restrictions	52.6t @ 2.7m	39.5t @ 3m
Max lift at max radius	900kg @ 40 metres	1,000kg @ 38.1 metres	800kg @ 42 metres
Main boom	48m	43m	50m
Swingaway extension	9.5 – 16 m	8.7 – 15m	16m
Max lift height	63m	56.5m	66m
Axles	3	3	3
Swingaway offset angles	0, 20 and 40 degrees	0, 20 and 40 degrees	0, 20 and 40 degrees
Max onboard ballast for 12t axle loads	3.7 to 5.5 tonnes	6.6 tonnes max	3.2 to 4.7 tonnes
Additional ballast	7.3 tonnes	7.0 tonnes	7.4 tonnes
Max ballast	12.8 tonnes	13.6 tonnes	12.1 tonnes
Axle wt with max ballast	15 tonnes per axle	14.6 tonnes	15.5 tonnes
Chassis length	9.44m	9.10m	9.33m
O/A length	11,533mm	11,407mm	11,668mm
O/A width	2.55m	2.55m	2.55m
Outrigger width	6.3 m	6.2m	6.5m
Gradeability	69.8%	82%	75%
Carrier engine	270kW	265kW	240kW
Minimum boom angle	0 degrees	-2.7 degrees	-5 degrees

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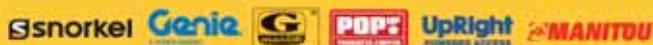
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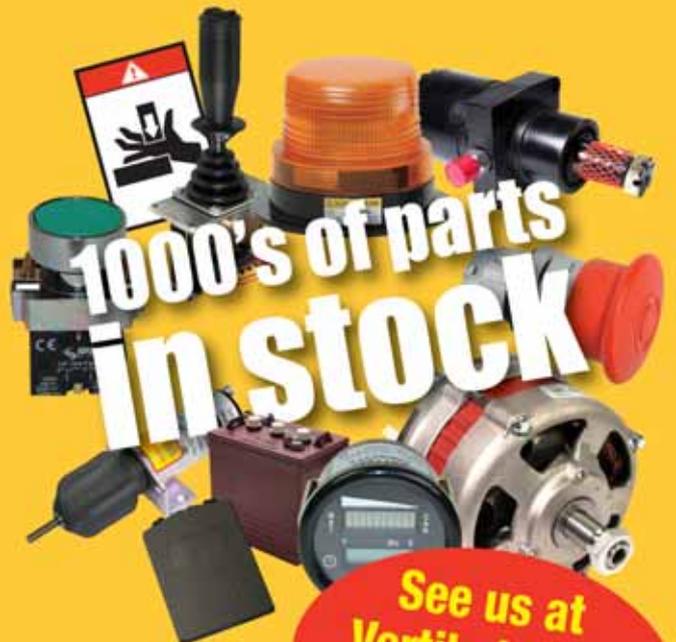


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# Market driven

The original Rough Terrain scissors of the early 1970s were relatively lightweight, two wheel drive units with large tyres. They were particularly successful as rental machines being very reliable, easy to transport and operate as well as being cheap to maintain and repair - ideal for both rental companies and users.

Because of their large platforms and decent platform capacity Rough Terrain scissors have increasingly been used for cladding and M&E work on large commercial buildings. By the early 1990s this probably represented more than 80 percent of all applications for these big machines and as a result their utilisation tends to closely follow the ups and downs of the commercial construction market.

The problem with this scenario is that when commercial construction dives there is precious little work for the big scissors and rental rates plunge as a large population of machines chases a shrinking number of projects. When the

market recovers rates for these machines never seem to return to commercially viable levels. In fact if the laws of simple economics worked most rental companies would stop buying this type of lift, supply and demand would slip back into balance and rates would or should rise.

## Loss leader

However as always there is more to it than that. Commercial construction - or the building of 'big boxes' - not only employs big RT scissor lifts. Once the steel work is up and the building clad, large numbers of smaller electric scissor lifts and booms are needed. So many rental companies feel that they need to be able to include RT scissor lifts in



A Holland Lift G320 working on a distribution centre in Manchester.

their range in order to 'offer the service' and also establish themselves as the main supplier for the project at the earlier stages and recoup when the profitable smaller machines go to work. The same arguments apply to mid-range telescopic boom lifts that are used for placing the steelwork.

Over the years this feast or famine low rate of return scenario hasn't changed a great deal. What has changed considerably are the products themselves, as manufacturers and rental companies try to find a way out of the conundrum. As a result the market has split up into several different product types. The original RT scissor has an overall width of about 2.4 metres, is around four metres long with platform heights between 32ft and 50ft/10 to 16 metres and a lift capacity of 680kg. This type of machine is no longer as popular as it was, with smaller more compact RTs now increasingly used for non-cladding work, while the 'cladding machine' market has moved towards large, heavy-duty models.

There is also a strong growth trend towards battery electric RT scissors thanks to more efficient drive-trains

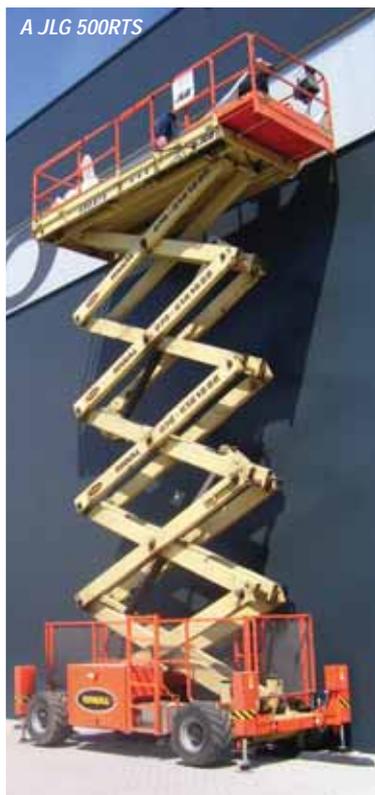
and improved battery power and life. These units offer an increasingly attractive antidote to the rising cost of diesel and stricter emission laws, while offering more versatility. Studies have shown that electric machines can cut running costs by up to 60 percent and because they can be used both inside and outside the building utilisation can be increased meaning they are less affected by the boom and bust nature of the commercial construction market. With many of these machines now being equipped with white/grey non-marking tyres they also offer the possibility to stay on site and simply move indoors - after a wash off of course - thus saving on transport and reducing the risk of a change in supplier with a change in machines.

## AC drive

One of the changes that is increasingly moving RT scissors towards battery power is the arrival of less costly, more rugged AC drive systems rather than hydraulic or even DC drive motors. The system uses an inverter in the machine's controller which converts DC current from the battery into a three-phase AC current which powers the motors controlling speed and



HAB is now having some success in the UK



A JLG 500RTS



Genie GS4069 DC outdoor/indoor RT 14m scissor lift

acceleration. Advantages are said to include better acceleration, gradeability and faster lift speeds as well as lower running costs and quieter operation. The system also has fewer moving parts using brushless sealed motors resistant to water and dust resulting in lower maintenance costs. Battery life has traditionally been the Achilles heel of DC powered equipment which suffers from decreased performance as the battery loses its charge. However an AC power system offers the control needed to maintain performance - even as battery charge runs low - providing up to 30 percent less energy consumption when compared to conventional equipment.

Typical AC systems can potentially recover battery energy using three forms of regenerative braking. Essentially, the inertia energy that is created by these actions is converted to electrical energy and returned to the battery, extending overall operating times and operating cycles helping ensure that the equipment can work even an extended shift from a single overnight recharge.

### Genie taking it mainstream

Genie was one of the first companies to take electric AC drive mainstream, initially on one of its industrial boom lifts, but now has a refined system for its three model range of RT scissors. The 26 to 40ft platform height GS2669DC,

GS3369DC and GS4069DC models, offering working heights of 9.9, 12 and 14.2 metres respectively. The company says that its three phase AC motors are smaller and lighter than equivalent output DC units and 50 percent faster than the older DC scissors and 30 percent quicker than their rough terrain, diesel-engine counterparts and all with zero emissions.

While the GS69DC range only has two driven wheels they claim to be able to travel off-road and climb 35 percent gradients. This is achieved by using an active oscillating front axle which helps keep all four wheels in contact with the ground. The patented full-time oscillating axle automatically senses the terrain and adjusts the axle position to match the ground conditions, regardless of the scissor's elevation.

### Two from Snorkel

Snorkel recently launched two new Rough Terrain scissors at Bauma. The S4390RT is a traditional sized machine, while the S3970RT is a compact RT. The company says the S4390RT is the first in a new family of high capacity Rough Terrain scissor lifts for construction applications. Prototypes were shown at Bauma to gauge customer and dealer feedback. Preliminary specifications of the S4390RT include a 43ft/13.1metre platform height, twin 1.3 metre deck extensions giving a 1.82 metre wide by 6.6 metre long platform with a capacity of 680kg. The four wheel drive S4390RT is driveable at heights of up to nine metres and standard features include automatic self-levelling outriggers. Snorkel intends to expand the new product



Snorkel S4390RT



MEC 2659 ES crossover working



The Titan boom can stand away from the building on more stable ground

range with the addition of the 52ft/15.8 metre S5290RT which will share the same chassis, capacity and maximum drive height as the S4390RT with an additional scissor stack to achieve the greater height.

The second new RT from Snorkel has been designed at its New Zealand facility primarily for the Australasian market but will be available in the rest of the world later this year. The compact S3970RT has a platform height of 39ft/11.5 metres, is 1.8 metres wide and 3.3 metres long, has a 350kg platform capacity and a 1.2 metre deck extension. The four wheel drive lift has an articulating rear axle, 350mm of ground clearance and 30 percent gradeability and is driveable at full height.

### MEC electric RTs

California-based MEC has been at the forefront of the move towards battery electric powered Rough Terrain scissors, but it also has several interesting and quirky products that fit into the RT scissor lift category - the Crossover, the Titan boom and its version of the UpRight/Snorkel Speed Level. It also has its traditional mid and large scissor models that are now only built to order.

The Speed Level - launched in 2009 - was a virtual copy of the UpRight/Snorkel machines but with some subtle design 'improvements'. In addition to the IC powered models it offers a battery powered version which allows the concept to be used for indoor applications.

The second is the MEC Crossover which is basically a compact slab-sized electric scissor with large lugged tyres and some decent Rough Terrain capability. Available with either 26ft/ eight metres or 32ft /9.7 metre platform heights it has an

overall width of 1.5 metres allowing passage through standard double doors. However it is its platform options that offer the most interesting differential. The offset platform is full width on one side of the machine, to avoid stretching or the need to get the chassis so close to a wall, while on the other side it incorporates a glazing /sheet rack on the outside of the guardrails, but still within the overall width of the machine.

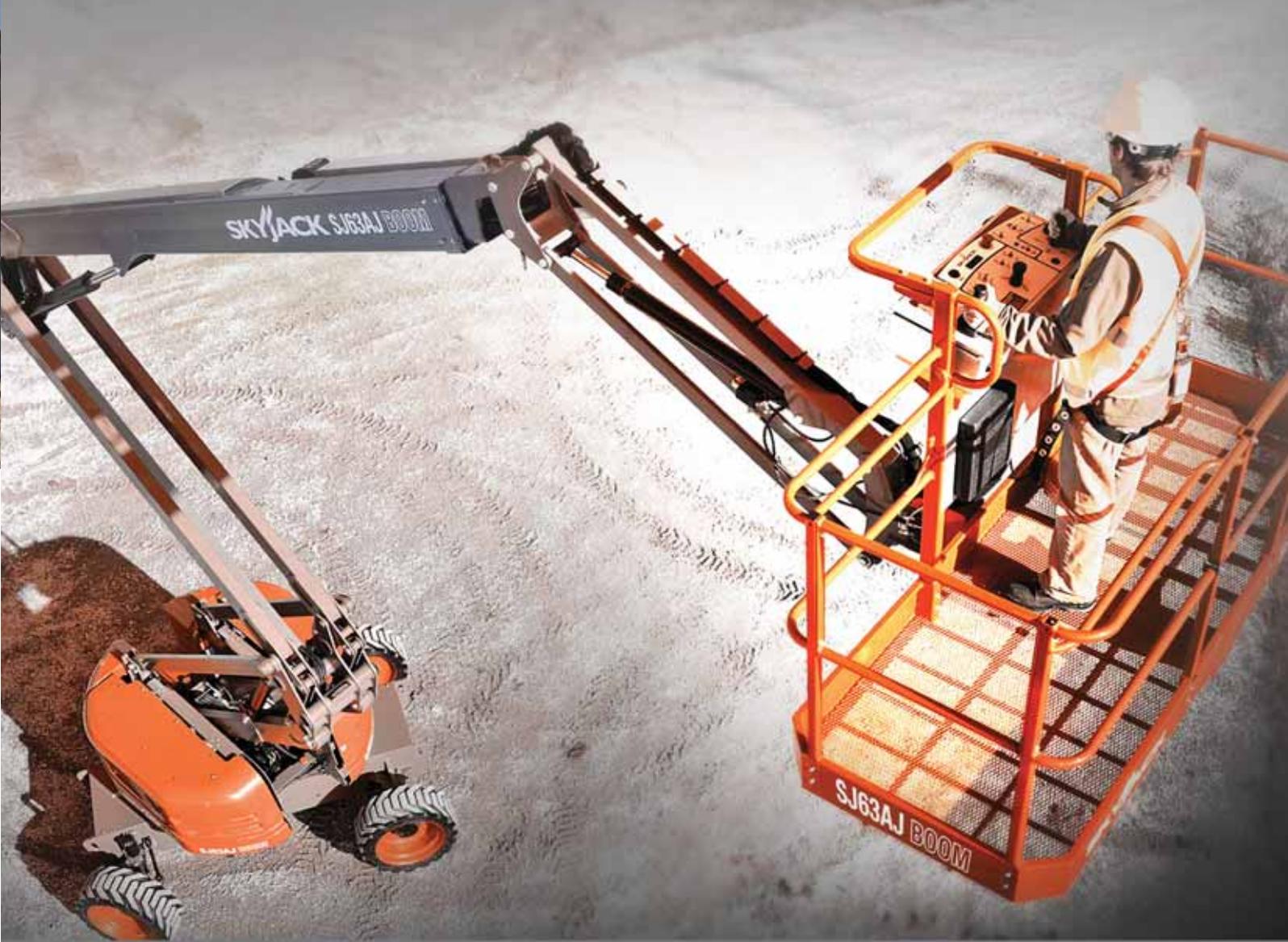
However the most 'quirky' or radical of the three alternatives is the company's Titan boom which is a mixture of a big deck scissor lift with the reach of a telescopic boom with some of the rotation capability and the lift capacity of a small telescopic handler.

### Titan boom gets bigger

The Titan concept could revolutionise the way some specific work is performed on construction sites. While the typical RT scissor can cope with a fair degree of rough terrain, its lack of outreach means that when working on external cladding for instance, the machine must work close to and parallel with the new building line which is likely to have been excavated and back-filled during the foundation phase - not the best place for the wheels of a heavy scissor lift to be. A machine like the Titan is able to stand further back - where there is room of course - and use its telescopic outreach and



The Titan 60-S has a 14m forward reach



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A large heavy-duty Holland Lift working in London

platform rotation to cover a large swathe of a façade without needing to move the base machine. The other benefit is that it can be based on more stable ground and the platform can work over low level obstacles.

The first model in the range was the 40ft/12.2 metre platform height Titan boom 40-S capable of handling loads up to 1,350kg in addition to four men offering working heights of up to 14.2 metres. However the company has started production of its new 60ft/18.3 metre Titan 60-S after requests from users in North America to take the concept higher.

The new machine, which will have its international launch at Vertikal Days this month, offers the same 1,350kg platform capacity, while its four section heavy duty boom provides a 20.3 metre working height, coupled with a whopping 14.6 metres of forward outreach when the stabilisers are set, plus three metres to the rear. The outreach differentiates the Titan from a scissor lift although its platform size and capacity clearly allow it to work on the heaviest of Rough Terrain scissor lift applications. Maximum drive height is 12.2 metres while four wheel

A Skyjack SJ9241 RT



How the Holland Lift compares with the H.A.B and Kreitzler

	Holland Lift Megastar G-320DL30	H.A.B S320-25 D4WDS	Kreitzler KIB 25/315
Platform height	31.7m	30m	29.5m
Working height	33.7m	32m	31.5m
Weight	31.2 tonnes	29 tonnes	19.5 tonnes
Platform size (closed)	6.6 x 2.8m	6.2 x 2.45m	6.5 x 2.0m
Platform extension	3.0m	2.1m	No: 3.5m traversing
Platform capacity	1,000kg	900kg	1,000kg
Gradeability	35%	30%	14%
Lift time	240 sec	125 sec	Not Specified
Length	7.02m	6.2m	7.2m
Width	2.98m	2.55m	2.49m
Travel height	3.63m	4.15m	8m
Engine/power	Diesel	Diesel	Diesel

drive and steer provide a 40 percent gradeability. A major advantage of the telescopic lift mechanism is that closed platform height is just two metres.

Large heavy-duty scissors

When Holland Lift introduced its 32 metre Megastar G-320DL30 4WDS/N in 2007 it was in a class of one because the larger machines in the Liftlux range had been rationalised by JLG. However over the last few years a number of other manufacturers have entered this market and launched large scissors that while they may not be bigger, are certainly in the same class.

The heavy duty scissor lift emerged from Holland and then Germany in the early 1980s driven by a number of Dutch rental companies and large end users prepared to pay a substantial premium for a more rigid product that offered an improved platform capacity and better reliability and durability. Holland Lift obliged and the new products quickly found a ready market in Germany. Heavy duty scissors began to carve out a space for itself other markets such as France and the UK in the mid 1990's particularly with the arrival of greater lift heights. With the Dutch and German markets still representing a huge slice of what is still a niche market sector it is no surprise that it is supplied almost entirely by Dutch and German manufacturers. Holland Lift is still the dominant player, but is now under increasing pressure from companies such as PB Lifetechnik and particularly H.A.B.

While the big Holland Lift and JLG/Liftlux machines created an ultra heavy duty class of Rough Terrain scissor lift, the heavy duty sector has blossomed over the years to include high narrow and

mid-range product sectors, not to mention track mounted models. The Megastar G-320 - with its platform height of 104ft/ 31.7 metres and a 1,000kg platform capacity even on its three metre deck extension - is still the largest scissor lift readily available - just. Measuring seven metres long and just less than three metres wide it was originally sold just as a diesel powered unit but is also now available with battery electric power, which offers similar performance to its diesel cousin. The company also introduced a slightly narrower 2.8 metre wide slab version of this massive machine - the G-320EL28 4WDS/N. The first units were shipped last year to a customer in China for power station maintenance work. While the narrow machine uses slab tyres, it still retains four wheel drive and steer and all of the other features from its Rough Terrain brother.

However for the first time in many

A Kreitzler KIB 25/315 with 3.5m sliding deck





PB Liftechnik has a range of RT scissors up to 17.5 metres

years there is now another manufacturer in the 100ft/30 metre heavy duty scissor lift market. German manufacturer H.A.B has both a narrow (1.39 metre wide) electric slab machine and the 2.55 metre wide, 6.7 metre long S 320 - 25 D4WDS with four wheel drive, self-levelling jacks and 30 percent gradeability. Weighing 29 tonnes it has a platform capacity of 900kg and a 6.2 x 2.5 metre deck with 2.1 metre extension - providing an 8.3 metre long extended platform - more than enough for the longest cladding

panels or sprinkler tubes. Another long standing German producer is Kreitzler which builds platforms and specialist access equipment. It offers two large scissor lifts with platform heights of 29.5 metres and still claims to offer the biggest of them all the 35.3 metre KIB 25/373 - although it has not built one of these in at least 10 years and may struggle to do so without a total redesign. All models have four wheel drive and four wheel steer, but with low gradeability are only suited to

concrete slab applications. The much lighter weight (19.5 tonnes for the 29.5 metre diesel version) of the KIB 25/315 may be as a result of a traversing platform - the whole 6.5 metre by 2.0 metre platform able to move forward by a maximum of 3.5 metres - a concept that while popular with big scissor lifts in the late 1980s and early 1990s has all but vanished.

Fellow German manufacturer PB Liftechnik has a wide range of scissors but only four in the Toplift 19 4x4 range which are 1.93 metres wide and have working heights from 13.25 metres to 17.5 metres.

If we compare the big HAB to the Holland Lift it is lighter and more compact but has a platform height that is 1.7 metres lower. Although the HAB has a good platform size - over eight metres when extended - it is slightly smaller, with a shorter extension and 100kg less platform capacity, but lift speed is significantly better. Given that the smaller machine is not that much easier to transport, the choice between these two machines will come down to price, availability and preference to supplier.

### Holland Lift changes

As a company Holland Lift has come through the recession in good shape, at least in terms of revenues and maintaining a solid order book. Having built the UK into its largest export market - in co-operation with Russon Access in which it eventually acquired a 50 percent stake - the downturn in the market and subsequent difficulties culminated in Russon Access going into administration at the end of last year which has had something of a knock on effect on Holland Lift in terms of lost revenues and bad debts. To cut a long story short, the changes at the company led to an investment by ProDelta Investments - the company which owns Riwal and Hovago - and then a full acquisition earlier this year as it acquired the shares of former director and majority shareholder Menno Koel. He then left the company in order to give the new owner free reign to introduce new strategies and procedures that it hopes will take the company into a new growth phase.

The new managing director Thom Sijs says he is initially focusing on

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the company's production and supply chain issues in order to add production capacity and reduce the traditionally long lead times for a Holland Lift product. Once this stage is accomplished then he plans to step up marketing and export expansion again. The company deliberated about exhibiting this

year at the UK's Vertikal Days and decided that it was not quite ready and is in discussions with various dealer prospects.

A body blow for the company prior to the take-over and probably the main reason for the final demise of its UK distributor Russon Access

was the failure to secure a large order from the UK's leading access company, Nationwide Platforms.

Rather than go with the expected, Nationwide invested for the first time in 25 H.A.B scissors. Four new models have been purchased including narrow, indoor use scissor lifts with working height of 15.2 metres - ideal for accessing areas through doorways and lift shafts. The other HAB models set to enter the fleet include 22.5 and 28 metre diesel scissor lifts selected for their 750kg platform capacity and ability to drive full height. The latest units also benefit from a shorter wheelbase.

**JLG and Liftlux**

For many years Liftlux was the main competitor to Holland Lift. JLG acquired the business in 2004 from Manitowoc and transferred production to its plant in Belgium. However having reviewed the market potential it decided to rationalise the line, which ran from 17 to 32 metres to focus on just three Liftlux diesel scissors - the 203-24, the 210-25 and the 245-25. JLG also has its regular line of RT scissor lifts - the 2.39 metre wide, 12 metre working height 3394RT



Just three LiftLux scissors are currently available up to 24.5 metres



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Haulotte Compact 10DX



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*Skyjack continues to have success with the dual deck SK9250*

with 1,050kg capacity, the 15.1 metre, 680kg capacity 4394RT and the compact 570kg capacity 1.75 metre wide 260MRT.

**Other developments**

Skyjack virtually created the big deck cladding market in the 1980s with versions of its 40 and 50ft machines with dual deck extensions. It continues to have success with its big SJ 9250 dual-deck scissor lift, that now fits between the full size scissor lifts and heavy duty models. Recent updates include the 14.5 metre working height 681kg capacity SJ 8841 and slightly wider 17.1 metre working height SJ 9250 which are both now driveable at full height.

Imer/Itesco added the IT14220E with a two metre deck extension at the front and one metre at the rear at Bauma. Haulotte has updated its compact RT range, with the

Compact 10DX and Compact 12DX adding a new Tier IV Kubota engine and new stronger outrigger design which can be deployed and retracted by one switch.



*Iteco IT 14220E*



*Noblift scissors at Bauma*

Another potentially new factor is the arrival of Chinese producers, which have so far concentrated their exports on small electric scissors. RT models will surely be next in line? China's largest manufacturer Dingli has two RT ranges – the 1.73 metres wide compact models with

10 and 12 metres working height, and the 2.27 metre wide RT range with working heights to 18 metres and capacities from 680 to 1,000kg. Other Chinese companies are also starting to export so watch out for companies like Mantall and Noblift that also produce RT scissors.

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The next Vertikal Days event is just a week or two away and promises to be the largest so far in terms of the number of exhibitors and the exhibit space used. This year's show - the seventh - looks set to benefit from being held in a Bauma year, with a number of new products launched at the world's biggest exhibition also being shown at Haydock Park. More importantly however there are a number of products making their European or even worldwide debuts at Vertikal Days, products that you simply couldn't see at Bauma.

Once again there is a healthy mix of equipment ranging from mobile access towers, to some of the largest aerial lifts along with the largest cranes ever seen at Vertikal Days and possibly the largest ever to be publicly displayed in the UK. There is also a far wider range of ancillary products and services than ever before.

One thing is for certain, if you have any interest in lifting equipment of any kind this year's event is a must. As usual you have the chance to see all of the world's major manufacturers

without having to walk miles and in a setting where exhibitors are not distracted by thousands of gawkers or side shows. You can be sure that everyone else at the show, both visitors and exhibitors alike, shares your interest helping make what is already a very social event even more sociable.

### Popular format

The organisers have tried very hard again this year to upgrade the visitor experience without spoiling the popular aspects of this unique event - not an easy task when almost 95 percent of visitors and exhibitors

last year said 'don't change anything'. So all the favourites remain including the all-inclusive catering, free parking and fast simple check-in. We have also kept the innovations added last year such as the separate barbeque and sandwich bar locations and the larger, improved entrance tent. A new addition is an automatic online badge maker for those who pre-register,

### Lunch Menu

Miles' famous Hog roast  
Barbecue stall with burgers and sausages  
Vegetarian chilli  
Salad selection  
Cheese board - including Cornish Gouda  
Fruit basket  
Sandwich/baguette bar for those in a hurry

allowing you to print out your own badge. If you haven't already pre-registered yet you can do so at: [www.vertikaldays.net](http://www.vertikaldays.net).

### People, meetings and seminars

If you are in the lifting business but not as passionate about the equipment as some, no problem! You can focus on the many other aspects of the event, from the people to informative workshops, seminars and meetings. Typically more than 80 percent of the UK and Ireland's specialist rental companies will attend over the two days, representing the vast majority of the region's annual buying power. This gives ample opportunity to network and exchange ideas with your peers. In addition there are more

short seminars planned than ever before and for the first time this year there is an open plan theatre in the Marketplace hosted by PASMA. The idea is that PASMA and its members, along with other Marketplace companies will use the area for various talks and presentations in the less formal setting, allowing people to join or leave at will. There are also more structured sessions and meetings, such as The Strategic Forum Plant Safety Group Outreach Meeting, smaller workshops and seminars, along with ALLMI and PASMA annual meetings, all of them educational and informative and the vast majority open to all. See chart on page 46.

### Marketplace

Bigger than ever before with more exhibitors and the new open plan PASMA theatre, the Marketplace is the place to have a coffee and meet up with a whole host of suppliers providing training, replacement parts, software and technology, mobile towers, finance and legal services, as well as housing the meeting rooms for the short seminars and workshops from companies such as Higher Concept, inspHire and Kosran etc...

## Practical details

**Venue:** Haydock Park, Newton le Willows, WA12 0HQ, off junction 23 of the M6.

### Dates and times

Wednesday 26th June - 10.00-17.30

Thursday 27th June - 10.00-16.30

Food and drink served in Marketplace all day.

Lunch is served in the Catering Marquee

12.30-14.30

**Network Event** (tickets required)

Wednesday 26th - 18.30-11.00

### How to register

- Pre-register online and print out your badge
- Bring along a completed invitation and swap for a badge
- Or just turn up with a business card and swap it for a badge

**Catering**

Vertikal Days is unique in that visitors do get a 'free lunch'. Barry Miles is back with a larger team than ever before and will be roasting a dozen free-range, large white porkers from Bovington, Hertfordshire, barbecuing around a thousand sausages from the same supplier and several thousand beef burgers. Once again there will be a vegetarian option or two, tasty salads and a cheese bar.

**Evening event**

Wednesday evening sees the annual Vertikal networking event, which sadly we have to limit to 700 for space and safety reasons. This year the menu is being upgraded with a little more selection and variety, while the musical interlude will be provided by a band new to the show - The Rockits - which plays every Friday at Liverpool's famous Cavern Club. As usual, tickets will be supplied to exhibitors first with any additional tickets offered on a first come first served basis to those who want them. You can put your name on the waiting list by emailing: [pt@vertikal.net](mailto:pt@vertikal.net).

**Other activities**

**ALLMI**

**Operator of the Year**

The third annual competition for loader crane operators now carries a cash prize of £250 plus a trophy, free training and the right to use the 'Operator of the Year' logo. Held in the ALLMI village it tests skill, safety and speed. ALLMI will also hold its general meetings at the show discussing changes to terms and conditions for lifting operations using a lorry loader crane.



**IPAF**

Celebrating its 30th anniversary IPAF will highlight the safe loading and unloading of aerial work platforms as part of its mission to promote the safe and effective use of powered access equipment. It will also focus on its other safety initiatives such as accident reporting and the 'Spread the load!' campaign including its newly

released ready reckoner tool. The



Federation has lots going on with a host of events scheduled later in the year so well worth a stop.

**PASMA**

Alongside Euro Towers, Lyte Industries, Planet Platforms and Turner Access, PASMA is taking centre stage in the popular Marketplace, offering advice and guidance and delivering a series of informal presentations on everything from the new PAS 250 standard for podiums and pulpits to its new guidance on applying for a pavement licence. It will be joined by the HSE talking about the review of the Work At Height Regulations and Paul Blanchard, a victim of a fall from height.



**CPA**

The Contractors Plant-Hire Association is the UK's heavy equipment and crane rental association and publisher of the widely used Plant Hire Terms & Conditions. Visit the stand to find out the benefits membership offers, which include support on safety and training issues and its insurance policies. The CPA will also be hosting its Strategic Forum Plant Safety Group Outreach meeting to discuss competence, ground conditions and the revised guidance on the safe use of telehandlers.



**So what's at the show?**

The following is the full listing of exhibitors grouped by major product sectors. There is also a full alphabetical listing on page 46.

**Access Equipment & Telehandlers**

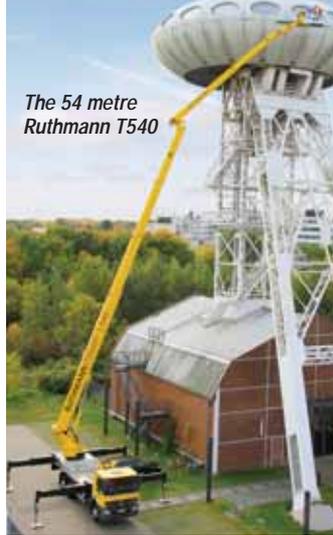
**Access Industries:** Stand 115

*See Multitel Pagliero*

**Access Sales International:** Stand 130

Ruthmann's UK distributor will have three truck mounted models on display which include a 20 metre TBR200 on a 3.5 tonne chassis, a 33 metre T330 on a 7.5 tonne chassis and a 54 metre T540,

The 54 metre Ruthmann T540



mounted on a 26 tonne chassis - the second model in the company's recently completed Height Performance range.

**Aerial and Handling Services:** Stand 137B

AHS will be exhibiting its range of scissor lift deck RailXtra material handling attachments as well as the range of WorkZone products following its acquisition of the license from AFI last month. These include SanctuaryZone, which prevents operators from being crushed, KeyZone which prevents unauthorised use of the machine and SmartZone which controls and monitors the use of a machine. The AHS team will also be on hand to discuss any bespoke attachment or specialist engineering solution you might require.

**Affordable Access:** Stand 119

*See Co.Me.t*

**Alimak Hek:** Stand 137A

Alimak Hek will use Vertikal Days to launch its twin mast TPL 2000D material hoist and transport platform. With a maximum height of 100 metres it has a platform capacity of up to 2,000kg as well as an alternative ramp/door system. It will also have its dual function TLP300 material hoist and transport platform on show.

The TPL 2000D



**APS:** Stand 125-6

*See IAPS*

**Ascendant:** Stand 131

The UK truck mounted lift

manufacturer will have a couple of its latest models on display. The company is also the H.A.B scissor and boom lift distributor for the UK, but is unlikely to have units on show this year.

**ATN:** Stand 128

ATN will bring a selection of machines from its range including an 8.1 metre PIAF 810 tracked mast boom, a four-wheel drive Zebra 12 articulated boom lift offering a 12.2 metre working height and 8.5 metre outreach and a 15 metre CX-15 Rough Terrain scissor lift which the company claims is the only model on the market to combine a 16 square metre platform with a maximum lift capacity of 700kg.



The CX-15 scissor lift

**Avant Tecno:** Stand 147A

Avant Tecno will exhibit at the show in the hope of finding a UK dealer for its Leguan platforms and it intends to showcase its 16 metre Leguan 160 tracked access platform which has an unrestricted platform capacity of 200kg and a maximum outreach of 6.5 metres.

**Bizzocchi:** Stand 122

*See CTE - B lift*

**Bluelift:** Stand 124

*See HLS*

**Böcker:** Stand 109

*See Kranlyft*

**Bravi:** Stand 118

Following its decision earlier in the year to sell its products direct in the UK, Bravi is exhibiting in its own right in the UK for first time since SED 2007. As such it will show its entire range of low level access products



Bravi's Leonardo HD



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which include the heavy duty Leonardo HD self-propelled lift, the Spin-Go push around lift as well as the newly upgraded Sprint stocker picker and Bravi Lite self-propelled lift. Of particular interest is the company's SOLO GYPS electrical drywall lifting device which is fitted on the Leonardo HD.

**Bronto Skylift:** Stand 100

Bronto will have the first of three 50 metre S50 XDT-J truck mounted lifts which have been ordered by Irish-based rental group Height for Hire/Easi UpLifts. Mounted on a 26 tonne Volvo chassis it offers a 35



The S50XDT

metre maximum outreach with a 120kg platform capacity.

**Co.Me.t :** Stand 119

Back for the second year running with distributor Co.M.et UK, the Italian truck mounted lift manufacturer will have a selection of lifts on show including the unusual 12 metre side-stowing ESK X4 that leaves most of the vehicle's length free for bulky bodies such as large tippers or chipper bins.

**CTE:** Stand 122

New on the CTE stand is its second generation 20 metre Zed 20.2HV truck mounted aerial lift with variable positioning H type outriggers. Also on show will be a 21 metre Zed 21JH truck mounted aerial lift and a 23 metre Traccess 230 spider lift.



The mark two Zed 20.2HV.

**Cumberland Platforms:** Stand 133

Combining stands with the UK Socage distributor, Cumberland will introduce its four-wheel drive single cab Hilux A314 as well as the same boom mounted on a Land Rover Defender. A UK first for Socage will be its 32 metre DAJ332 on a 7.5

tonne Mitsubishi chassis. It will also have a 20 metre DA320 mounted on a Nissan Cabstar and a 15 metre SPJ315 tracked spider lift.



The 13.5 metre Hilux A314 offers a 6.5 metre outreach.

**Cushman:** Stand 146A

Cushman is attending this year's show for a very specific reason, to show its fast buggy mounted Titan 11 scissor lift with the principle intention to obtain customer feedback on the concept and its working height prior to obtaining CE certification. So do stop by, take a look and give them your views.



Stop by and provide your input on this new product.

**Custom Equipment:** Stand 132B

See Hy-brid Access Platforms

**Dingli:** Stand 114

See Oswald Record Plant Sales

**Dinolift:** Stand 116

See Promax

**Easi UpLifts:** Stand 140

One of the largest powered access rental companies in the UK/Ireland, Easi UpLifts/Height for Hire, has expanded its fleet over the last couple of years to include larger and more specialist aerial lifts. This year it is planning to bring its 90 metre Bronto S90HLA and possibly its 52 metre Falcon FS 520C tracked spider lift.

**Easy Lift:** Stand 112

See Power Lift

**Euro Towers:** MP23

Based in the Marketplace the mobile tower manufacturer will have a small display and will be offering advice in the PASMA open plan theatre.

**élévateur:** Stand 140

See Easi UpLifts



The ZX135/70 - successor to the Z-135.

**Genie:** Stand 149

Making its first appearance in Europe at Vertikal Days is Genie's new 43 metre ZX135/70 articulating boom lift, the successor to its Z-135. Featuring a wider operational footprint which reduces ground pressure by 30 percent the machine offers a maximum outreach of 21.3 metres with impressive up and over capabilities. Sadly the new 57 metre SX180 self-propelled telescopic boom, unveiled at Bauma, will not now make it to the show, however the newly updated 2.5 tonne/six metre GTH2506 telehandler will. The company will also use Vertikal Days to formally launch its new UK after sales service division, Genie Service Solutions.

**Giraf Track:** Stand 129

See GGR

**GSR:** Stand 105/6

See SkyKing

**H.A.B:** Stand 131

See Ascendant

**Haulotte:** Stand 148

Haulotte is launching its new HT23RTJ Rough Terrain telescopic boom lift which takes less than a minute to reach its working height of 22.5 metres. It offers a maximum outreach of 18.3 metres and has a 450kg platform capacity. Haulotte's funding partner will also be on hand to discuss financing for its machines.

**Hinowa:** Stand 125-6

See APS

**HLS:** Stand 124

HLS will showcase two brand new machines this year, the compact Bluelift 17.6 metre SA18 tracked spider lift which weighs just 1.9 tonnes and the 17 metre RAM PT17 truck mounted lift on a Nissan Cabstar chassis, which is similar

The new HT23RTJ



to the 19 metre version but with one less boom section.

**Hy-Brid Access Platforms:** Stand 132B

Custom Equipment's new dealer for the UK will have several low level models on display including the ultra-compact 5ft platform height HB-P3.6 and 8ft HB-P830 push around lifts and the popular HB-1030 self-propelled scissor lift. Factory representatives will also be on hand to discuss the latest innovations that the company is working on.

**IAPS:** Stand 125-6

APS and IPS have adjoining stands at this year's show, presenting the first opportunity for IAPS Group to present all aspects of its company in one place.

APS the Hinowa and Omme lift distributor will show a model from each of the product lines including a 20 metre Hinowa 20.10IIS and a 27 metre Omme lift, along with its ultra low-level all-electric Bison X-Step platform and Youngman Boss X3 micro scissor lifts. The company may also have a vehicle mounted lift on show and will be announcing details of a new distribution agreement.

IPS will be on hand to discuss its access platform parts service. In addition the company will introduce its new Platform Service & Repair (PSR) division which delivers nationwide coverage through 23 fully equipped mobile service engineers.

**Imer:** Stand 135

Imer will show a selection of



Bluelift's SA18 spider lift



Imer's IM R 15.

products including its 12 and 14 metre IT10090 and IT12133 self-propelled scissor lifts. With platform capacities of 300kg and 350kg respectively, the battery powered lifts include a roll-out deck extension of 1.4 metres. Also on the stand will be the 15 metre IM R 15 tracked spider lift which offers an 8.7 metre outreach and its 5.2 metre Easy Up 5 SP self-propelled micro scissor lift.

**Instant UpRight:** MP15  
See Planet Platforms

**IPS:** Stand 125-6  
See IAPS

**Isoli:** Stand 116  
See Promax

**Iteco:** Stand 135  
See Imer

**JCB:** Stand 134A

Back for a second year JCB will have a larger display this year highlighting its latest telehandler models which will possibly include the new 20 metre unit which has now started to ship.

**JLG:** Stand 136

On the JLG stand this year will be the recently updated 2525H compact telehandler, which has been upgraded in a number of key areas including the cab and the power unit. Aerial lifts include a 45ft boom, the



JLG's updated 2525H telehandler.

RS scissor lift range, a Toucan 10E and two spider lifts, the 17 metre X17J Plus and 20 metre X20J Plus.

**Leguan:** Stand 147A  
See Avant Tecno

**Liftlux:** Stand 136  
See JLG

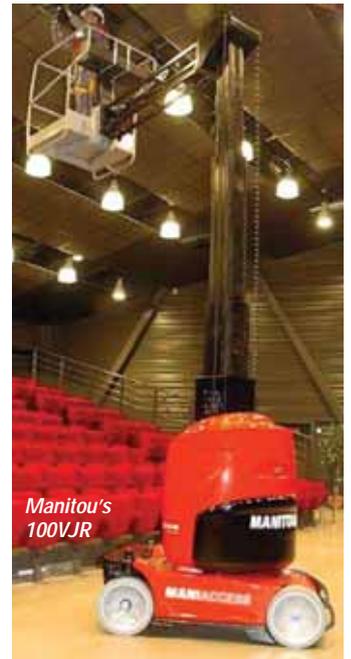
**Lyte Industries:** MP8

The tower and ladder manufacturer will show some of its smaller products in the Marketplace as well as joining PASMA with informal

presentations in the new open-plan theatre.

**Manitou:** Stand 126A

Manitou will display a good cross section of products from its telehandler and aerial lift range with more focus on the platforms giving its growing success as an



Manitou's 100VJR

alternative supplier to the three major full line producers. Units on show will include its eight metre 80VJR and 10 metre 100VJR mast booms, a seven metre 78SEC scissor lift along with a 17 metre Bi-Energy 170AETJ-L and 28 metre 280 boom lift.

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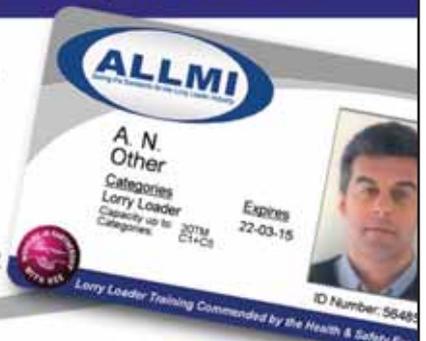
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**Mantis Access:** Stand 113

Making its Vertikal Days debut is the newly created access division of Mantis Cranes which has been appointed the Oil&Steel distributor for the UK and Ireland. The move follows significant changes by the manufacturer which includes a closer working partnership with sister company-loader crane company PM. The company will have three aerial lifts on display: a 21 metre Mantis MD 21 AWS based on a Terex 4x4x4 dumper chassis with Oil&Steel 21.12 Snake Smart superstructure, with 12 metres outreach and 360 degree continuous slew. The 20 metre Oil&Steel 2010 Snake Compact mounted on the 3.5 tonne Nissan Cabstar chassis and an 18 metre Octopussy 1800evo spider lift.

**MEC:** Stand 111

MEC plans to use Vertikal Days for the European launch of its big 60ft

Titan 60 scissor type platform on a boom which has the capacity of a telehandler, following the success of the original Titan 40. The company will also have a good deal to say about its new European distribution operation and you may have a chance to see its unusual Crossover scissor products with special offset platform as well as hear about its recently launched big RT scissor lifts.

**Movex:** Stand 112

See Power Lift

**Multitel:** Stand 115

Completely new to the UK on the Multitel Pagliero stand is its 20 metre MJ201 truck mounted platform on a 3.5 tonne chassis. The new lift is a conventional forward mounted telescopic platform, with the addition of a telescopic articulated jib. Also on a 3.5 tonne chassis is the new 23.5



Movex van mount



The new Multitel MJ201

metre MX235. Other machines include the 29 metre MX290 and 21 metre MX210 truck mounts as well as a 25 metre SMX250 tracked spider lift.

**Niftylift:** Stand 120-1

Europe's second largest self-



Niftylift might just have its largest machine to date on show the HR28?

propelled lift manufacturer has plenty to talk about, with a wide selection of units on show and its green credentials going far deeper than its vivid livery. Check out the low weight compact HR15 and HR17 booms with Hybrid technology. It is hoped that its new 28 metre HR28, which sets new standards for 86ft boom lifts in terms of overall weight and not to mention being the first battery powered product at this height, will make it to the show but it is looking unlikely. However if you are looking for trailer lifts or self-drive/All Terrain lifts this is also a stand you cannot afford to miss.

**Oil&Steel:** Stand 113

See Mantis Access

**Omme Lift:** Stand 125-6

See IAPS

**Oswald Record Plant Sales:** Stand 114

Following its appointment as the UK and Ireland distributor of Dingli

Dingli's JCPT 0507DC.



products late last year Oswald Record will have a range of Dingli electric scissor lifts on show, including a five metre working height JCPT 0507DC, a 7.8 metre JCPT 0807DC and a 10 metre JCPT 1008HD. The main focus on the stand will be the class leading JCPT 1612DC 51ft platform height/16 metre working height compact slab scissor lift launched late last year.

**Pagliari:** Stand 115

See Multitel

**Palfinger Platforms:** Stand 105-6

See SkyKing

**PB Liftechnik:** Stand 124

See HLS

**Platform Basket:** Stand 116

See Promax

**Planet Platforms:** MP15

Planet is the UK distributor for Instant UpRight alloy tower systems and accessories and also designs and builds a range of special access solutions. The company is participating under the PASMA umbrella.

**Pop-Up Products:** Stand 138

See Snorkel UK

**Power Lift:** Stand 112

Power Lift will have the newly upgraded 10.8 metre Movex TLF10 van mounted lift at the show along with the an 8.8 metre version - the TLF9, both offering five metres of



First time in Europe - the 60ft Titan 60

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Movex TLF710



outreach with a 120kg platform capacity. It will also have a 13 metre P130TL mounted on a Land Rover chassis as well as its Easy Lift R160 and R180 tracked spider lifts.

**Power Towers:** Stand 123

The leading low level lift producer Power Towers will have its full range on display including the recently launched Peco Lift manually elevated lift, alongside the original Power Tower and Nano range.

**Power Scissor:** Stand 132

See *The Access Platform Company*

**Promax Access:** Stand 116

Promax will exhibit Platform Basket's brand new 32.4 metre Spider 33.15 tracked access platform which was unveiled at Bauma. Its dual telescopic boom provides an outreach of 15.2 metres and an up and over height of 17 metres. Also on display will be several models from Platform Basket's PRO range of tracked access platforms.



The Platform Basket 33.15 launched at Bauma

**RAM:** Stand 124

See *HLS*

**ReachCraft:** Stand 132

See *The Access Platform Company*

**Ruthmann:** Stand 130

See *Access Sales International*

**Safi:** Stand 143B

Italian mastclimber and hoist manufacturer Safi, back for its second year at Vertikal Days, will exhibit products from its range of personal and material hoists. The company is owned

by the same group as Techio truck mounted lifts.

**Sky Aces:** Stand 105-6

See *SkyKing*

**Skyjack:** Stand 139

New this year on the Skyjack stand will be its 19 metre SJ63 AJ articulating boom lift which offers a 7.6 metre outreach and an up and over height of 8.5 metres. Other models on display include the SJ12 and SJ16 mast-type lifts and SJIII 3219, SJIII 3226, SJ6832 RT and SJ9241 RT scissor lifts. Featuring in the Demo area will be its SJ45 T and the SJ51 AJ articulating boom lifts.

**SkyKing:** Stand 105-6

As the Palfinger Platforms and GSR truck and van mount distributor SkyKing will have a range of vehicle mounted lifts on display. The GSR exhibits will include a 20 metre E209PX on a 3.5 tonne Nissan Cabstar, a 21.6 metre E228TJ on a 7.5 tonne Iveco chassis and a 32 metre E32PXJ mounted on an 18 tonne Volvo chassis. You will also see a GSR 13.5 metre E140TJV van mount on a 3.5 tonne Ford Transit. From Palfinger it will have a 30 metre P300KS mounted on a 7.5 tonne MAN chassis and for the first time in the UK a Sky Aces Tunlift tunnel inspection platform mounted on a seven tonne Iveco chassis.



Sky Aces' Tunlift on the SkyKing stand

**Snorkel UK:** Stand 138

Snorkel will officially launch its direct sales and service operation for the UK and Ireland, as well as have a good cross section of booms, scissors and low-level



Snorkel's new S4390RT at Bauma

The 19 metre SJ63 AJ



machines on show including its new S3970RT Rough Terrain scissor lift.

**Socage UK:** Stand 133

See *Cumberland Platforms*

**Speedy Services:** Stand 110



Socage UK's new DAJ332.

Speedy has been the event's rental equipment sponsor since the very first Vertikal Days and its mobile power division provides all of the power for the show while its events team supplies and installs the 750 metres of perimeter fencing as well as all of the pedestrian barriers around the showground.

**Teupen:** Stand 127

Exhibiting directly at Vertikal Days for the first time, Teupen will show its recently updated Leo 23GT and Leo 13GT, alongside its 21 metre Leo 21GT which it launched at Bauma. The articulating telescopic spider lift offers 12 metres of outreach and an unrestricted 250kg platform capacity. Weighing just 2.9 tonnes its overall

dimensions are 6.4 metres in length, just under a metre in width and two metres in height.

**The Access Platform Company:** Stand 132

Be sure to visit The Access Platform Company to check out a wide range of low-level access products that do not require batteries, electrics or pumps. Two products making their Vertikal Days debut are the 6.3 metre Power Lift, operated with a battery-powered drill and the hand powered 3.5 metre Skywinder Mini.

The company will also show its Powerscissor and Quickstep machines.

The hand drill powered Power Lift.

**Toucan:** Stand 136

See *JLG*

**Turner Industries:** MP12

Scaffold and tower specialist Turner will be exhibiting with PASMA in the Marketplace.

**UpRight:** Stand 138

See *Snorkel UK*



The Leo 21GT launched at Bauma.

**Versalift:** Stand 116A

Versalift will showcase several platforms this year, including its ET36LF mounted on a Ford Transit van, the first of 18 vehicles ordered by rental company Loxam which fully complies with the latest European Whole Vehicle Type Approval legislation. The company has also been working in partnership with VW Crafter and will have a five tonne demo vehicle with an ET36LF platform and battery pack. It will also have its Land Rover mounted LAT39 available with optional platform capacities and outrigger options.

**Wumag:** Stand 105-6

See SkyKing

**Youngman:** Stand 125-6

See APS

**Cranes and Lifting**

**Atlas:** ALLMI 102A

See ALLMI Village

**Böcker:** Stand 109

See Kranlyft

**Broderson:** Stand 159

See Cranes UK

**Cargotec:** ALLMI 103B

See ALLMI Village

**Compact Lifting Equipment:** Stand 147B

The JMG distributor will show models from the manufacturer's growing range of electric powered pick & carry cranes, with improved availability thanks to the recent expansion of its Italian production facility.

**Cormach:** Stand 146B

See Ernest Doe & Sons

**Cormidi:** Stand 129

See GGR

**Cranes UK:** Stand 159/190

Cranes UK is planning to show off the 400 tonne Tadano Faun

ATF400G-6 All Terrain crane which has recently been purchased by Davies Crane Hire. The six-axle crane, the star of the Tadano stand at Bauma, features a 76 metre luffing jib the providing a maximum tip height in excess of 120 metres and can lift to a radius of 86 metres. Also on the stand will be two 130 tonne ATF130G's - one with a new hydraulic jib - a 90 tonne ATF90G-4 and a 40 tonne ATF40G-2.

**Crowland Cranes:** Stand 151

The Ormig and Zoomlion crane distributor will have a new 35 tonne Zoomlion ZTC350 truck crane mounted on a Mercedes chassis and a 16 tonne battery powered Ormig pick & carry crane. It will also show a refurbished eight tonne Tadano TS75ML truck crane, which has been remounted on a new Daf LF45 chassis and the full range of LSI wireless load indicating systems including a new compact wind speed sensor.



The 35 tonne ZTC350

**E H Hassell:** Stand 191

Sennebogen's UK and Ireland distributor will exhibit its 40 tonne 643RHD crawler crane. It features a four section 30 metre main boom and a 13 metre bi-fold swing away extension.

**Effer:** ALLMI 102A

See ALLMI Village

**Elebia:** MP11

See Red Plant

**Ernest Doe & Sons:** Stand 146B

The loader crane distributor will have products on show from the two main loader crane manufacturers that it represents -

Cormach for the larger units and Next Hydraulics/Maxilift for the smaller models which are compact enough to fit on just about any vehicle.

**Galizia:** Stand 129

See GGR

**GGR:** Stand 129

GGR will make full use of its stand with no less than 13 machines, including three Unic spider cranes with the recently launched Eco-095 and the versatile Cormidi GKB19-4 Multipla which can be used as a spider crane, spider lift or as displayed as an underbridge unit. You can also see the 20 tonne Galizia F200E Plus and a two tonne G20 pick & carry cranes, an eight tonne Giraf Track MCC805 mini crawler crane and the new Hydraulica 2600 Quad-Circuit Compact vacuum lifter. Last but not least the company will be exhibiting a Starworker 1000 trailer crane alongside four glazing and cladding vacuum machines.



The versatile Cormidi Multipla.

**Giraf Track:** Stand 129

See GGR

**Glasboy:** Stand 129

See GGR

**Grove:** Stand 152-3

See Manitowoc

**Hiab:** ALLMI 103B

See ALLMI Village



The Maeda MC285C-2 spider crane.

**Hitachi Sumitomo:** Stand 135A

See NRC

**HMF:** ALLMI 103A

See ALLMI Village

**JMG:** Stand 147B

See Compact Lifting Equipment

**Kato:** Stand 109

See Kranlyft

**Kranlyft:** Stand 109

As the European master distributor for Maeda spider and mini cranes Kranlyft will have a good range of units on display including the recently updated MC285C-2 and LC785M-8B models. Sadly the new Maeda MK1033C articulated boom crane which was launched at Bauma will not be on show. Kranlyft will however show a Böcker truck crane following its appointment as the UK distributor earlier this year.

**Liebherr:** Stand 154-5

As usual Liebherr will be making a major splash at Vertikal Days, this year it will have the new 750 tonne, nine axle LTM1750-9.1 which is possibly the largest telescopic crane ever shown at a UK exhibition. The other major new product on show will be the MK140, the company's



The Tadano ATF400G-6



E H Hassel is showing a Sennebogen 643RHD

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# Mitas

Meetings and Seminars

Wednesday 26th June 2013		
Times	Meetings, Seminars & Workshops	Location
All Day	PASMA Seminars - Advice and Guidance on Mobile Access Tower Use	Marketplace, PASMA Theatre
10.00 Start	CPA Strategic Forum Plant Safety Group Outreach Meeting	Leverhulme Suites 1,2,3
11.00 - 12.00	Top Service - Credit Circle Meeting	Newton 1 Café
10.00 - 10.45	Higher Concept - Get the most out of Syrinx Seminars	Marketplace Room 1
11.00 - 11.45	Kosran - Improving Utilisation, Control & Site Safety Seminars	Marketplace Room 1
12.00 - 15.45	Higher Concept - Get the most out of Syrinx Seminars	Marketplace Room 1
10.00 - 14.00	inspHire 1-2-1 Customer Workshops	Marketplace Room 2
14.00 - 15.00	DEUTZ AG - New Engine Technology : Myths and Jargon Explained	Marketplace Room 2
15.00 - 17.00	inspHire 1-2-1 Customer Workshops	Marketplace Room 2
14.00 Start	ALLMI Manufacturer / Service Company Members - General Meeting	Pre-register with ALLMI for Venue details
Thursday 27th June 2013		
All Day	PASMA Seminars - Advice and Guidance on Mobile Access Tower Use	Marketplace, PASMA Theatre
10.00 Start	ALLMI Operators' Forum Members - General Meeting	Pre-register with ALLMI for Venue details
10.00 - 10.45	Higher Concept - Get the most out of Syrinx Seminars	Marketplace Room 1
11.00 - 11.45	Kosran - Improving Utilisation, Control & Site Safety Seminars	Marketplace Room 1
12.00 - 15.45	Higher Concept - Get the most out of Syrinx Seminars	Marketplace Room 1
10.00 - 14.00	inspHire 1-2-1 Customer Workshops	Marketplace Room 2
14.00 - 15.00	DEUTZ AG - New Engine Technology : Myths and Jargon Explained	Marketplace Room 2
15.00 - 17.00	inspHire 1-2-1 Customer Workshops	Marketplace Room 2
13.00 Start	PASMA Annual Member's Meeting	Haydock - Lancaster Suite

Exhibitor & Brand listing

Exhibitors/brands	Stand No	Easi UpLifts	140	Leguan	147A	Power Pads	151
3B6	MP4	Easy Lift	112	Liebherr	154-5	Power Scissor	132
Access Industries	115	Effer	102A	Liebherr Training Services	MP25	Power Towers	123
Access Sales International	130	Elebia	MP11	Lifting Gear UK	158	PSR	125-6
Aerial and Handling Services	137B	Else Solicitors	MP3	Liftlux	136	Probst Handling	145B
Affordable Access	119	Ernest Doe & Sons	146B	Lighthouse Club	Entrance Marquee	Promax Access	116
Ainscough Training Services	MP6b	Euro Towers	MP23	Link Belt	135A	RAM	124
Alfa Access Services	MP17	élévateur France	140	Load Systems International	151	ReachCraft	132
Alimak Hek	137A	Galizia	129	LSI	151	Red Plant	MP11
ALLMI	ALLMI Village	Gantic	MP19	Lube-A-Boom	151	Ris	Entrance Marquee
AltturnaMats	142A	Genie	149	Ludwig Hook	151	Ritchie Bros	MP1
Andover Trailer	192A	GGR	129	Lyte Industries	MP8	RSA	MP6a
APS	125-6	Giraf Track	129	Maeda	109	Ruthmann	130
Ascendant	131	Glasboy	129	Manitou	126A	Safi	143B
Atlas Cranes	102A	Global Integration Tire & Wheel	MP10	Manitowoc	152-3	Sennebogen	191
ATN	128	Goldhofer	192A	Mantis Access	113	Shawtrack	137
Avant Tecno	147A	Goodyear	147	Mantis Cranes	113	Shield Batteries	MP20
Big Astor	194	GreenTek Solutions	142A	Maxilift	146B	Sky Aces	105-6
Bizzocchi	122	GSR	105/6	MEC	111	Skyjack	139
Bluelift	124	H.A.B	131	MCS Rental Software	MP14	SkyKing	105-6
Böcker	109	Haulotte	148	Mentor Training	MP09	Snorkel UK	138
Bravi	118	HBC-radiomatic	140B	MethoCAD	MP21	Socage UK	133
Broderson	159/190	Hewden Training	MP2	Michelin Tyres	117	Speedy Services	110
Bronto Skylift	100	Hiab	103B	Mitas Tyres	144	Speedy Training	MP10b
C-Tech Industries	MP18	Higher Concept Software	MP7	Motion Software	MP5	Spierings	192
Cargotec	103B	Hinowa	125-6	Movex	112	SWL	140A
Cela	119A	Hitachi Sumitomo	135A	Multitel	115	Syrinx	MP7
CGS Tyres	144	HLS	124	Myerscough College	MP27	T H White	104B
Co.Me.t UK	119	HMF	103A	Next Hydraulics	146B	Tadano Faun	159/190
Compact Lifting Equipment	147B	Hy-Brid Access Platforms	132B	Niftylift	120-1	Terex Cranes	156-7
Cormach	146B	IAPS Group	125-6	Nooteboom	150A	Teupen	127
Cormidi	129	Ifor Williams	142B	NPORS	MP28	The Access Platform Company	132
CPA	195	Imer	135	NRC	135A	Timbermat	191A
Crane Hotline	Entrance Marquee	Industrial Lift and Hoist	Marquee	Oil&Steel	113	Tinsley	143A
Cranes Today	Entrance Marquee	inspHire	MP24	Omme Lift	125-6	TMC Lifting Supplies	151
Cranes UK	159/190	Instant UpRight	MP15	Orlaco	MP22	Top Service	MP13
Cranesafe	MP22	IPAF	107-8	Ormig	151	Total Logistics Training	MP6
Crowland Cranes	151	IPS	125-6	Oswald Record Plant Sales	114	Toucan	136
Crown Batteries	MP20	Iron Planet	150	Pagliari	115	TPA	141
CTE	122	Isoli	125-6	Palfinger	104B	Turner Industries	MP12
Cumberland Platforms	133	Iteco	135	Palfinger Platforms	105-6	TVH	134
Cushman	146A	JCB	134A	PASMA	MP	Unic	129
Custom Equipment	132B	JLG	136	PB Lifttechnik	124	Universal Crane Mats	192B
De Lage Landen Leasing	MP16	JMG	147B	Penny Hydraulics	102B	Valla	193
DEUTZ AG	MP10a	Kato	109	Peter Hird & Sons	193/MP4	Versalift	116A
Dingli	114	King Trailer	105-6	Platform Basket	116	Vertikal Market	London Taxi
Dinolift	116	Kosran	145A	Planet Platforms	MP15	Vertikal Press	MP
Dunlop Tyres	147	Kranlyft	109	PM Group	101A	Wienold	125-6
E H Hassell	191			Pop-Up Products	138	Winlet	193
				Potain	152-3	Wumag	105-6
				Power Lift	112	Youngman	125-6
						Zoomlion	151





The LTM1750 at its first UK show



A modular spreader beam from Lifting Gear

largest and latest self-erecting mobile tower crane. With the LTM1750 taking up a large part of the company's stand, the MK140 will be based in the upper demonstration area. At the smaller end this will be the first chance to see the new LTM1060 in the UK.

**Lifting Gear UK:** Stand 158

Lifting Gear UK has a large range of heavy lifting accessories including beams, wide bodied sling saver shackles and crane mats all available for hire. Utilised to

complement the rapidly changing needs of offshore/onshore industry sectors they will be exhibiting a range of products from its portfolio.

**Link Belt:** Stand 135A

See NRC

**LSI:** Stand 151

See Crowland Cranes

**Maeda:** Stand 109

See Kranlyft

**Manitowoc:** Stand 152-3

Manitowoc will showcase its popular 300 tonne Grove GMK6300L



The Grove GMK6300L



A Winlet vacuum robot lift

which has recorded more than 100 sales since its launch at the end of 2010. The crane on display, which has been purchased by Whyte Cranes of Scotland, features a seven section, 80 metre main boom and 29 metre bi-fold swingaway extension for a 112 metre maximum tip height.

**Mantis:** Stand 113

The self-erecting tower crane manufacturer is not planning to exhibit a regular crane this year due to the launch of its new Mantis Access business. However it will have a fully refurbished Atlas 308 crane/pole erecting unit mounted on a tracked carrier. Larger versions are also available for overhead electricity transmission work and other special applications.

**Maxilift:** Stand 146B

See Ernest Doe

**Next Hydraulics:** Stand 146B

See Ernest Doe

**NRC:** Stand 135A

Link Belt and Hitachi-Sumitomo's UK crane distributor will have two telescopic crawler cranes on display this year, a 70 tonne Link Belt TCC-750 and a 40 tonne Hitachi SCX400T.



The SCX400T crawler crane.

**Ormig:** Stand 151

See Crowland Cranes

**Penny Hydraulics:** ALLMI 102B

See ALLMI Village

**Palfinger:** ALLMI 104B

See ALLMI Village

**Peter Hird & Sons:** Stand 193

The Valla Crane distributor will show the Italian company's most compact electric pick & carry cranes including its new 12 tonne Valla 120EVO pick & carry crane which has a capacity of 1.7 tonnes at its maximum tip height of 13.5 metres. Also on the stand is the range of Winlet vacuum robot lifting equipment used for handling glazing, curtain walls, concrete, steel panels and cladding which weigh up to 575kg.

**PM Group:** ALLMI 101A

See ALLMI Village

**Potain:** Stand 152-3

See Manitowoc

**Red Plant:** MP11

Red Plant will use Vertikal Days as a platform to launch the new Elebia Evo automatic crane hook to the UK market. Available in three sizes capable of lifting five, 10 or 20 tonnes, the automatic hook eliminates the need for handling or rigging and works with cable



The Elebia Evo hook.

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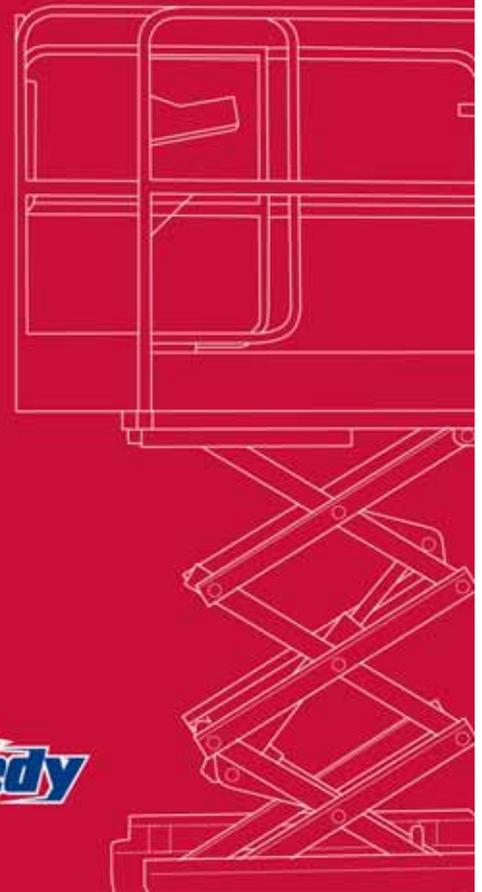
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**South East**  
South East Cranes Ltd  
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**South West**  
Avon Crane & Commercial Repairs Ltd  
Tel: 0117 977 4655



A Spierings four axle mobile self-erecting tower crane

and chain slings, traditional hoist rings and textile slings. Be sure to visit the stand for a demonstration.

**Sennebogen:** Stand 191

See E H Hassell

**Spierings:** Stand 192

Making a big comeback in the UK, Spierings is planning to have up to four of its mobile self-erecting tower cranes on show, including the new four axle alongside a six axle model. Spierings SK 498-AT4 at Bauma.

**SWL:** Stand 140A

New to Vertikal Days the Bristol-based company supplies a wide and extensive range of lifting tackle and equipment. Having built up a strong local following it has moved to larger premises and is now looking to expand its coverage nationally.

**T H White:** ALLMI 1004B

See ALLMI Village

**Tadano Faun:** Stand 159/190

See Cranes UK

**Terex Cranes:** Stand 156-7

Terex Cranes UK will be exhibiting five cranes at this year's show including a 140 tonne AC 140 Compact, an 80 tonne AC80-2, a 60 tonne Terex Challenger 3180, a 40 tonne AC40-1 City and a 40 tonne AC40/2L. It will also launch its new online parts ordering system. Be sure to check out the model Terex AC1000 which will be available to win at auction.

**TMC Lifting Supplies:** Stand 151

TMC will be completing live demonstrations of Ludwig's wireless remote controlled multi-hook release system which is being launched in the UK for the first time. It will also be showing the full range of Lube-A-Boom lubrication and anti-friction products as well as the range of Power Pad products which is debuting its Power-Pad Module Support system.

**Unic:** Stand 129

See GGR

**Valla:** Stand 193

See Peter Hird & Sons

**Wienold:** Stand 125-6

See APS

**Winlet:** Stand 193

See Peter Hird & Sons



A remote controlled Ludwig hook



The Penny Hydraulics electric SwingLift F500

**Zoomlion:** Stand 151

See Crowland Cranes

**ALLMI Village**

**Atlas Cranes:** ALLMI 102A

On show for Atlas this year is its next generation of loader cranes

specifically designed for the builders merchant and brick haulier sectors. The Atlas 104.3 A11 features a centralised column for uniform reach and stability, hard bronze bearings in the base for reduced whole life costs as well as improved reliability and smooth hydraulic movements



Terex's Challenger 3180



PM's 65SP loader crane



The HMF 3220-K

thanks to its HAWE manufactured main control valve.

**Cargotec UK:** ALLMI 103B

Cargotec UK will have two Hiab loader cranes on show with a 90 tonne/metre Hiab XS1055 fitted with the Hi-Pro control system alongside a Hiab XS422-4 mounted on an 8x2 DAF plant carrier.

**Effer:** ALLMI 102A

Following a co-operation agreement with Atlas Cranes last year, the company has a 57 tonne/metre 685 8S loader crane on the Atlas stand. Fitted with eight extensions the light weight crane offers a maximum reach of 20.6 metres.

**Hiab:** ALLMI 103B

See Cargotec UK.

**HMF:** ALLMI 103A

HMF will be displaying its new low weight 3220-K model on a demo vehicle which provides an outreach of 16.8 metres with six hydraulic extensions or 21.3 metres with eight hydraulic extensions. Features include continuous slewing and HMF's electronic stability system (EVS). Also be sure to check out the company's 5020 K8 loader crane which has been fitted with an access basket.

**Palfinger:** ALLMI 104B

See T H White

**Penny Hydraulics:** ALLMI 102B

Penny Hydraulics will exhibited a range of its vehicle mounted cranes and loading platforms on a demo van and flatbed truck. From its loading platform range it will show its side door type LoadLift 250, its 500kg EL500 TailLift and its StepLift 250. It will also be showing an extensive range of electric and hydraulic vehicle mounted cranes.

**PM Group:** ALLMI 101A

Supported by Manifold Commercials – its UK dealer in the North East – PM Group will showcase the largest loader crane in its heavy crane series with the PM100SP. It will also have a truck mounted PM65SP which has updated electronics and offers a maximum outreach of 25.50 metres when fitted with nine hydraulic extensions.

**T H White:** ALLMI 104B

The Palfinger dealer for England and Wales will have two of the manufacturer's latest loader cranes on display in the ALLMI Village and will be more than happy to talk about the new Palfinger PK65002 SH as well as the PK50002 EH loader cranes which are mounted on trucks that have heavy duty flat-deck bodies installed by T H White.

**Service, Safety, Training & Components**

**3B6:** MP4

See Peter Hird & Sons

**Ainscough Training Services:** MP6b

Ainscough Training is a CPCS and CSkills Award accredited test centre that specialises in training, technical testing, NVQ's and experienced worker practical assessments for appointed persons, crane supervisors and slinger signallers working with mobile, tower and loader cranes.

**Alfa Access Services:** MP17

Tracked spider and powered access specialist Alfa Access provides thorough examinations, service, training, parts and repairs as well as free advice on tricky access related situations. While tied to many distributors and manufacturers they remain independent and do not sell or rent.



Alfa's service vans

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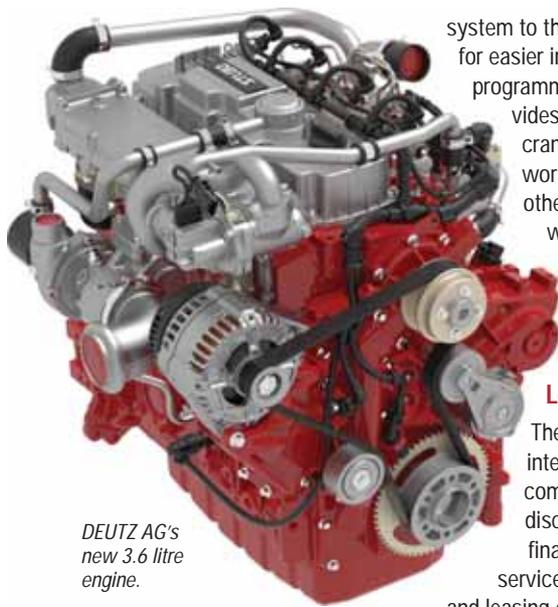
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IPAF Member

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DEUTZ AG's new 3.6 litre engine.

**AlturmaMats:** Stand 142A  
See Greentek

**Andover Trailer:** Stand 192A  
Andover Trailers provides tailor-made solutions for all manner of haulage requirements. The company is also the UK distributor for Goldhofer Trailers.

**Big Astor:** Stand 194  
Exhibiting for its second year Big Astor will be demonstrating its quick erect modular covered walkway that protects pedestrians from falling materials or tools on those jobs where there is no alternative to working alongside or even over public rights of way.

**C-Tech Industries:** MP18  
C-Tech Industries offers a range of replacement joysticks, control boxes, battery chargers and assorted parts for aerial work platforms.

**CGS Tyres:** Stand 144  
See Mitas

**CPA:** Stand 195  
See CPA in the introduction

**Crane Hotline:** Entrance Tent  
USA used crane source guide and magazine.

**Cranes Today:** Entrance Tent  
The longest established international crane magazine with sister magazine Hoist.

**Cranesafe:** MP22  
Along with its range of anemometers, wind speed alarms and load-view cameras for tower cranes, Cranesafe will also be launching SMIE's ProSITE safety

system to the UK market. Designed for easier installation and simpler programming, the system provides a clear graphic of the crane, its permitted working areas, as well as other cranes on site. Well worth taking a look.

**Crown Batteries:** MP20  
See Shield Batteries

**De Lage Landen Leasing:** MP16  
The UK arm of the international finance company will be on hand to discuss a wide range of financial packages and services for the acquisition and leasing of equipment.

**DEUTZ AG:** MP10a  
Talk to engine manufacturer DEUTZ AG about its new Stage 3B (Tier 4 Interim) engines, in particular its new water cooled 2.9 litre and 3.6 litre diesel engines. The company also provides a full aftermarket service through its network of 12 mobile service engineers, stores and workshop facilities.

**Dunlop Tyres:** Stand 147  
See Goodyear

**Else Solicitors:** MP3  
Midlands-based Else Solicitors has a specialist construction division and will be happy to discuss any legal issues.

**Euro Towers:** MP23  
As well as showcasing its new



Euro Towers new Stepfold

PAS250 compliant Stepfold podium, the company will also be showing its ladder frame tower with advanced guard rail.

**Gantic:** MP19  
The Norwegian company produces automatic battery chargers for aerial lifts and other products that use banks of semi-traction deep cycle batteries. By charging each battery individually it provides a double pay back in that it consumes considerably less energy and prolongs battery life by not overcooking them as well as several other benefits.

**Global Integration Tire & Wheel:** MP10  
A one stop service that provides a large range of replacement tyres for aerial work platforms as well as offering a green tyre fill or foam fill service.



A replacement HBR outrigger tyre.

**Goldhofer:** Stand 192A  
See Andover Trailers

**Goodyear:** Stand 147  
Goodyear will be exhibiting its Dunlop SP ER50 crane tyre which has been designed to cope with high speeds and heavy loads. It will also be exhibiting tyres from its industrial range as well as running a number of promotions throughout the show.

The SP ER50 crane tyre.



RoadTrack ground protection and temporary roadway system. These lightweight plastic panels can support vehicles up to 60 tonnes and are ideal for providing rapid site access route for cranes and construction equipment.

**HBC-radiomatic:** Stand 140B  
Making its Vertikal Days debut German remote control company HBC-radiomatic will have a range of innovative remote controllers on show which are targeted at the crane and hydraulic sectors. Most importantly it will be demonstrating its highly innovative Pilot intuitive remote controller don't miss it.

**Hewden Training:** MP2  
Hewden provides a comprehensive range of industry accredited training courses covering all health and safety, powered access, crane and general plant requirements. Stop by to see how it can tailor courses for your company on site or at one of its training facilities across the UK.

**Higher Concept Software:** MP7  
Producers of the rental management software Syrinx, Higher Concept is introducing SyrinxRW. This updated software allows a sales person to access and update Syrinx anytime using an iPad or smartphone. They can also use it to review customer information, transaction history, availability of stock as well as provide up to date pricing, all from a customer's site.

SyrinxRW allows for remote access using an iPad or smartphone.

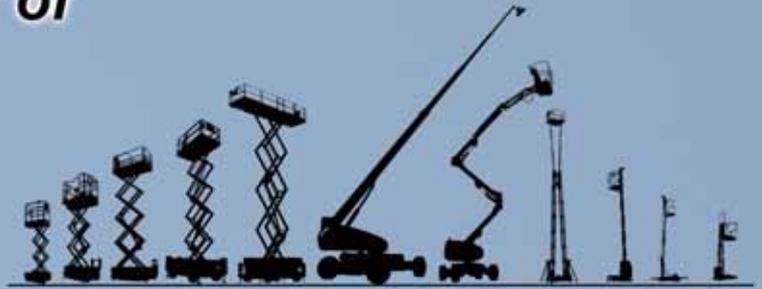


**GreenTek Solutions:** Stand 142A  
GreenTek will be showing its new range of Ground-Guards crane outrigger pads as well as its



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inspHire now available on Android and interactive dashboard technology.

**Ifor Williams:** Stand 142B

Attending Vertikal Days for the first time Ifor Williams produces a wide range of trailers for towing behind 4x4 vehicles including those well suited to transporting small scissor and boom lifts and spider lifts.

**Industrial Lift and Hoist:**

Entrance Marquee

The recently launched ILH magazine aims to reach production facilities in a number of countries with industrial lifting and access information.

**inspHire:** MP24

Rental management software provider inspHire will be holding free customer 1-2-1 workshops as well as demonstrating its innovative new features and products throughout the course of the event which include its latest software designed for Android and interactive dashboard technology. Be sure to ask the company about other new features which include scheduled servicing, test certificates, forward planning and day book planner.

**IPAF:** Stand 107-8

See IPAF introduction

**IPS:** Stand 125-6

See IAPS

**Iron Planet:** Stand 150

As a leading online marketplace for used heavy equipment IronPlanet will have a crane on site for sale. It will also have a team on hand to demonstrate how the IronPlanet crane-buying process and IronClad Assurance works.

**Cela:** Stand 119A

Cela produces a range of truck mounted spider type tracked aerial work platforms.

**King Trailer:** Stand 105-6

The trailer manufacturer will have an

example of one of its special access low loaders or fixed bed plant bodies on show.

**Kosran:** Stand 145A

Kosran's Safety Access Control (SAC) system has been specifically designed to help prevent unauthorised use of access equipment on job sites. It also delivers money-saving efficiencies for equipment rental companies including increased utilisation, accurate servicing intervals and improved rental income. Following the success of the pilot scheme with Nationwide, the company is now offering the technology to the wider access rental market. Also don't miss its short seminar 'Improving Utilisation, Control & Site Safety'.

**Liebherr Training Services:** MP25

The company offers qualifications, assessments and training for a wide range of skills, including: Appointed person, Crane supervisor, Slinger & signaller, Crane operator, Aerial work platforms, LICCON planner, The Influence of wind on lifting operations and NVQs in relevant disciplines.

**Lifting Gear UK:** Stand 158

See entry under Cranes



MCS-rm software.

**Lighthouse Club:**

Entrance Marquee

The Lighthouse Club is a charity to support families of construction workers who have died or been seriously injured at work. The charity will be selling copies of Dick Lloyd's book '40 Years a Salesman' and running a raffle or silent auction for any scale models donated. 100 percent of the proceeds will go to the charity.

**Load Systems International:**

Stand 151

See Crowland Cranes

**Lube-A-Boom:** Stand 151

See TMC Lifting Supplies

**Ludwig:** Stand 151

See TMC Lifting Supplies

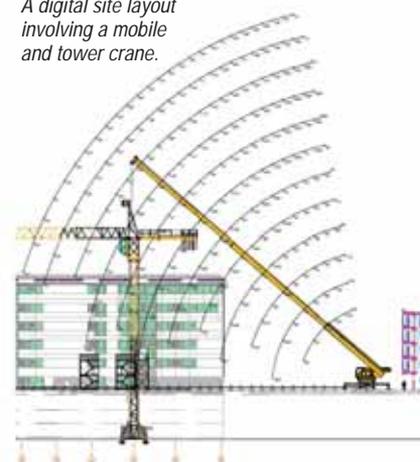
**MCS Rental Software:** MP14

MCS will showcase its Microsoft .NET hire software solution MCS-rm, which manages the rental process from quotes and contracts through to invoicing and accounts. It will also have its newly developed hire applications on a variety of mobile computer devices which offer service delivery reports, the ability to make customers-facing enquiries and help manage critical data.

**Mentor Training:** MP09

Visit the Mentor Training stand to discuss any operating training requirements or ask any question relating to retraining personnel in the safe use of lifting and access equipment. As well as providing IPAF and PASMA accredited training it has also added a new addition with ALLMI training.

A digital site layout involving a mobile and tower crane.



**MethoCAD:** MP21

Based in Paris, Creative Business Solutions (CBS) is the distributor of MethoCAD software developed under AutoCAD. The company offers three packages - tower cranes, mobile cranes and site layout - which provide an extensive database of tower and mobile



The Nootboom OSDS-48-03



Shawtrack's new fall arrest system provides edge protection and a pull-out walk way

crane's parameters which can be used on a digital 2D or 3D site layout to help with job site preparation.

**Michelin Tyres:** Stand 117

One of the key exhibits from the major tyre company at Vertical Days is its latest All Terrain crane tyres with its higher axle loadings for the UK market.

**Mitas Tyres:** Stand 144

Mitas Tyres will no doubt show its latest generation CR01 crane tyre which it claims has a high speed capability of up to 85km/h, excellent traction and lower fuel consumption thanks to its all steel construction and reduced rolling resistance.

**Motion Software:** MP5

Aberdeen-based operations and asset-tracking software company Motion Software will be showcasing a range of time saving planning tools including route planning, checklist reporting, work order and job management, for use with computers and handheld mobile devices.

**Myerscough College:** MP27

Myerscough has a specialist engineering department that runs dedicated courses for crane service engineers.

**Nooteboom:** Stand 150A

Dutch trailer manufacturer Nooteboom will bring a three-axle, 37 tonne capacity OSDS-48-03 semi lowloader with a hydraulic gooseneck ramp specifically designed for transporting access platforms and telehandlers.

**NPORS:** MP28

The National Plant Operators Registration Scheme is one of the UK's leading accreditation and registration bodies working across the construction, industrial, utilities, warehousing and distribution, agricultural, port and marine sectors.

**Orlaco:** MP22

See *CraneSafe*

**PASMA:** MP

See *PASMA introduction*

**Peter Hird & Son:** MP4

Making its Vertical Days debut is electronic systems manufacturer 3B6 with its UK distributor Peter Hird & Sons. As well as supplying to many OEMs it provides a range of electronic load monitoring indicators and rated indicated systems for the retro fit market. Other products include transducers, angle sensors, load cells, recoil drums, displays and anemometers.

**Power Pads:** Stand 151

See *TMC Lifting Supplies*

**PSR:** Stand 125-6

See *IAPS*

**Probst Handling:** Stand 145B

Another company making its Vertical Days debut, handling and laying equipment company Probst will be exhibiting a wide range of lifting attachments at the show including its SG80 block grab, its AKZ EcoGrip and AKZ BF loading grabs and its LG loading forks. It will also be exhibiting a selection of kerb grabs and vacuum lifting equipment.

**Ris:** Entrance Tent

The Italian Crane and Access magazine.

**Ritchie Bros:** MP1

The original equipment auctioneer has made substantial inroads into the crane and access markets over the past three years and was already a popular option for buying and selling telehandlers. It is looking to expand on this and meet crane and aerial lift buyers who are interested in learning more about buying or selling through its specialist auctions.

**RSA:** MP6a

RSA's Engineering Inspection Service has more than 450 engineer surveyors who inspect and certify a wide range of plant, equipment and installations ensuring its safety. It offers to help plant owners in adopting a strategy of compliance to the requirements of LOLER and PUWER and also extends to supporting and certifying compliance with best practice codes set by the CPA and BSI.



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**Shawtrack:** Stand 137

Shawtrack has developed a new pull-out edge protection fall arrest system which can be fitted on vehicles and trailers from 3.5 tonnes up to 32 tonnes.

**Shield Batteries:** MP20

Shield Batteries is the UK importer for Crown deep cycle batteries that are proving increasingly popular with aerial lift manufacturers and fleet owners. The company has invested heavily in the past few years to add value to its batteries with features such as thicker plates, more headroom for electrolyte and built-in Pro Eye to monitor levels.

**Speedy Training:** MP10b

Speedy will introduce its new and improved health and safety programme which has been designed to help customers and employees understand risks and how to minimise accidents. Its 'Safety from the Ground Up' campaign initially focused heavily on working at height and since its introduction, three more safety themes have been added to cover manual handling, hand arm vibration and dust control.

**Syrinx:** MP7

See *Higher Concept*

**Timbermat:** Stand 191A

Timbermat will exhibit new Emtek 31F heavy duty timber mats which provide certified loading and deflection calculations. The mats, which the company claims outperform those twice its thickness, are protected with steel bumpers and treated with micropro copper technology to protect and extend the life of the timber. Also on show will be FSC and SFI certified timber bog mats supplied in oak or tropical hardwoods.

**Tinsley:** Stand 143A

Trailer specialist Tinsley has been designing and manufacturing

specialist load carriers for the last 45 years. It is planning to exhibit its 48 tonne extendable machine carrier trailer as well as a range of steel outrigger mats designed for cranes.

**Top Service:** MP13

Credit information provider specialist Top Service will be offering free demonstrations on its service along with a credit control drop in service where they can offer their advice on your current credit control procedures. It is also organising a formative meeting to establish an industry wide credit circle for rental companies at the show.

**Total Logistics Training:** MP6

TL Training is a national training provider which offers a wide range of driver, fork lift, health and safety and instructor training courses which cover a wide number of industries.

**TPA:** Stand 141

UK-based temporary access and ground protection hire specialist company TPA will be showcasing its range of heavy duty temporary aluminium roadways aimed at the crane hire, lifting and access sectors.

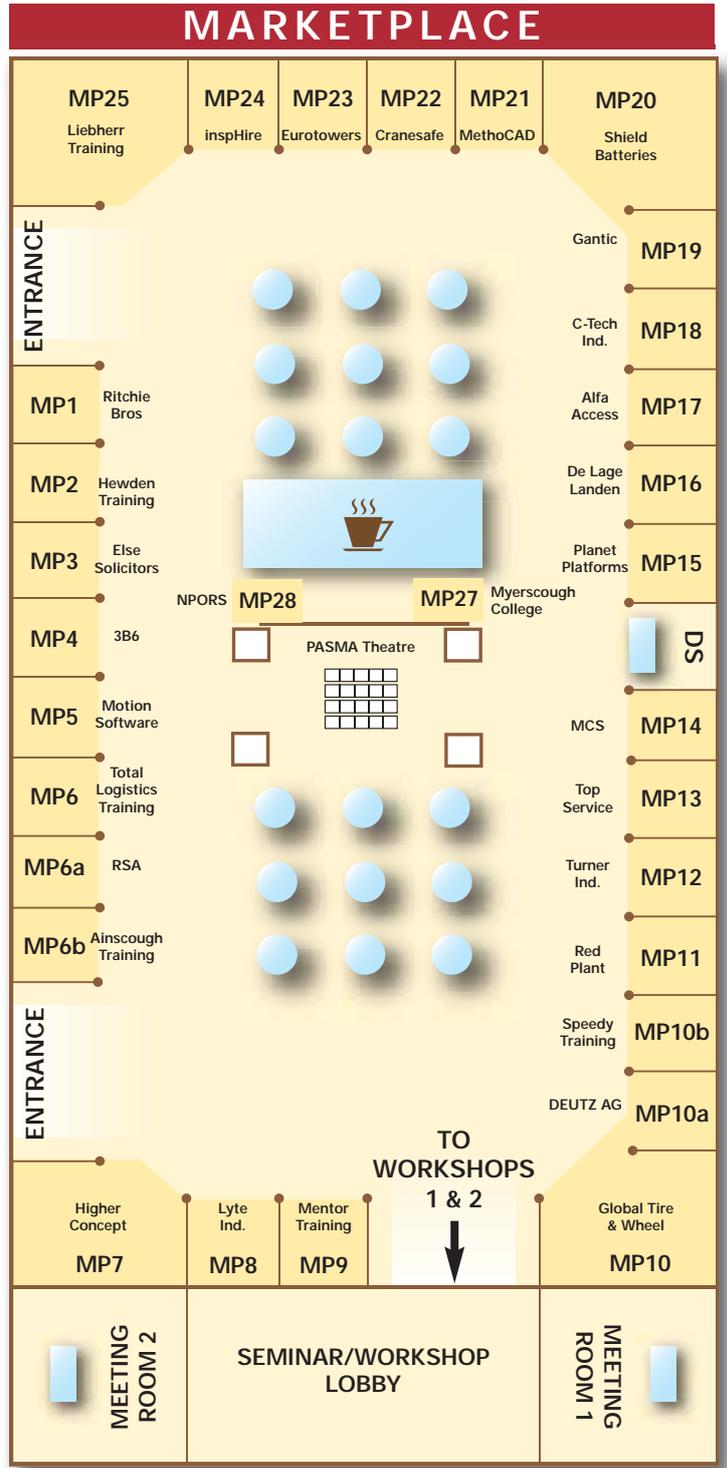
**TVH:** Stand 134

Belgian replacement parts supplier and rental company TVH will have a wide selection of products and accessories on show including personal safety equipment, ground support plates, rubber tracks, anti-theft systems, wheel covers, universal chargers and a scissor lift booster kit that can start a machine even if the battery is complete discharged or missing.

**Universal Crane Mats:**

Stand 192B

The company specialises in spreading loads imposed by just about any type of equipment, with a strong emphasis on outrigger mats



TPA's temporary roadways

and ground protection plates etc... The company is happy to help solve any ground bearing problem - routine or specific.

**Vertikal Press:**

Entrance Marquee Specialist international publisher to the lifting industry, including Cranes & Access



and Kran & Bühne magazines, Vertikal.net online news service and information database, and organiser of Vertikal Days and other events.

**Vertikal Market:** London Taxi

Be on the lookout for a London taxi parked at the show to find out about the new online used equipment platform for buying and selling used lifting equipment and accessories, including cranes, telehandlers and aerial lifts. Staff will be on hand to demonstrate how the programme works.

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# Miami IPAF

In late March, the International Powered Access Federation - IPAF - held its Annual General Meeting, Summit and Awards dinner in Miami, Florida, the first time the events have been held outside of Europe. The timing during Easter week probably deterred a number of potential attendees, while proving an attraction for others. One thing is certain it did attract a large number of first-time delegates, most of them from North America.

The Summit included presentations from a number of high level speakers, including chief executives from Terex - Ron Defeo, United Rentals - Michael Kneeland - and NES Rentals - Andy Studdert - along with Jordan Barab deputy assistant secretary of labor for OSHA and Sérgio Kariya - director of Brazil's Mills Rental among others and certainly the most illustrious the event has ever seen.

The photo album is smaller than in previous years however we have kept to our tradition and added the odd tongue-in-cheek caption here and there. We apologise in advance if any of them offend - it is certainly not our intention.

Next year's summit will be back in Europe and is scheduled for April 3rd at a venue in Windsor, not far from Heathrow airport, within visiting distance of the famous castle.

But let's take a look at this year's event. The festivities kicked off with an evening networking event - hosted by UK-based manufacturer Niftylift - for those arriving the evening before.



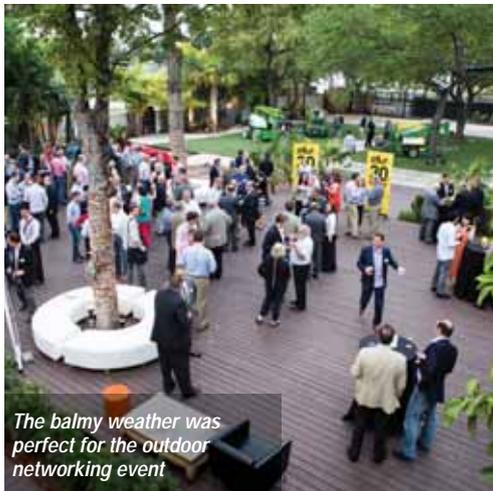
A bit of team building between Bernie Morel and JLG Italia's Roberto Marangoni



Two Balls - John Ball of Ireland's Easi UpLifts/Height for Hire with a new trainee daughter Sophie Ball



A happy sponsor - John Keely of Niftylift



The balmy weather was perfect for the outdoor networking event



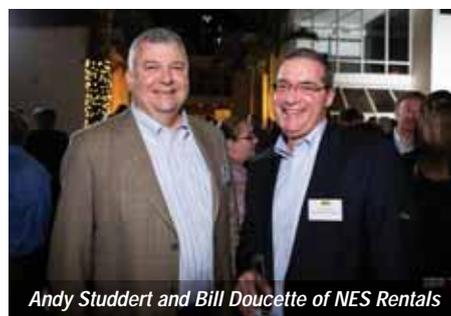
A thorn between two roses - Jo Wood, Tim Whiteman and Karina Mireles of IPAF highlighting the fact that the Federation also kicked off its 30th anniversary celebrations at the event



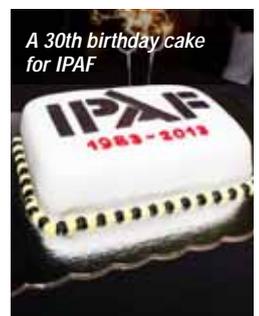
"Smile hard Karel and he will go away" Karel Huijsel of JLG Europe and Antonio Gomez de la Vega of RiRent



As the evening wore on more people arrived



Andy Studdert and Bill Doucette of NES Rentals



A 30th birthday cake for IPAF



Two Wraiths and a Parker get a little rowdy - Martin Wraith of INATIV, Chris Wraith of IPAF and Brian Parker of AFI UpLift



"Psst... Karina - some man has just put his chin on my shoulder - I am afraid to look. Keep smiling." Karina Mireles and Jo Wood of IPAF with Photo Bomber Rafael Bazzarella of Skyjack.



North South co-operation - Norty Turner of Riwal with Marzia Giusto of Nacanco, Italy and Macarena Garcia Oliver from Spanish magazine Movicarga



*"Careful" glasses are raised to toast who knows what*



*"The sun has got to him" – John Keely of Niftylift with Barry Brady of Elavation, Tim Ward of Niftylift and Mani Gonzalez of Elavation*



*"Come on now what'll you give me for it?" Morris Draper of Georgia based Area Work Platform Inspection gets animated*



*Terex and the press - Scott Owyen, Guy Ramsey of Maximum Capacity Media, Melinda Smith and Harrison Jenkins of Terex AWP*

The Summit



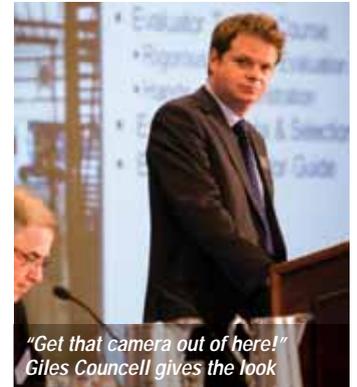
*The Summit covered a wide range of subjects*



*(L-R) Wayne Lawson passes the President's chain of office to Steve Couling in the presence of Tim Whiteman*



*"Well what have we here?" Ebbe Christensen of Reachmaster makes a point*



*"Get that camera out of here!" Giles Councill gives the look*



*"Ah so you are the famous Jean?" Martin Voegtli of Switzerland's SkyAccess meets IPAF's Jean Harrison*



*Ron Defeo's talk 'Keep it personal' was one of the best attended of the day*



*"Let me see now hash tag....." Outgoing president Wayne Lawson gives his review of the year, while Tim Whiteman tweets and incoming president Steve Couling waits his turn*



*Audience questions were often animated – Arjen Snijder of Riwal and Harry McArdle (below) of Easi UpLifts*



*"OMG... What have I let myself in for?" incoming president Steve Couling awaits his appointment*



*"Now look here you I'll have no nonsense while I'm president!" Steve Couling addresses the Summit as president.*



*Michael Kneeland of United Rentals gave his view of how the rental company of the future will look*

# The Dinner



*"I'm watching you buddy" newly appointed President Steve Couling has a few words and watches for hecklers*



*The awards dinner*



*"It could use a little samba to liven things up" Sergio Karyia of Mills with Rafael Cardoso of Genie South America and Marcelo Tamani of Mills*



*"I tell you it was massive" Steve Smith of Edge International looks on in bemusement as Shane Nickel of Reachcraft spins a yarn*

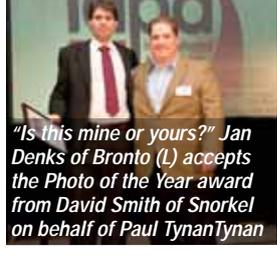
# C&a IPAF summit



*"Oh Oh!" Rolf Kulawik (R) of Ruthmann gives a worried look as Mikhail Malvinsky of LTECH of Russia gets all chummy*



*"Double Blarney" Frank and Harry McArdle of Height For Hire/Easi UpLifts*



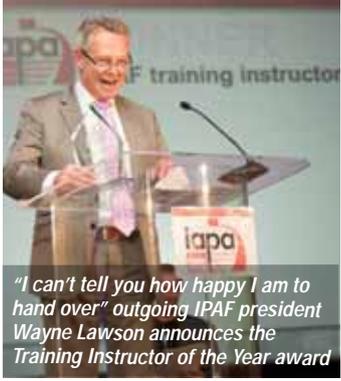
*"Is this mine or yours?" Jan Denks of Bronto (L) accepts the Photo of the Year award from David Smith of Snorkel on behalf of Paul TynanTynan*



*Erhan Acar (L) of Acarlar Makine and Farouk Aksoy general secretary of IMDER – the Turkish association of equipment distributors and manufacturers*



*Checking out the unions – Ron Defeo talks to Rich Toth and John Nesta of the Sheet Metal Workers 33 – Cleveland district – winner of the best new IPAF training centre award*



*"I can't tell you how happy I am to hand over" outgoing IPAF president Wayne Lawson announces the Training Instructor of the Year award*



*The award winners*

# GOING UP IN THE WORLD

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

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

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

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

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

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# Penny Hydraulics joins the ALLMI Village

A leading designer and producer of bespoke lifting solutions, Penny Hydraulics is the latest loader crane manufacturer to join the ALLMI Village at Vertikal Days.

The company's PR & E-commerce manager, Jessica Penny, said: "Having watched the show grow and develop over the last few years and in particular seeing the developments made to the ALLMI Village in 2012, it's clear that Vertikal Days has established itself as the most targeted networking and promotional event in the lorry loader industry's calendar. It certainly offers one of the best loader crane displays you'll find at a UK-based show and as we are keen to promote our range of cranes and loading platforms, we're very pleased to be a part of that. We look forward to meeting with customers at the show and further developing those relationships, as well as creating new contacts and being part of the events taking place within the ALLMI Village."

The ALLMI Village will include a display of the latest in loader crane and ancillary equipment.

ALLMI Village exhibitors include:

- Atlas
- Hiab
- HMF
- Palfinger (TH White)
- Penny Hydraulics
- PM

Ernest Doe & Son (Cormach) will also be exhibiting elsewhere in the show.



## ALLMI General Meetings - Reminder

Both meetings are taking place at Haydock Park as part of Vertikal Days.

- 26th June – Manufacturer / Service Company General Meeting.
- 27th June – Operators' Forum (fleet owner) General Meeting.

Contact ALLMI for information on attending.

## Increased demand for ALLMI Operator Training

The start of the 2013/14 financial year has seen a huge increase in demand for the association's training programme, with a 35 percent increase compared to the same period 12 months ago.

ALLMI chief executive Tom Wakefield said: "We were very pleased with last year's growth levels, but we've already seen a significant improvement on that in 2013. This growth is a testament to the hard work by all those involved with ALLMI; from the fulltime staff through to the working groups and committees, as well as the training providers and the wider membership. We're extremely fortunate to have such committed stakeholders who genuinely want to see standards raised, and whose input allows us to have a structure in place that facilitates the continual development of the training programmes in line with the needs of the industry."



C&a ALLMI focus

## New ALLMI Guidance Note - Sail Effect for Wind

### Determining the Sail Effect for Wind

The ALLMI Technical Committee has added another Guidance Note to its collection - "Determining the Sail Effect for Wind" - the document is aimed primarily at those planning and assessing lifting operations at height.

A key contributor to the Guidance Note's development was Peter Ellison, ALLMI Technical Committee member and application engineer for Cargotec UK: "The document provides extracts from relevant legislation, as well as information on factors to be considered and guidance on addressing such issues. Its development was prompted by enquiries from customers where confusion existed over the consideration that should be given to the sail area of loads being lifted. Upon investigation, it appeared there was scope for documented guidance on the subject, which we now hope will go some way towards providing the clarification that industry requires and further enabling the safe and efficient planning of lorry loader lifting operations," he said.

For a copy of this and other Guidance Notes please visit [www.allmi.com](http://www.allmi.com)

## HSE uses ALLMI Operator Training

Earlier this year, specialist inspectors from the Health & Safety Executive (HSE) attended an ALLMI Operator Course.

Over a two-day period, they received training on all aspects of lorry loader operation before being put through theoretical and practical assessments. ALLMI technical director and chief instructor, Alan Johnson, delivered the training and said: "The HSE has played a strong and effective role over the years in helping us develop the scope and content of the ALLMI training scheme, so it is encouraging that they chose the ALLMI course to improve the practical and theoretical knowledge of their specialist inspectors."

ALLMI Operator training includes the following course modules:

- Legislation
- Introduction to the Lorry Loader
- Pre-Operational Checks
- Operator Maintenance Instruction
- Lifting Equipment / Attachments
- Siting the Lorry Loader
- Deployment of Stabiliser Legs
- Use of Controls
- Preparing the Lorry Loader for Use
- Operating the Lorry Loader
- Stowing Procedures
- Preparation for Assessment / Revision
- Assessment: Theory and Practical

For further information visit [www.allmi.com](http://www.allmi.com)

## ALLMI Operator of the Year Competition – Reminder

ALLMI Operator of the Year Competition 2013

- ALLMI Village, Vertikal Days, Haydock Park, 26th / 27th June.
- £250 and the Competition Trophy to the winning operator.

• Use of the "ALLMI Operator of the Year 2013" logo for the operator's employer.

• Free ALLMI training course for the operator's employer (potentially worth over £4,000).



The "ALLMI Operator of the Year 2013" logo.

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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.

# Three years for company director

Using the bucket on a telehandler as a form of powered access has cost a UK company owner/director. Allan Turnbull has been sentenced to three years in prison following the death of an employee, Kenneth Joyce, 53, who was thrown from a boom lift after the platform was struck by a beam that fell from a crane in 2008. Joyce fell more than nine metres to the ground and was then struck by another beam which landed on top of him.

Turnbull, 61 owns A&H Boring and Machining which was contracted by North Eastern Marine Offshore Contracts (NEMOC) to dismantle a large building at the Swan Hunter shipyard in Wallsend, near Newcastle, even though it had no experience of taking down large structures. Christopher Taylor, 52, one of two directors of NEMOC, was convicted of consenting to, or conniving at, the failure to discharge duties under the Health & Safety Act and fined £30,000 plus £50,000 in costs.

Alison Norton, specialist prosecutor in the CPS Special Crime Division said: "Work in the shipyard was clearly dangerous and carried serious risks, but the real tragedy is that had a safe system of work been put in place to manage the risks, Kenneth Joyce's death could have been avoided. As his employer, Allan Turnbull failed to ensure his safety at work, as did NEMOC and one of its directors, Christopher Taylor. These failures had terrible consequences and I hope today's sentences provide some comfort to the Joyce family." NEMOC was fined £1 as it is now in liquidation.

# \$70,000 fine for Hard Hammer

Canadian contractor, Hard Hammer Construction was fined almost \$70,000 for a January 2011 incident at the Sutton Place Hotel at the Revelstoke Mountain Resort that injured two crane operators.

A 6.6 metre steel beam had been lifted into position the day before and tack welded in place. The two operators were standing under the beam as welders finished welding it, the tack welds gave way and the beam dropped around three metres, crushing the foot of one man and causing

serious leg grazing on the other. The WorkSafeBC investigation found numerous faults with the site including a lack of safety information, no shop or field drawings along with poor welding equipment and conditions. There was no instruction on a safe procedure for erecting the steel roof structure and the employer failed to provide adequate information, instruction, training and supervision.

In 2009 the company was fined \$61,398.50 when the superintendent in charge of construction at the Sutton Place Hotel interfered with two WorkSafeBC officers conducting an inspection. More recently one of its Vancouver employees fell around five metres while unloading boxes from a telehandlers forks. The WorkSafeBC preliminary investigation cites a number of problems. It says that Hard Hammer was using two boom lifts whose safety certifications had expired and was warned not to overload the lifts and to ensure that harness lanyards are properly connected.

It also found that the telehandler was positioned in the public road while lifting materials to the second floor, without traffic control measures and that it was not licensed to work on public roadways.



*A Hard Hammer employee unloading boxes from the forks of this telehandler was seriously injured after falling to the ground*

# Stars of the future

The CPA hosted the first 'Stars of the Future' plant mechanic apprenticeship awards at PlantWorx in May. The annual scheme has been devised by the CPA to recognise talented apprentices in colleges across the UK and attracted 489 entries in total.

There were separate prizes for Level 2 and Level 3 apprentices, with colleges selecting two apprentice as 'Stars of the Future', resulting in 20 regional winners. A panel of judges selected two national winners from the 20 - one at each level. They are:

**Level 2 - Nathan Wadiun** of Moortown Construction / Askham Bryan College and **Level 3 - James Scott** of A-Plant / Reaseheath College. They each received £1,000 in tool vouchers and a trophy.

Haydn Steele of the CPA, who along with Kevin Minton was responsible for developing the programme and organising the event said: "It was

amazing to see so much support for the 'Stars of the Future' from employers, trainers and the next generation of engineers. We have set a very high benchmark but intend to make the scheme even bigger and better next year." See the other regional winners on page 72.



Level 2 winner Nathan Wadiun.



Level 3 winner James Scott.

# Who trained him then?



This 'get up' is used every two years by the 79 year old homeowner to paint the upper floor of his house.





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# IPAF rental market reports show 4% fleet growth in the UK

The UK is one of the world's most mature powered access rental markets and continued to see a concentration of market share among the largest players, according to IPAF's annual research into the industry.

The UK rental market grew by two percent in 2012 and is expected to increase by six to eight percent in 2013-2014. Fleet expansion grew by four percent, with companies investing in low-level access and niche products such as spider lifts and large truck-mounted platforms.

The UK access rental fleet is estimated at 50,000 units, with scissors representing 60 percent, booms 32 percent and others eight percent. The share of booms is expected to increase slightly in 2013, at the expense of scissors.

The average age of the fleet stabilised at around 9.6 years, slightly higher than in other European countries.

IPAF has also estimated the size of the worldwide aerial lift rental fleet at 950,000 units, in the IPAF European Powered

Access Rental Market Report 2013 and the IPAF US Powered Access Rental Market Report 2013. The European report covers Denmark, Finland, France, Germany, Italy, the Netherlands, Norway, Spain, Sweden and the UK, while the US report includes findings on Canada and Brazil.

The reports highlight key facts and figures such as fleet size, utilisation rates and retention periods, and can be purchased at [www.ipaf.org/reports](http://www.ipaf.org/reports)



## Lifetime Achievement Award for Harry McArdle

Harry McArdle, founder of Height for Hire and Easi Uplifts was presented with a Lifetime Achievement Award at the IPAF awards dinner in Miami in March. The award was presented by newly elected IPAF president Steve Couling who said: "Harry was one of the first entrepreneurs to take access seriously as a rental business. He is also quick to see new opportunities in products and markets."



Harry McArdle, (R) receives the Lifetime Achievement Award trophy from Steve Couling.

See the full list of winners at [www.iapa-summit.info](http://www.iapa-summit.info)

## Safe operation: Mission possible

Safety and training were the dominant themes at the IPAF Summit held in Miami USA at the end of March, with several speakers calling for pressing changes in the US powered access industry to keep it safe and efficient.

Speakers included Jordan Barab of OSHA, Ron DeFeo of Terex, Andy Studdert of NES Rentals, Tim Hatch of JLG, Sérgio Kariya of Mills Rental and Michael Kneeland of United Rentals. Their full presentations are available for download in the Resources section of [www.ipaf.org](http://www.ipaf.org)



The next IPAF Summit and awards dinner will be held on 3rd April 2014 at Windsor in the UK. More details will be available at [www.iapa-summit.info](http://www.iapa-summit.info)

"Keep it personal": Ron DeFeo urges the IPAF Summit audience to improve safety in their organisations.

## Steve Couling takes over as IPAF president

Steve Couling of Versalift, was elected as IPAF president at the Federation's annual general meeting in Miami, succeeding Wayne Lawson of JLG. Andy Studdert, of NES Rentals, was elected deputy president, while Brad Boehler of Skyjack and Nick Selley of AFI-Uplift were elected to the IPAF board.



At the hand over: (L-R) Wayne Lawson, Steve Couling and Tim Whiteman.



Couling outlined three goals for his two-year term: specialist training for the vehicle-mounted sector, online training programmes and the creation of more IPAF country councils to provide regional forums for discussion and a focus on issues important locally. "The vehicle-mounted platform sector has further to go than most," he noted. "There

is still a far too relaxed approach to specialist training needs in some regions."

Launching IPAF's 30th anniversary celebrations, Couling added: "I intend to re-define our original core objectives to all members and remind everyone that IPAF is a not-for-profit organisation. The original objectives of IPAF are still true and they still hold water: We want to ensure our industry is safe for all users of powered access equipment. I look forward to working with Tim Whiteman and the IPAF staff, and thank them for their hard work and loyalty. Without them, there is no IPAF."

## Save the date: IPAF member event

The IPAF Professional Development and Banger Racing Day, specially organised for UK members, will be held on 6th September 2013 in Northampton.

The day will start with a professional development session in the morning, where members can hear about some of the current issues relevant to the powered access industry and recent IPAF activities.

This will be followed in the afternoon by banger racing.

Members will have the opportunity to test their driving skills, combining speed, manoeuvrability and safety. Members can either rent a car to race or they can build their own (to precise criteria provided). Refreshments will be provided, including lunch and a barbecue supper.

Details at [www.ipaf.org/events](http://www.ipaf.org/events)



## PDS for instructors

This year's IPAF Professional Development Seminars (PDS) for UK instructors and training centres will be held on 24th September in the North at the Metro Centre Marriott Hotel, Tyne & Wear NE11 9XF, and on 3rd December in the South, at the De Vere Milton Hill House, Oxfordshire OX13 6AF. IPAF has agreed a special room rate with both hotels valid until 31st July and 11th November respectively.

Details at [www.ipaf.org/events](http://www.ipaf.org/events)

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# New guidance on pavement licences

PASMA has published guidance notes and an application form for use when applying for a licence to assemble and use a mobile access tower on a public highway (Highways Act 1980 - Section 169).

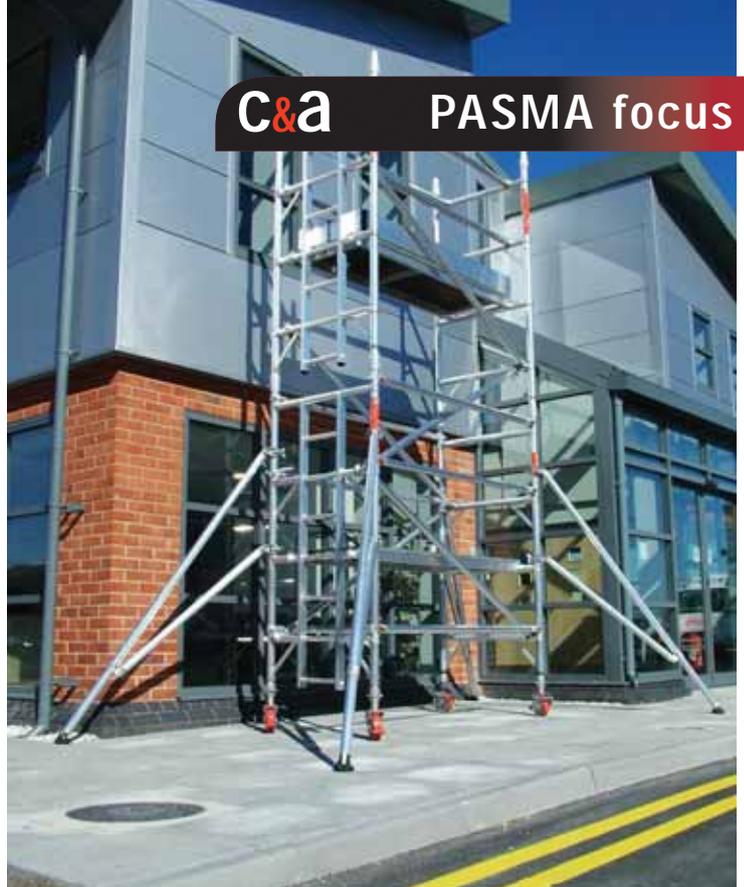
The guidance produced in consultation with the Health & Safety Executive, the Highway Authority and the National Traffic Managers Forum, was launched at this year's Safety & Health Expo at the NEC and included a talk on the topic by PASMA's technical director, Don Aers, in the Access Industry Forum's (AIF) Working at Height Knowledge Base. A video of the talk will shortly be available to view at [www.pasma.co.uk](http://www.pasma.co.uk)

The Highways Act 1980 requires scaffolding placed on a public highway - even temporarily - to be licenced. This requirement extends to mobile access towers and the application form allows those planning to use a tower to formally apply for such a licence. For the purposes of the form, a highway can be considered any place where the public have a right to pass,



regardless of whether it is publicly maintained - for example, carriageways, pavements, footpaths and verges. The form covers, amongst other things:

- The details of those responsible for managing and using the tower
- The details of any mobile tower contractor involved
- The planned location of the work
- The period of time the licence is required to cover
- Details of the type of tower to be



used and the nature of the work being carried out

- Technical details including the tower's dimensions, configuration and positioning
- Risk assessments
- Confirmation that all relevant

documents and proof of competence have been submitted

- Final confirmation that the applicant accepts the licence's terms and conditions

For more information visit [www.pasma.co.uk](http://www.pasma.co.uk)

## Hot topics and talks at Vertikal Days

Together with PASMA members Euro Towers, Lyte Ladders & Towers and Turner Access, the association is returning for a third consecutive year to Vertikal Days, in order to promote knowledge, safety and best practice and, of course, the latest developments in tower technology and the use of towers in an increasingly wide and varied number of industry sectors. PASMA and its members will also be in a new location - the popular Marketplace.

New for 2013 are a series of informal presentations, including guest speakers, covering topics such as:

- PAS 250: PASMA's new standard for low level access
- Pavement licence: PASMA's new guidance and application form
- The HSE's review of the Work at Height Regulations (by HSE)
- The consequences of a fall from height (by former builder, Paul Blanchard)

The full programme and timetable can be seen at [www.pasma.co.uk](http://www.pasma.co.uk) and [www.vertikaldays.net](http://www.vertikaldays.net)

## PASMA AMM 2013

The Annual Members' Meeting (AMM) will take place on Thursday, 27th June, at 14.00 during Vertikal Days. It will be held in the Lancaster Suite, Haydock Park Racecourse, Newton-Le-Willows, Merseyside WA12 OHQ, and will be preceded by an informal, networking lunch starting at 13.00.

In addition to managing director, Peter Bennett, delegates will hear from the outgoing and incoming chairmen, Roger Verallo and Chris Blantern respectively, and the chairman of the technical committee, the training committee and the hire assembly committee. Copies of the 2013 Annual Review will be distributed at the event.

The AMM represents a unique opportunity for members to hear about the work and achievements of the association and its plans for the year ahead. It also provides the chance to catch up with old friends and colleagues. And, of course, the chance to visit the show. For more information email [lynn.reid@pasma.co.uk](mailto:lynn.reid@pasma.co.uk)

## Find Your Way Around PAS 250

The association has published a new poster 'Find Your Way Around PAS 250 Products'. PAS 250 is PASMA's new standard for low-level work platforms, often called pulpits or podiums, developed in conjunction with the British Standards Institution. Using straightforward illustrations, the poster explains simply and clearly the main points covered by the standard.

The publication of PAS 250 completes PASMA's three-strand approach to improving standards for this type of equipment. It joins an existing half-day training course for prefabricated units less than 2.5 metres in height, and the DVD 'Accidents can happen even at low level'. More details at [www.pasma.co.uk](http://www.pasma.co.uk)

PASMA is currently developing a section on the PASMA website where interested parties can source PAS 250 compliant products.



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@pasma.co.uk](mailto:michael.fern@pasma.co.uk)

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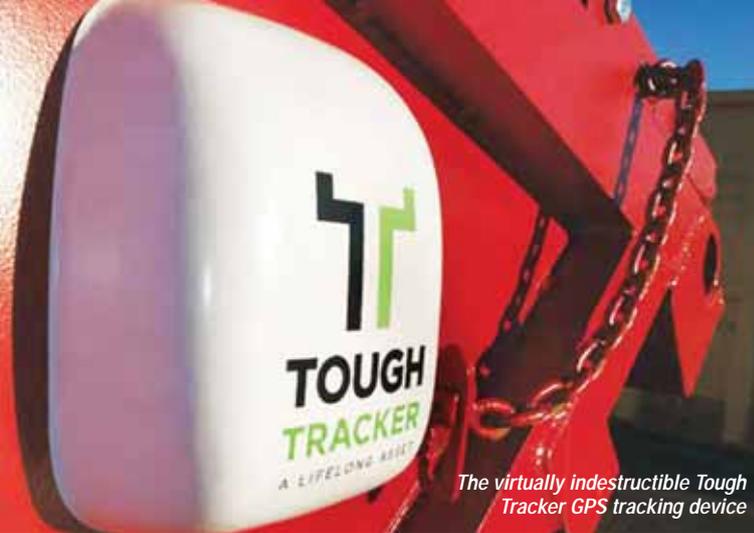
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The virtually indestructible Tough Tracker GPS tracking device

## Bullet proof tracker

UK based GPS tracking company Tough Tracker was established in 2011 after founder James Bryan invented an extra strong, self-contained armoured tracking device. Originally designed for the scrap metal and recycling market, the device has now been adapted for the construction, agricultural and trailer applications. Encased in armoured composite polymer – the same material used in Formula One cars – the fully weather and tamper-proof tracking device is able to withstand substantial impacts and is even bullet-proof!

Once welded to a machine a company is able to monitor its location in real time using the internet. To provide more accurate locations the device uses a 50 channel GPS receiver rather than the more conventional 20 channel. It also uses Cell Locate which is an additional location technique that is used when a GPS signal is not available. As well as monitoring the location of a machine, the device can also be set up with time and location specific parameters which can alert the owner of any unauthorised movements via an SMS text or email.

Whereas most tracking systems have to be hardwired into an external battery Tough Tracker comes with its own ultra-high capacity lithium battery which, according to the company, provides an average lifetime of five to 10 years, with a potential lifetime of up to 20 years, subject to usage. It has also been designed to operate when temperatures drop to -40 degrees and up to 85 degrees celsius.



With the 'geo-fencing' feature it is possible for a company to be alerted of any unauthorised movements.

## Evolutionary rope

Austrian specialist wire rope company Teufelberger, has re-engineered its Evolution TK16 rope to the Evolution TK16 Plus. As with its predecessor, the new rope has been designed specifically for Duty Cycle crane applications. Every strand in the rope is compacted in order to provide a higher breaking strength - seven percent better than before. It incorporates Plastifill technology and the steel core is over-moulded with a plastic coat to provide high resistance to compressive loads and lateral pressures, helping reduce wear. In addition to foundation and grab work the new rope is also said to be ideal for offshore lifting duties.



Teufelberger's new Evolution TK16 Plus rope is ideally suited to duty cycle work



C&a

innovations

## A Continental view

The automotive division of Continental has launched a camera monitoring system specifically designed for trucks, agricultural and construction vehicles called the ProViu 360.

The system uses a series of cameras to provide a 360 degree view of the vehicle and its surroundings, eliminating any blind spots. Four micro cameras are mounted on the vehicle and an electronic control unit is used to stitch the live, high definition images together to recreate a complete surround view which is displayed on an in-cab monitor. It is also possible to view individual camera angles for a more precise view of critical areas.

The company claims the system not only improves safety for the driver, vehicle and other road users but it also enhances the efficiency of vehicle operations because manoeuvrings take less time, with less risk of damage, less down time and reduced repair costs.



A bird-eye view of the vehicle and its surroundings are displayed on a screen in the cab.

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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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# Altrex steps up UK partnership

Following last year's announcement of the manufacturing/distribution partnership between Dutch scaffold, ladder and suspended platform manufacturer Altrex and UK-based Pop-Up Products, Ed Darwin met up with both companies at Pop-Up Products' premises in Deeside to learn what the two have been working on...

Pop-Up Products is best known today for its push around low level scissor lifts, however it has been producing aluminium tower products dating back as far as 1981 when former parent company NSG started out as a local scaffold company.

In 2006 Pop-Up Products demerged from NSG to form its own company

selling and marketing Pop-Up push around scissor lifts, along with its Eiger podium platforms, aluminium towers and Eiger Deck aluminium walkways. Since then the company has concentrated most of its efforts updating its Pop-Up range whilst working to develop its aluminium range. In partnership with Altrex, Pop-Up Products has now launched a new range of podiums and access towers under the MiPOD and MiTOWER brands. It has also taken the opportunity to benefit from Altrex's production facility and product features by modernising its existing aluminium products.

## MiPOD podiums

Designed by Pop-Up Products and manufactured by Altrex the MiPOD podium range consists of two models - the three metre MiPOD 1000 and the 3.5 metre MiPOD 1500. The company claims the podiums are the first products to be tested as fully compliant with PASMA's new PAS 250 standard.

The MiPOD 1000 has a platform height of 750mm or one metre and an overall length of 1.5 metres and is just 750mm wide in order to fit through standard single doorways. Steel ballast helps prevent side loadings from overturning the platform, this takes its weight up to 57kg. Conversely the larger MiPOD 1500 which is 1.15 metres wide, weighs just 35kg. Designed for use in more open areas, it can be easily folded in order to pass through doorways.

Both models feature a built-in anti-surf mechanism preventing users from pulling themselves along from the platform, saloon style safety gates, a 150kg platform capacity and the option of folding down for storage when not in use.

Pop-Up managing director Nigel Woodger said: "This is the first time there has been a standard for low-level equipment, such as podiums. With an estimated 100,000 units currently in use in the UK we recognise the importance that they play and are hoping a strong product which meets the new regulations will restore the loss in confidence which the market is currently experiencing."

## MiTOWER

The self-contained MiTOWER offers working heights of four, five or six



Pop-Up Products' MiPOD 1000



Pop-Up  
Products'  
MiPOD  
1500

Fully assembled  
the MiTOWER offers  
up to six metres  
working height



metres and has been designed for easy transport and erection by a single person. It has an overall width of 730mm, a length of 1.1 metres and weigh between 77 and 110kg depending on the platform height. Platform capacity is 250kg, with a maximum of two platforms. The tower base forms a trolley, in which to store and move all the other components. Retractable hangers on the sides of the tower are used to hold frames so that the erector need not descend the tower in order to get the next component. The company claims a single person can construct the tower by climbing up and down the tower no more than twice. Specific training courses are available in constructing the tower however it is also possible to construct it so long as the user is PASMA trained and self-familiarises themselves with the product.

"There is still work to do on one man installations in the market and training in this area is something that will also develop over time," adds Woodger. "Getting people used to a product that is so small and portable yet built to an EN1004 Class 3 standard will take time. We feel we have spotted an opportunity in the market with the MITOWER as it is a product both lightweight and compact in size which provides excellent capabilities up to six metres."



The retractable hangers installed on the sides of the tower



The MITOWER fully contained within a trolley made up from the tower's parts



UK rental company Vp MEP Hire has ordered the first customised scaffold tower - a new feature Pop-Up Products now offers through Altrex

## Altrex's new edge protection and suspended platform for turbines

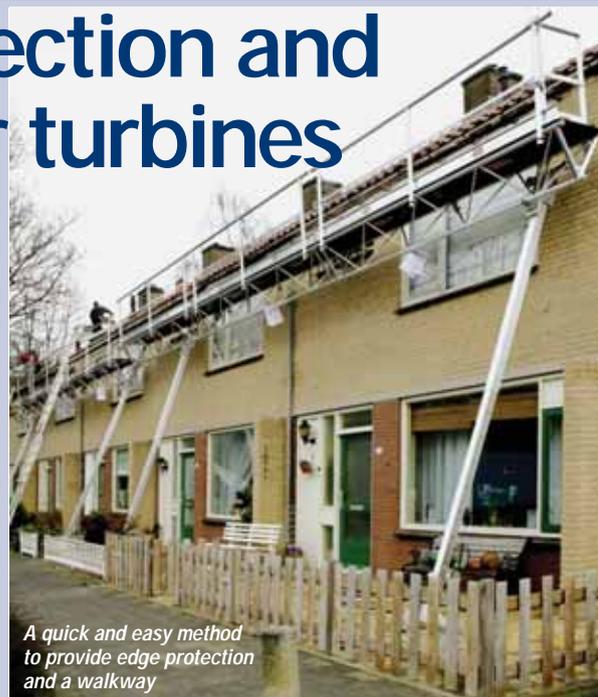
Altrex produces a wide range of products but a new one that we spotted at Bauma is the Modular Triangle Bridge (MTB) which provides a quick and easy façade platform, walkway or roof edge protection. Interlocking trusses are available in two, three or four metre lengths, and can be joined to create a six metres platform between two support stands, with further stands used to form a continuous length. Alternatively it can provide a free span between two scaffold towers of up to 12.5 metres. Assembled at ground level the platform is raised to the ideal height with hand winches. The guardrail frames allow the system to be used as suitable edge protection for flat and sloping roofs up to 60 degrees.

Features include compact transport and storage dimensions, non-slip wood platforms and 250mm increments for platform height adjustment. The company has targeted the new product at painters, roofers and facade renovation companies.

Altrex is also developing a new suspended platform for wind turbine maintenance which can be towed behind a small truck. The platform takes about an hour to assemble and can lift two people plus tools. More details in a later issue.



Scan this QR code to see the MTB being constructed.



A quick and easy method to provide edge protection and a walkway

# Liebherr LTM 1350-6.1

The Liebherr 1350-6.1 mobile crane has a maximum capacity of 350 tonnes at three metres radius. This 1:50 scale model by WSI includes a manual that describes the main assembly of the crane which, when complete, is around 2.3 metres high.

The chassis is very highly detailed with a fully replicated transmission, hoses and even an engine cooling fan. The tyres have the Michelin name moulded into the sidewalls and each axle has independent steering and working suspension.

Detailing around the carrier cab is very good and black replica rubber skirts sit above each pair of wheels. The outriggers have smooth cylinder rods that can be screwed down and large metal spreader plates with useable lifting points are included.

Very small graphics enhance the detailing around the crane and two sets of metal handrails are supplied - one for when the crane is in transport mode and the other for when it is working. The operator's cab tilts, and the side access platform can be extended and retracted.

The counterweight tray has the second hoist gear permanently attached and the counterweight blocks accurately comprise a full configuration of 140 tonnes. The main boom lift cylinder is an excellent metal part and uses a small grub screw which is tightened with a key to lock the cylinder extension. The boom detailing is very good and the inner telescopic sections have a realistic profile with thin walls.

The Y-Guy system for the main boom comprises two separate frames which can be used as transport loads. In use the winches are able to maintain high tension to stiffen the boom up as with the real crane.

A sectional metal fixed lattice jib is provided although the modelling of it is not the best. The detailing is very good, but the geometry is not perfect. It does though have an adjustable latch section which enables it to be pinned at one of three offset angles.

Two metal hook blocks are supplied and they are very good quality. A key is used to operate the main winch although sadly there is very little friction so it unwinds easily.

In many respects this is an excellent crane model with a high level of detail. However some quality issues take the edge off what would otherwise be a top notch model. It costs €279 at the Liebherr web shop. 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)	7
Detail (max 30)	27
Features (max 20)	17
Quality (max 25)	18
Price (max 15)	11
Overall (max 100)	80



Y-Guy system is excellent



High detail throughout



Rigged with an angled fixed jib



The Liebherr LTM 1350-6.1



Parts make good transport loads

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Dear Sir,

I have written a long letter about how unsafe the industry is supplying people through agencies who are not trained to the correct level for the job. It also comments on site managers that work unsafe to get the job done. If you do publish it I would appreciate remaining anonymous.

## Have skills will work

I worked out a long time ago, that in construction there are two ways to make your way, knowing the right people or having the skills and experience to do the job correctly. I have worked my way up with the latter and having been on site in one role or another since I was 19 I consider myself a person able to understand most of the site rules and the way things really work on a site.

I have worked for several companies and have always worked to their rules and health and safety procedures, as well as to site specific ones. There is usually a protection working for a company. You do it their way and safely and they let you work and keep your job. This may not always be the case, but I was always under the impression - work safe and keep your job.

After 20 years in my field of work I then went for a complete career change and joined the crane industry. I self-funded myself and was really pleased that I changed my career, and enjoy going to work, even to this day.

I started on towers with the expectation that after a year I would be taken on full time by a company. The crash came and I struggled to find work, so I retrained in mobiles and crawlers. I also went and did my Appointed Person ticket. In doing this I was able to go from job to job through agencies driving different types of cranes. I worked my way from red to blue card and completed the NVO's that goes with them. I also worked as a site manager, and obtained a black CSCS site manager's card. All this was again self funded and following all correct rules and procedure for the governing bodies. If I could manage the timing and finances, when I was not working I would be training. I have also completed my NEBOSH construction certificate, within the past two years and have worked as a health and safety manager/advisor within the construction industry.

I have mostly worked through agencies with a few permanent jobs with a company, but due to circumstances they were never long term. When I was new to cranes I was put anywhere my CPCS card skill allowed and was left to get on with it. This could be a tower crane driver, remote pedestrian driver, or a slinger. I was confident enough to do this, asking questions if I needed to about different types of loads and lifting tackle. I was mostly shown what is what by more experienced people. I have also been on sites where there was no one to show me the way the crane works, and provide familiarisation training. I was expected to just get on with the job, sometimes not even allowing time to have a few practices with the crane before the proper work started.

Remote pedestrian cranes are sold to sites as not needing a slinger/banksman. This creates a great deal of additional work for the crane operator. Also being in control of a load you cannot drive the crane. Driving the crane you cannot be in control of a load. I have had many a site manager tell me if I wasn't going to do it he would get someone else in. I have also requested assistance from someone to help me sling and

manoeuvre loads round site. This resulted in me getting the labourer who was also there to supply to the brick layers or the plasters etc. The result was complaints that I was taking their guys away from doing the job they were employed to do.

I have also been threatened on site by people for not lifting their material when they ask for it, and if I didn't put them at the front of the lift list "I would be sorted out". I have also been threatened by management a few times on site while working through agencies. This can range from, refusing to lift from underneath scaffolding to drag stuff out - loads that are well beyond my radius, working through my break so all are kept working, not signing up to a lift plan, because they wouldn't let me read it, and not signing a lift plan that they wrote and wanted me to sign it and put my name to it, without reading it first. This last one resulted in me taking away the lift plan and reading it in the cafe. The lift plan had several different cranes on the plan and several different load types - even though it was a timber construction with only one crane and the radius and weights were all wrong for all the crane charts. They also had no clear area for setup. I didn't go back.

Most of the agencies I worked for were more interested in keeping me on site until they could get someone there the next day to cover my work. They were not interested in the unsafe work practices, or their responsibility of providing safe competent people for the job who have been trained to use the equipment they are about to use. I have been on site where I have had to ask agencies to send someone else due to incompetent or lack of skills. I am always in favour for giving a new guy experience but sometimes you see people that just need more training. The agencies are making money from the person on site but are also employing that person. Shouldn't they then take time to ensure that the person doesn't just have the ticket for that category and a right to work in the UK, but also that they have the relevant skills to do the job to the correct safety standard? If anything does go wrong is the agency not as responsible as the operator and the site manager? If a site manager pushes people to do wrong, apart from saying "I didn't make them" - even though they did, should they not be aware of their duty of care to the operative and the health and safety of the site? The agencies I have worked for do provide to some of the very big construction companies and even though they may have health and safety policies and seem to be big on clamping down on bad practice, they are also ready to turn a blind eye.

This industry has taken a big knock in recent years. This has brought budgets right down and safety budgets are the last to be looked at. I have worked on a large site and I have been threatened by a large crane company crane supervisor for insisting that he take the load off the hook and not leave it overnight, or that he leave operatives with the crane.

Continued on page 78

This in spite of the fact that it was his company's standard procedure, along with all the crane companies I have worked with. The company concerned was more interested and concerned that I might talk to other people about it, than in the safety of their operators. I have been asked to turn the key on the crane and go over radius or load on a number of occasions. I have also been asked to do illegal lifts, dragging loads, lifting loads wrongly and unsafely and also carry out a lift where no lift plans or plans in place.

I have also been a Health and Safety Manager for a construction company, after a few weeks I got asked by a director to fill in and sign record sheets for site visits. I refused to do this and I was told due to this I will lose my job. Two days later he told me to pack up and go. There does not seem to be enough protection in place against this sort of thing. I wasn't at the company long enough to claim unfair dismissal. They still work for a few councils and are themselves, but I lost my job for doing things correctly. The Industry needs to look at itself, and needs to ensure that an agency provides the correct people for the role. The management need to ensure the correct rules and regs are followed and not change them when it suits them, due to budget or time scale. And directors, agencies and

management should be held more responsible for what is going on within their company, or companies they provide to.

I have only mentioned the bad, but there are some good agencies, management and directors. Who do provide the correct service and care of the employee. It may cost a little bit more to employ someone with more skills, or find someone through an agency that spends more time to find the correct person. But this is worth it to prevent an accident where the cost could increase a great deal in fines and court costs.

As I said before, I do still enjoy my job and I am still working for agencies. I have lost a job before just because a new manager wanted to get his mate into my role. He shook my hand on meeting me on day one and said "please to meet you, I got a friend who does your type of work." I got looking for a new job from that day until I got laid off due to me not being able to do my job properly. I am in the same role as I write this with even bigger lifts and bigger cranes used.

I do not know the solution for this but hope something is done before a major accident happens that then dictates action.

Dear Sir,

Concerning the subject of training both myself and some other owners in the UK agree that we should be moving forward to self-regulation when it comes to operator training on larger booms, scissors and machines in general. Could you imagine what the roads would be like if the government had not at some point in time made it law that you must have a HGV licence to drive vehicles over 7.5 tonnes!?

In the UK we 'the access industry' are governed by the HSE who hide behind "you should carry out a risk assessment", rather than giving us laws to follow. This policy essentially puts the onus on us the employers to decide on our own training standards and then be held accountable in court should anything go wrong! This I would call passing the buck! Right now as a hirer I am relying upon my customer to have ensured that his staff have been adequately trained on the machines they hire from us. Does this truly make sense when I know there is a real risk of injury through an accident if the operator has not been trained and my customer does not have to provide proof of training to me!

Can you imagine a world where you could hire ANY vehicle and NOT prove that you have a licence to drive the category you wish to drive?

Obviously the HSE is not going to do anything about this, in which case maybe it is about time that we as an industry join together and agree a plan to introduce self-regulation on requiring proof of training on certain categories of machine. This would have been impossible a few years ago due to the lack of adequately trained operators and would have created all sorts of commercial backlash but I believe that now as aerial work platforms have at long last become a 'tool of the trade' this is the time for us to make it happen.

My idea would be for the major rental companies to hold a meeting, probably at the next IPAF UK council meeting in order to debate this subject and hopefully construct a plan to phase in proof of training and for those present to sign a pledge to make it happen.

Just an idea and please don't quote me on this!

Hope the sun is shining on you too!

*The following letter was received in early May from a senior manager of a major UK access rental company.*

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70 t Faun ATF 70-4	1999	8x8x8	40,50m + 16,00m
70 t Faun ATF 70-4	1998	8x8x8	40,50m + 16,00m
100 t Demag AC 100	2001	10x8x8	50,00m + 17,60m
120 t Terex-Demag AC 120-1	2006	10x8x8	60,00m + 2,00m
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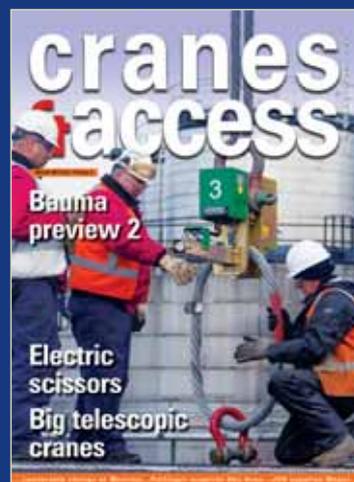
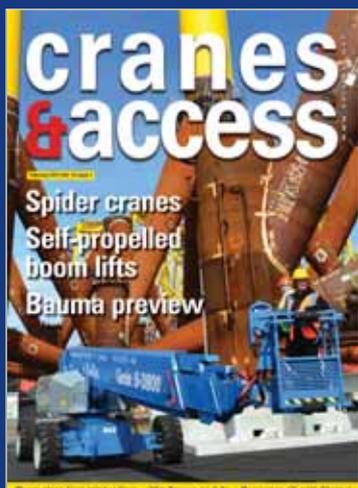
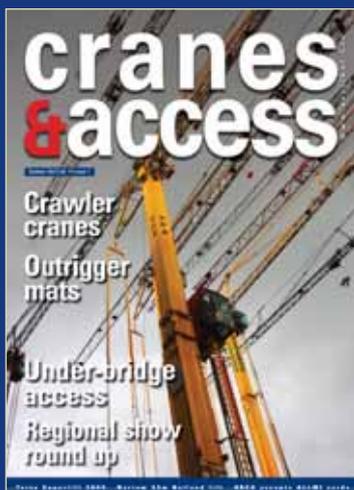
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## Access Equipment Manufacturers

Ascendant Access	<a href="http://www.ascendantaccess.com">www.ascendantaccess.com</a>
Aichi	<a href="http://www.aichi-corp.jp">www.aichi-corp.jp</a>
AIRO	<a href="http://www.airo.com">www.airo.com</a>
Alimak Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
ATN	<a href="http://www.atnplatforms.com">www.atnplatforms.com</a>
Barin	<a href="http://www.barin.it">www.barin.it</a>
Basket	<a href="http://www.basket-platforms.com">www.basket-platforms.com</a>
Bil jax	<a href="http://www.biljax.com">www.biljax.com</a>
Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Bravi	<a href="http://www.braviisol.com">www.braviisol.com</a>
CMC	<a href="http://www.cmc-platforms.com">www.cmc-platforms.com</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Dingli	<a href="http://www.cndingli.com">www.cndingli.com</a>
Falck Schmidt	<a href="http://www.tcalift.com">www.tcalift.com</a>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
Genie Global	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Imer Access	<a href="http://www.imergroup.com">www.imergroup.com</a>
Isoli	<a href="http://www.isoli.com">www.isoli.com</a>
Iteco	<a href="http://www.imergroup.com">www.imergroup.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
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 Lifetechnik	<a href="http://www.pbgmbh.de">www.pbgmbh.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>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
Harsco Infrastructure	<a href="http://www.harsco-i.com">www.harsco-i.com</a>
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 Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Active Rentals Scotland	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Aerial and Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Aerial Platforms	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI- Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
A-Plant	<a href="http://www.aplant.com">www.aplant.com</a>
APL	<a href="http://www.apl-aerialplatforms.co.uk">www.apl-aerialplatforms.co.uk</a>
Bluelift	<a href="http://www.bluelift.ie">www.bluelift.ie</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Fraco	<a href="http://www.fraco.co.uk">www.fraco.co.uk</a>
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 Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.flesch-arbeitsbuehnen.de">www.flesch-arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
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>

## 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>
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>

## Special Lift & Transport Equipment

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

## Self-Propelled Modular Transporters

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

## Telescopic 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>

## New & Used Telehandlers

Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsbladel.nl">www.vhsbladel.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.galiziagrupo.com">www.galiziagrupo.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>
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.citylifting.co.uk">www.citylifting.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.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.citylifting.co.uk">www.citylifting.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>

John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower 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>
HLI Consulting	<a href="http://www.hliconsulting.com">www.hliconsulting.com</a>

### Ancillary Equipment

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

Ritchie Brothers	<a href="http://www.rbaction.com">www.rbaction.com</a>
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### 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>
Mat & Timber Services	<a href="http://www.sarumhardwood.co.uk">www.sarumhardwood.co.uk</a>
Nylacast	<a href="http://www.nylacast.com">www.nylacast.com</a>
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>

### Innovations

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

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

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

### Replacement Filters

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

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

### Software

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
inspHire	<a href="http://www.insphire.com">www.insphire.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.apl-aerialplatforms.co.uk">www.apl-aerialplatforms.co.uk</a>
Approved Safety Training -Ca	<a href="http://www.approvedsafetytraining.com">www.approvedsafetytraining.com</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>
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	<a href="http://www.mentortraining.co.uk">www.mentortraining.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
Norfolk Training Services	<a href="http://www.norfolktraining.co.uk">www.norfolktraining.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Southern Crane & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
TH White	<a href="http://www.thwhite.co.uk">www.thwhite.co.uk</a>
Terex Atlas (UK) Ltd.	<a href="http://www.atlascranes.co.uk">www.atlascranes.co.uk</a>

### Wire Rope & Cable

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

### Winches & Hoists

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

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

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V13374 - Skyjack SJ3219 - 2006  
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V14019 - Genie GS2032 - 2008  
Electric - 8.10 Mtr. - 230 Hrs.  
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V13952 - Liftlux SL102/14E - 2000  
Electric - 12.20 Mtr. - 1317 Hrs.  
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V13446 - Haulotte C10DX - 2005  
Diesel 4x4 - 10.20 Mtr. - 2058 Hrs.  
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V13646 - JLG 33RTS - 2000  
Diesel 4x4 - 12.06 Mtr. - 3031 Hrs.  
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V13747 - Haulotte H12SXL - 2006  
Diesel 4x4 - 12 Mtr. - 1074 Hrs.  
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V13827 - JLG 40RTS - 1997  
Diesel 4x2 - 14.04 Mtr. - 2909 Hrs.  
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V13385 - JLG SL153/22 - 2005  
Diesel 4x4 - 17.30 Mtr. - 1309 Hrs.  
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Diesel 4x4 - 15.72 Mtr. - 2186 Hrs.  
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Diesel 4x4x4 - 16 Mtr. - 3382 Hrs.  
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V13308 - Genie Z51/30JRT - 2006  
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V13787 - JLG 800AJ - 2002  
Diesel 4x4 - 26.38 Mtr. - 4726 Hrs.  
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V11503 - Haulotte H21TX - 2006  
Diesel 4x4 - 20.85 Mtr. - / Hrs.  
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V13889 - JLG 860SJ - 2004  
Diesel 4x4 - 28.21 Mtr. - 4963 Hrs.  
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V13796 - JLG 1200SJ - 2003  
Diesel 4x4x4 - 38.58 Mtr. - 5315 Hrs.  
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Diesel 4x4x4 - 13.06 Mtr. - 1744 Hrs.  
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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
Liftflux SL 153-12	17.3m	2001
Liftflux 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
Liftflux 210-25	23.5m	2006
Liftflux 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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# niftylift



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