

cranes & access

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July/August 2013 Vol. 15 issue 5

Vertikal Days
photo album

Industrial
access and
lifting

UK/Ireland
dealer
guide



.....HSS snaps up UK Platforms...Manitowoc takes on Sany...No news on Genie Z135/70 incident.....

60000

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120

COUNTRIES.

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METERS REACH.

50

YEARS OF KNOW-HOW.

1

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On the cover:

A rare photo of the new British-built Hugo push around lift built for HLS, designed specifically for retail, institutional and industrial applications.



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Vertikal Days



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In the next C&A

In the next issue of Cranes & Access we have our annual Top 30 rental company survey listing fleet details for all crane, aerial lift and telehandler rental companies. We also feature Wind power lifting, Telehandlers, SAIE preview and Van and small truck mounted lifts. If you have any suggestions or contributions please contact our editorial team.

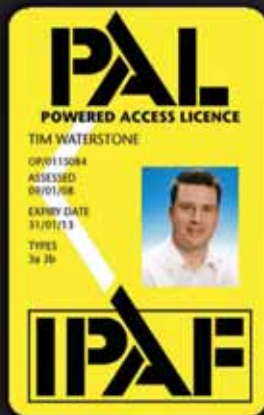
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Rick Hansen, Canadian wheelchair athlete

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c&a
comment



No news is bad news

It is now about six weeks since the tragic incident involving the overturning of a Genie Z135/70 boom lift at the Kimberly depot alongside the M25 motorway near London Heathrow airport in the UK ... and we are not closer to knowing what caused it. Kimberly and Genie appear to as much in the dark as the rest of us.

We recently asked the HSE what was going on and the reply a few days ago said "The HSE's investigation into the cause of the incident on the 5th June is on-going and our Laboratory (in Buxton) is currently examining the platform although it does not know what caused the overturning".

Following the incident Kimberly immediately stood down its fleet of Z135s which raises a few issues. Firstly the length of time the HSE takes to investigate and report on incidents - we have commented on this before AND yet it is still amazing that given the high profile of this incident, it takes so long even to produce a preliminary report.

Secondly the decision to stand down machines involved in incidents. In this case Kimberly acted immediately and took all of its Z135s out of service. However without any guidance from the HSE as to the cause of the accident a number of main contractors are now questioning whether the machine is still safe to use and many are refusing to allow it on site until they receive the official all clear from the HSE investigation.

The financial cost to Kimberly and other rental companies through lost revenue is significant and growing by the week. When a British Airways aircraft caught fire a few weeks ago, investigators issued a preliminary report within a week. There is no reason why the HSE should not be as prompt with its initial findings or at least have a minimum time period - say 28 days - within which it has to make a report.

We all now know the HSE is self-funding through its new cost recovery scheme - Fee for Intervention (FFI) - which charges £124 for each hour to those that break health and safety laws. Perhaps it is only fair that when it has seized a machine for investigation purposes - preventing the manufacturer or rental company from doing their own investigations - and its report then takes far longer than it should, compensation should be given to cover lost revenues on machines that are stood down for an unnecessarily long time due to lack of information?

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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HSS acquires UK Platforms

Haulotte has sold its UK rental business - UK Platforms - to general rental company HSS. UK Platforms employs around 120 people and operates more than 2,400 Haulotte aerial work platforms and telehandlers through a network of 10 branches.

The business had revenues of €20 million in 2012 and is the seventh largest aerial lift rental company in the UK in terms of fleet size. HSS was the third largest access rental company according to the Cranes & Access Top 30 rental companies with 4,300 platforms, although most of those are smaller and low level units. This deal will make it the number two behind Nationwide Platforms. HSS says that it intends to retain all of the staff, management and infrastructure of UK Platforms and operate it as separate specialist operation.

Chris Davies, chief executive of HSS Hire said: "We believe that UK Platforms is a great fit for HSS and reflects our commitment to adding specialist expertise to our group. We look forward to a continuing strategic partnership with Haulotte."

Sany launches two new cranes

Sany America has launched two new cranes - the 150 tonne SCC8150 crawler and the 77 tonne SRC885 Rough Terrain. The SCC8150 - which fills the gap between the 100 tonne SCC8100 and the 200 tonne SCC8200 - is rated at 4.9 metres and has a maximum main boom of 82 metres plus 31 metre fixed jib.

The SRC885 has a five section 45 metre full power boom, with a 9.2 to 16 metres two part boom extension. Overall weight is 52,562kg and it uses globally sourced key components including a Cummins engine, Braden hoists, a Dana transmission and Parker hydraulics.



Sany America has added a new crawler crane to its line-up with the 165 ton (150 tonne) SCC8150.

New MD for Ainscough as Partridge retires

The UK's largest crane rental company Ainscough Crane Hire has appointed Robin Richardson as its new managing director, following the decision of Neil Partridge to retire.

Richardson joins the business having spent six years with generator rental company Aggreko where he was managing director Northern Europe until late last year.



Robin Richardson



Neil Partridge

No news on fatal M25 overturn

More than a month on from a tragic incident involving the overturning a Genie Z135/70 boom lift at a Kimberly depot alongside the M25 motorway, near Heathrow airport, the industry is no closer to understanding what caused it.



A statement from the Health & Safety Executive said that its Laboratory is currently examining the platform but at this stage it does not know what caused the incident. It also said that in conjunction with the current investigation it is "looking at information it has been passed relating to an incident in Australia in which another Z135/70 overturned. It added: "However as these are criminal investigations and for legal reasons we're not able to say more while they are on-going."

The incident resulted in the death Kimberly foreman Rick Jaeger-Fozard, 29, who was carrying out a Pre-Delivery Inspection when the unit went over. Following several requests a fund was set up for his wife and daughter within an IPAF charitable account, Donations so far raised total just over £1,000, with a number of events expected to contribute to it in the next few weeks.

If you would like to make a donation the details are as follows:

Bank HSBC Account Name IPAF LTD CHARITY FUND ACCOUNT. Sort Code 40-26-02 Account Number 61412094. Cheque payments to: IPAF LTD CHARITY FUND ACCOUNT and post to IPAF, Moss End Business Village, Crooklands, LA7 7NU.



Richard Jaeger-Fozard
1984 - 2013

£20 million Nationwide spend

The UK's largest powered access company Nationwide Platforms is adding more than 1,650 new platforms, worth £20 million to its fleet this year. A total of 630 Genie platforms including eight different scissor lift models and seven boom lifts, will replace older machines in the fleet.

A further 43 HAB scissors will be also be added including the 14, 15, 17.5, 22.5, 28 and 32 metre, while the company's fleet of Power Tower Pecalifts will total about 1,000 by the end of the year. Additional investments have been made in renewing its range of truck and van mounted fleets. The 2013 investment means that in the last two years Nationwide has spent around £44 million on new equipment, roughly 3,500 new units in total, or around 30 percent of its fleet.



Power Tower Pecalift

Nationwide Platforms is adding more than 1,650 new access units at a cost of £20 million to its fleet this year



Record breaking Vertikal Days

This year's Vertikal Days at Haydock Park was the biggest yet in terms of exhibitors and visitor numbers. The sun shone on the first day as visitor numbers reached record levels.

For the vast majority of visitors the exhibition was full of products they had not seen before. With more exhibits, seminars and an expanded Marketplace - which included the PASMA theatre - there was plenty to see and do. A full round-up of the event starts on page 49. Next year's dates are May 14th and 15th.

Haulotte introduces anti entrapment device

Haulotte unveiled its ActivShield Bar Entrapment Prevention System at Vertikal Days. The system comprises a spring loaded bar which when moved warns the operator and those around, while stopping the function that might have caused the pressure on the bar, while still allowing all opposing functions/movements such as reverse or lowering which could allow the possibly panicked operator to get out of trouble without the risk of making the situation worse. The system also features a 'Safety Gap' with the bar flexed out of the way the operator has some breathing room. Once the situation is corrected after being triggered, the system is easily reset and reactivated from the platform, which means there is no machine downtime. The system has been designed to preserve the machine's full working envelope and maintain easy access to controls.

The unit is now available as an option on all Haulotte diesel booms and will be offered on electric booms later in the year. It can also be installed on all machines dating back to 2008, while older units can be retrofitted on a case by case basis.



The control box with ActivShield Bar installed - note the spring loading



The reset button is next to the controls



Bar in normal position



Bar flexes and stops machine while providing space

Manitowoc and Sany in dispute

Manitowoc Cranes has filed a complaint with the US International Trade Commission (ITC) accusing Sany and its American subsidiary of infringing its patents and trade secrets, including its Variable Counterweight System.

Sany subsequently refuted the allegations. Manitowoc also claims that the offending products were "designed and manufactured using Manitowoc Cranes' misappropriated trade secrets" referring to the fact that former employee, John Lanning, now heads the Sany crawler crane design team.

Sany said that it will respond through appropriate legal measures to protect its own intellectual property. A statement issued by Sany Heavy Industry president Xiang Wenbo said: "Sany is proud of its industry-leading crane designs and the heavy equipment products and solutions we provide for our customers. We categorically reject the claims made by Manitowoc and stand fully behind our market-leading products."



Manitowoc's Variable Counterweight design

Crane lifting sightseers overturns

A group of five children and eight adults attending a school fete in Neuenstadt am Kocher in southern Germany were injured last month after the crane lifting them overturned. The crane - a four axle All Terrain owned and operated by crane rental company Scholpp - was lifting a purpose-built enclosed viewing cabin on a fully extended main boom, when something caused it to lose stability and overturn.

Luckily the boom came down onto the roof of a house which supported its weight and the chain slings holding the cabin held firm so that it came to a stop in mid-air. The 13 were then rescued and taken to hospital although we understand that two of the adults were badly injured and had to be airlifted to hospital - the rest were treated locally. The crane appears to have been well set up and there were no apparent problems with the ground, leaving overloading/over-reaching as the likely cause of the incident. Police are investigating.



The crane simply overturned



The boom landing on a nearby roof may have saved several lives

New Finance source for aerial lifts

A well-established UK finance house, City Business Finance is set to enter the funding market for powered access equipment. The company is wholly owned by Five Arrows Leasing, which in turn is part of the NM Rothschild banking group. Until now it has largely funded printing equipment, but having completed its research into the powered access market it is keen to help fund rental fleets and end users alike.

28 Potain MCT 178s for Turkey

Potain's Turkish dealer Tekno Insaat Makinalari has ordered 28, eight tonne capacity Potain MCT 178 tower cranes - 25 for its rental fleet along with three it has already sold to Turkish construction companies.

The order follows the launch of the crane at Komatek in Ankara last month. Tekno's first MCT 178 in the will be delivered to a high-rise construction project in central Istanbul where it will work at a height of 200 metres.

Sinan Türeyen, group director of Tekno said: "The MCT 178 is a highly versatile and productive crane that meets the needs of many large-scale construction projects currently underway or soon to begin in Turkey. Our customers have already praised the crane's design, which makes it easier to erect and transport. We are delighted with its early success and expect its popularity to grow over the coming months."

Manitowoc is targeting Africa, Russia and surrounding CIS countries as key markets for the MCT 178.



The new Potain MCT 178s tower crane at Komatek in Ankara, Turkey

Sandhurst sets up new access division

UK excavator attachment rental company Sandhurst has invested £3 million in a new access rental division. Based in Rochester, Kent it has employed two HSS executives - Steven Sutch and Jason Hardwicke - to head up the new division and has invested in a range of products from low level podiums to a 41 metre JLG 1350SJP boom lift from suppliers including JLG, Skyjack, Niftylift and Haulotte.

Having set up its systems and initial inventory it has moved into a 5,600 square metre facility at the company's Rochester site, which includes a rental hub and training centre for the South East and London. In addition its depots in Bristol and Birmingham are being equipped as powered access locations to cover the South West and the Midlands. At a later date it intends to add powered access to its other depots in Manchester, Newcastle and Fife, Scotland.



Sandhurst is spending an initial £3 million on access equipment.

Kosran launches new access control system

Kosran has launched its Safety Access Control (SAC) system following successful field trials. The system was specifically designed and developed to prevent unauthorised use of powered access equipment on job sites and can be easily retrofitted to most aerial work platforms.

It requires the user to enter a unique, four digit PIN code before the machine can be activated. If the operator does not have the right code, the lift remains shut down. The rental company or machine owner can allocate up to 100 PINs to each machine and monitor in real time who is using it via their PIN. This also means multiple contractors working on the same site can share machines.

Kosran says that the SAC system is the only technology on the market that provides remote control over both the aerial lift and who can operate it. Another feature is the telematic converter, linking the keypad PIN code-operated immobilisation system to any tracking device. This allows the machine owner to view and remotely add or delete authorised keypad PIN codes using a laptop, PC, or an App for smart phones and tablets.

Nationwide Platforms has fitted 140 Kosran SAC systems - re-branded by Nationwide as SkySentry - to a fleet it supplied to Skanska for the Royal Hospital/St Bart's redevelopment in London, allowing it to accurately bill the contractor and 22 sub-contractors for the hours spent on each lift; and to keep a stock of spare machines on-site.



The keypad on Kosran's new SAC system

Trimble acquires Actronic

GPS and wireless technology specialist Trimble has announced the acquisition of New Zealand-based weighing and payload technology company Actronic Technologies. Based in Auckland, Actronic has provided weighing technology and payload information systems for the construction, mining and waste markets since 1979. Its Loadrite system ensures that machines are loaded to optimal capacity and that loads are accurately recorded.

First job for 4,000 tonne XCMG

Sinopec Engineering's 4,000 tonne XCMG XGC88000 crawler crane has carried out its first commercial lift. The crane, which was developed jointly by XCMG and Sinopec, successfully lifted and installed a 118 metre high, 1,679 tonne

propylene tower at an industrial park in Yantai city, in north east Shandong Province.

The lift follows a full testing programme in which XCMG claimed a world record lift - a 4,500 tonne test load on a 60 metre boom at a radius of 17 metres.



The 88,000 tonne/metre XGC88000 on test

Fréjus tunnel platform

France Elévateur has supplied a special tunnel maintenance lift for work in the Fréjus tunnel between France and Italy.



France Elévateur has supplied this eight metre tunnel platform to SRTF

The new lift was delivered at the end of June to SFRTF, the company that runs and maintains the 13 kilometre long tunnel. Mounted on 10 tonne Renault truck, it features a sigma type lift mechanism with an eight metre working height, 500kg platform capacity and 1.5 metres of lateral platform extension/traversing. Power sources include both engine and battery electric which is used for working inside the tunnel. The unit can travel up to five km per hour with the platform in the elevated position and can level up to 15 percent end to end and five percent side to side. It also features an enclosed workshop and chassis mounted storage boxes.

Crane test campaigner recognised

Barry Copeland, who lost his family in a car accident 2008 that was later found to have been caused by an oil spill from a mobile crane, has been awarded a certificate of merit by the UK's Institution of Occupational Safety and Health - IOSH. The award is in recognition of the lobbying work he has been doing to have mobile cranes be legally required to pass a regular third party road worthiness test – an MOT.

France Elévateur for Eircom

Irish telecom company Eircom has ordered 10 units of France Elévateur's 11 metre 111Fc van mounted aerial lifts. The lifts, sold through Easi-UpLifts, are mounted on Fiat Ducato chassis and are part of the manufacturer's Eco range, featuring bi-energy battery/PTO power for the superstructure.

The compact unit offers up to 6.5 metres of outreach with 120kg platform capacity and does not require stabilisers. The unit also has the capability to work on slopes and typically offers 600kg of payload in the van, depending on the vehicle's options and specification.



The 11 metre France Elévateur 111Fc van mounted lift at Vertikal Days



Bigge gets bigger

California-based Bigge Crane and Rigging has purchased 58 Grove and Manitowoc cranes from distributor Western Pacific Crane and Equipment.

The order includes 36 Grove RT890E, three 75 tonne RT880Es, two 135 tonne RT9150Es and a RT9130E. It also includes eight 90 tonne TMS9000E truck cranes and two 300 tonne GMK6350s (GMK 6300) All Terrain cranes as well as six Manitowoc 100 tonne 11000-1 crawler cranes. Bigge's marketing manager Ryan Parker said: "The US market is growing faster than expected and global contractors are making up for lost time. We're experiencing substantial growth and we're purchasing more Manitowoc and Grove cranes to capitalise on the expanding oil and natural gas markets."

LSG moves Dingli

LSG the company that owns Oswald Record has formed a new business - Dingli Sales UK - to sell Dingli aerial lifts in the UK.

At the same time it has announced that it is seeking buyers for general equipment distributor Oswald Record, which previously handled Dingli. The new distribution business will retain most of those involved directly with the Dingli product line and will continue to be led by James Darnley.



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Jekko appoints Spiderlift

Italian spider crane manufacturer Jekko has appointed Chesterfield-based The Spiderlift Company as its exclusive distributor for the UK. Steve Hadfield, managing director of Spiderlift said: "Jekko is a natural choice for us, with its own take on the mini crane concept which differentiates it from its Japanese counterparts." The company managed to launch its new account with a last minute stand at Vertikal Days last month.



(L) Steve Hadfield, managing director of The Spiderlift Company with Edoardo Macon, managing director of Jekko parent company Ormet



The first two lifts in the Rentalift fleet

New Italian rental company

A new Italian access rental company - Rentalift s.a.s based in Pescara, Abruzzo - has been established, owned by Nino Basilico. The company's first two aerial lifts are both Sogage truck mounts - a 20 metre DA320 and a 28 metre DA328 - purchased through Gisa the Sogage dealer for Abruzzo. Keeping it brief Basilico said: "We hope to get off to a good start."



This 2008 Terex Demag AC700 sold for €2,500,000

2008 AC700 fetches €2.5m

The international auction house Ritchie Bros has sold a 2008 Terex-Demag AC700 at its auction in Ocaña/Moncofa, Spain for €2.5 million - the most expensive All Terrain crane it has ever sold.

The crane which was purchased by a local buyer - Gruas Ibisate - was previously owned by Grúas Cambronero of Ciudad Real, central Spain. It was fully equipped with 60 metre main boom, 160 tonnes of counterweight, super-lift and 96 metre luffing jib.

Multitel launches 23.5m

Access Industries the Multitel dealer for the UK unveiled the new 23.5 metre MX235 truck mounted lift at Vertikal Days. The new machine is based on the popular 25 metre MX250 but features an end/mid cage mounted platform, rather than the 250's pedestal mount. It also includes fully automatically variable outreach system with up to 11.5 metre of working outreach and a clear platform bottom making it ideal for roofing and tree work, among other applications.



With mid rail mounting flat platform bottom the MX250 will appeal to roofers.



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The new 19 ton Manitex 1970C

Manitex unveils 19t boom truck

Manitex has unveiled an all new boom truck, the 19 ton 1970C, mounted on a two axle 4x2 chassis, it features a 21.3 metre three section synchronised telescopic boom, with optional two section extension for a 36.7 metre maximum tip height.

It also boasts a two speed planetary hoist, full load moment indicator and requires no additional counter weight, offering greater payload potential on the truck. It has been designed to be installed on almost all North American made truck chassis. With testing all but complete, Manitex says it is now almost ready to start shipping and has already received a number of orders.

Record month for CTE

Italian aerial lift manufacturer CTE says that it achieved a new production record in May, manufacturing 101 units of its B-Lift, B-Fire, Traccess and Zed aerial work platforms, 73 percent higher than in the same month last year.

It adds that it manufactured 440 aerial platforms during the first five months of the year achieving a 37 percent increase over last year, predicting that it will finish the year up 30 percent. The company said: "Our new products launched last year and earlier this year has helped the growth along with considerably higher foreign sales of B-Lift and ZED aerial platforms, especially in the Middle East."



A CTE Zed 23H

First Russian Oil&Steels

Russian distributor Vertex and partner ST Nizhegorodets have completed their first locally mounted Oil&Steel truck mounted lifts - a Snake Smart 189 on an Iveco 50C15 chassis and a Scorpion 1812 Smart on a GAZ 3309 truck.

The first installations were supervised by a representative from Oil&Steel, who provided training and verified the local capability and expertise. Vertex agreed a partnership in principle with Oil&Steel to mount its aerial lifts on local vehicles back in 2012. Once complete both units were exhibited at the recent CTT 2013 - the Construction Equipment exhibition in Moscow.



The Scorpion 1812 Smart on a GAZ 3309 truck



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Sharp rise in profits at Ashtead

Ashtead, owner of Sunbelt Rentals in the USA and A Plant in the UK has reported its full year final results. Total revenues were £1.36 billion up 19 percent on last year, while pre-tax profits jumped 65 percent to £215.5 million.

Sunbelt revenues increased by almost 22 percent to \$1.82 billion, while operating profits grew 56 percent to \$452.5 million. Back in the UK, A-Plant had revenues for the year of £206.1 million an improvement of almost 10 percent, while operating profits were up over 67 percent to £12.2 million.

Group capital expenditure for the year was £580 million, \$521 million of which was spent on rental fleet replacements with the balance going on delivery vehicles and IT equipment.

Used equipment sales totalled £103 million. The net effect was to reduce the average age of the fleet from 37 months to 32 months. The company says it will spend £560 million this year mostly on fleet expansion, rather than on any further reductions in the age of the fleet.



Private Equity buy-in at Trojan

Charlesbank Capital Partners has made a substantial equity investment in Trojan Battery Company, buying a stake from the Godber family which has owned the business since founding it in 1925.

The company's management has also made a significant investment, and the founding family will also retain a sizeable holding. While the percentage of the business acquired by Charlesbank has not been disclosed the announcement suggests that it will hold a controlling interest. The transaction was funded with both equity and debt, with GE Antares Capital provided the debt portion of the financing.



Ahern Rentals emerges

Ahern Rentals has now emerged from the Chapter 11 process after an 18 month battle with its note holders. The announcement included a statement from chief executive Don Ahern, who along with brother Paul, managed to retain full ownership of the company:

"We thank our customers and our employees, suppliers and business partners, whose loyalty during this process has been instrumental in our continued financial success and our success in emerging from bankruptcy. We also want to thank our financial advisors, The Seaport Group and Oppenheimer & Co., for developing and helping us implement the plan that allowed us to successfully exit bankruptcy, and our legal counsel, Stoel Rives LLP, who have advised us on our financing issues since 2004 and Gordon Silver who served as our legal advisors."



Snorkel slips back

Snorkel /Tanfield, has reported a six percent fall in revenues and a slightly higher pre-tax loss for the year.

Total revenues were £45.07 million, while the pre-tax loss before exceptional items edged up to £15.25 million. Cash balances dropped from £3.5 to £2.2 million on the year. The company says that in spite of its April fund-raising it will need more working capital this year to continue. It is still positive about prospects of selling the business and claims to be in serious discussions with a number of potential acquirers.



Terex lowers profit forecasts

Terex has lowered its full year 2013 earnings projections by around 20 percent, due to a softer market for some of its business sectors, principally construction and material handling & port solutions. Aerial lifts and materials processing remain strong, while its cranes business falls between the two.

The company still expects to post an improvement over 2012 and says that this change does not reflect any long term slowdown in its business.



Riwal takes 100% of Spanish operation

International aerial lift and telehandler rental group Riwal, has bought out the minority shareholders in Riwal Spain. At the same time the Carga - lift trucks and Ecologic electric vehicle divisions - were transferred to the minority shareholders, while David Cagigas Gavira was appointed as country manager, Riwal Spain.

Cagigas has spent 13 years in the access industry, joining Lavendon in Spain in 2000, then moving to Lavendon Middle East and then France until departing early last year. In his new role he will be responsible for developing and leading the execution of the Riwal's Spanish strategy.



Titan Machinery slips into the red

US-based equipment sales and rental company Titan Equipment has reported a first quarter loss on slightly higher revenues. Total revenues were \$441.7 million up 4.7 percent on last year however a substantial jump in operating expenses coupled with higher interest costs converted last year's \$12.3 million pre-tax profit into a \$1 million loss this year. The company is maintaining its full year forecasts in terms of both revenues and profits.



One of Smart Platform Rental's new 17 metre Ram PT17 at Vertikal Days

Steil Kranarbeiten takes first Superlift 3800

C&a

news

Steil Kranarbeiten of Trier, Germany has taken delivery of the first Terex Superlift 3800 lattice crawler crane. The 650 tonne Superlift 3800 has a maximum load moment of 8,426 tonne/metres.

Steil has ordered the crane with a 159 metre LSL and 12 metre LF configuration. "This purchase allows us to tap into new markets and customers throughout Europe," said general manager Birgit Steil. "Its first contract was a wind farm at Gödenroth immediately after it was delivered."



Steil Kranarbeiten based in Trier, Germany has taken delivery of the first Terex Superlift 3800 lattice boom crawler crane

More RAM for Smart

UK-based Smart Platform Rental has invested in more RAM truck mounted lifts for its growing rental fleet.

The latest deal - finalised at Vertikal Days - is for at least a dozen 17 metre PT17s, a simpler version of the 20 metre Gemini 20:35 PTJ which the company purchased last year, without articulating jib and radio remote controls. The units will be supplied by UK distributor HLS. Smart is also understood to be working with BlueLift/RAM to develop a new sub 10 metre electric vehicle mounted lift for inner city work.

2,400 tonne crane goes to work

Huisman has opened its 380 metre long quayside - specially designed to accommodate large offshore projects - at its production facility in Zhangzhou (Fujian), China complete with 2,400 tonne travelling quayside Skyhook crane.

The crane, designed and fabricated by Huisman, has two main lifting configurations - Heavy lift, capable of lifting 2,400 tonnes at 30 metres radius with a hook height of 100 metres, and Extended reach, which can lift 200 tonnes at 90 metres and a height of 140 metres. The crane can also travel with these loads along the full length of the quay. The new quayside was opened during the naming ceremony of BigLift's new Heavy Lift Vessel 'Happy Sky' which features two 900 tonne Huisman Mast Cranes.



The Happy Sky is the first vessel to be worked on at the new 380 metre quay

Vallas for Sunbelt Rentals

Sunbelt Rentals, the US arm of Ashtead, has ordered four new 2.5 tonne Valla 25E pick&carry cranes for its fleet. The compact 25Es travel have a gross vehicle weight of just 2,300kg. Valla has also sold a 40 tonne 400E pick&carry crane to German heavy assembly and haulage company Kreiling. The unit features a fully removable counterweight and a special four section boom that offers a maximum under hook height of 10 metres at which it can lift 16 tonnes.

Mounting Isoli in Czech Republic

Truck mounted lift manufacturer Isoli says that it has gained a significant share of the truck mounted lift market in the Czech Republic and has now started to mount units locally. The company moved its distribution to new company Inreka Plošiny Servis in Uhersky Brod - south east of Brno last year. The first unit to come off line was a 16.4 metre straight telescopic Isoli PT 165, mounted on an Iveco Daily 4x4 chassis for Kilowatt Elektromontage. The unit which offers up to nine metres of outreach included a 1,000 volt insulated platform.



The Isoli truck mounted lift mounted in Czech Republic



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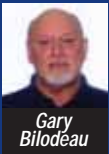
- Crane manufacturer **JMG** has appointed Seoul-based **Kilwoo** as its dealer for South Korea.
- **Tadano Oceania** has appointed **Bill Dunn** head of **Mantis** crawler crane sales and **Justin Andrews** for **Tadano** sales in New South Wales, Australia.
- UK rental company **Easy Reach Scotland** purchased a 23 metre **Teupen Leo 23GT** spider lift at **Vertikal Days**.
- Trailing boom/transport trailer specialist **Talbert Trailer** has appointed **Rick Myers** as director of materials.
- **JMG Cranes** has appointed **SNM Cranes** as dealer for western France.
- UK rental company **AFI** has launched an online website which allows aerial lift owners to sell their machines.
- **IPAF** has launched a Spanish version of its North American operator's course.
- **Snorkel** has approved the **Sanctuary Zone** for its boom lifts.
- **Bob Hund**, executive VP of **Manitowoc Crane Care** has been promoted to president of its **Foodservice** division.
- **Niftylift** made it into the Sunday Times 'International Track 200' chart of fastest growing exporters.
- **Palfinger** has appointed **Equipos Múltiples de Guatemala** as dealer for loader cranes and fork trucks.
- A new Italian access rental company **Rentalift s.a.s** is based in **Pescara, Abruzzo**.
- UK-based **Smart Platform Rental** has ordered 12 **RAM 17m** truck mounted lifts.
- **Mann Crane Hire** of the Isle of Man ordered a new 70 tonne **Tadano ATF 70G-4** at **Vertikal Days**.
- The Spider division of **SafeWorks** has appointed **Garry Bilodeau** as district sales representative in **Vancouver**.
- **Lyle Machinery** has been appointed **Sany** crane dealer for **Mississippi, Alabama and Florida**.
- **Crane Hire-Dublin** ordered two 100t **Terex AC100** cranes at **Vertikal Days**.
- **Riga Mainz** of Germany has taken delivery of its first **Liebherr MK 88**.
- **Yusuf Bin Ahmed Kanoo**, the **Grove/ Snorkel** dealer for **Saudi Arabia** has opened its new facility in **Jeddah**.
- **Valla** has appointed **Momac** as its new distributor for the **Benelux** region.
- **Prangl** has become the first rental company in **Austria** to become **SCCP** certified.
- **Tekno Insaat Makinalari** has ordered 28 units of **Potain's** new **MCT 178s** tower crane.
- UK rental company **Sandhurst** has invested £3 million in a new access division.
- **France Elévateur** has sold 10 of its 11 metre **111Fc** van mounted aerial lifts to **Eircorn**.
- **Charlesbank Capital Partners** has made a major equity investment in **Trojan Battery**.
- **IPAF** has appointed **Jason Woods** as its new Middle East representative, based in **Dubai**.
- **David Haynes** is retiring as MD of **Tutt Bryant** and **Tat Hong** Australia.
- **Brian King** has resigned as joint MD of **CTE UK** in order to focus on **Power Towers**.



Bill Dunn



Rick Myers



Garry Bilodeau



Jason Woods

- **Dick Kitson** of **Hirschmann Automation (PAT)** passed away June 26th following a short battle with cancer, he was 65.
- **Iron Planet** has appointed **Jethran Roeten** as its **Benelux** representative.
- **AFI Uplift** ordered 11 access delivery trailers from **King Highway** at **Vertikal Days**.
- UK-based **Lifterz Crane Hire** ordered a **Maeda MC285** and **MC405** from **Kranlyft** at **Vertikal Days**.
- UK based **Clements Plant & Tool** ordered a **GSR/Skyking 228TJ** truck mounted lift at **Vertikal Days**.
- **George Sparrow** the middle brother of **Sparrows Crane Hire** of **Bath, UK**, died on June 27th aged 88.
- **Kenjiro (Ken) Nezuka**, a long time senior executive with **Aichi** has died after a short illness.
- **Oswald Record's** owner **LSG** has formed a new business, **Dingli Sales UK**.
- **Isoli** has appointed **APS** as its new distributor for the UK.
- Following capacity issues in June **www.Vertikal.net** has doubled its server capacity
- The BBC is working on a 'fly on the wall' documentary about **Ainscough Crane Hire**.
- **Peter Jones** has joined UK-based **Facelift Access** as technical director.
- Australian truck mounted lift producer, **Nifty-Lift** has introduced a new control system.
- **Nationwide Platforms** has ordered two 20 metre **Multitel MJ201** truck mounted lifts.
- UK distributor **Height Lift & Shift - HLS** - has achieved **ISO 9001:2008**.
- **Jekko** has appointed **The Spiderlift Company** as its exclusive UK distributor.
- **Kranlyft** has appointed **Alpha Cranes** as **Maeda** crane dealer in the **Channel Islands**.
- **AFI** has produced a video highlighting the risks of entrapment on boom lifts.
- **Nationwide Platforms** is spending £20 million on 1,650 new platforms including **MEC** scissors and **Titans**.
- **Mammoet UK Heavy Lift** has appointed **Mike Bryant** as business development manager.
- **Niedersachsen Ports** has recently taken delivery of two **Liebherr** mobile harbour cranes.
- **Barry Copeland** who lost his family in a crane related car accident has received an **IOSH** award.
- UK-based **Sparrow Crane Hire** has purchased seven new cranes from **Terex**.
- **BIK Hydraulics** of **Toronto, Canada** has expanded its dealership territory for **Sany** cranes.
- **Trimble** has acquired **New Zealand** weighing technology company **Actronic Technologies**.
- **Huisman** has introduced a series of offshore cranes with lifting capacities up to 900 tonnes.
- **Sany America** has launched the 85 ton **SRC885 Rough Terrain** crane.



Jethran Roeten



Kenjiro (Ken) Nezuka



Peter Jones



Mike Bryant

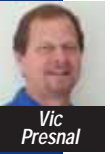
- **Ainscough Crane Hire** has appointed **Robin Richardson** as MD, following the retirement of **Neil Partridge**.
- UK-based **TCA Lifting** has taken delivery of a **Maeda LC785** mini crawler crane.
- Italian crane manufacturer **HS.Marine** has appointed **CraneKing** of as its distributor for the UK.
- UK-based **Ainscough Crane Hire**, has added two 150 tonne **MAN** tractor units to its fleet.
- **JLG** has appointed **Alexander Kryukov** as business development director **Russia** and **Belarus**.
- **Liebherr** has opened its maritime crane sales and service centre in **Miami, Florida**.
- **London Tower Services** has purchased a number of new 45ft **Niftylift Height Rider 15** boom lifts.
- **Palfinger Marine** is opening new sales offices in **Brazil, the USA and Singapore**.
- **Delta Rigging & Tools** has acquired **Morgan City Rentals**.
- **Graeme MacDonald** is to succeed **Alan Blake** as chief executive of **JCB**.
- **Steil Kranarbeiten** of **Trier, Germany** has taken delivery of the first **Terex Superlift 3800** crane.
- **Wagenborg Nedlift** has taken delivery of a new 750 tonne capacity **Liebherr LR1750**.
- **CTE** has delivered a 20 metre **B-Lift 201** aerial lift to **SRE Engenharia e Construções** in **Brasilia, Brazil**.
- **Ritchie Bros** has sold its largest AT crane ever, a **Terex Demag AC700** for €2.5 million.
- The UK's **CPA** has reminded contractors of their legal obligation to prevent unauthorised access to cranes/equipment.
- The Spider division of **SafeWorks** has appointed **Vic Presnal** as district sales representative in **Atlanta**.
- **Liebherr Container Cranes** has received its first order from **Peru**.
- **Dorman Long Technology** has won a contract in **China** for a 5,000 tonne modular lifting tower.
- California-based **Bigge Crane and Rigging** has purchased 58 new **Grove** and **Manitowoc** cranes.
- **Sennebogen** has appointed **Volvo Maskin** as Norwegian distributor for its **Green Line** range.
- A marshall at the **Canadian Grand Prix** died after he fell and was run over by a telehandler.
- Chinese crane manufacturer **Zoomlion** said 21 executives, have bought \$22 million of the company's shares.
- **ALL Erection & Crane Rental** has purchased two new 9,000kg/13.3m **Skyjack ZB2044** telehandlers.
- Melbourne construction company **Alfasi** has taken delivery of a **Maeda LC785** mini crawler crane.
- **IPAF** has appointed **Roger Schaffner** as auditor and member support representative for **Switzerland**.
- **JCB** has launched a new six cylinder engine the 7.2 litre **Dieselmix 672** a £45 million investment.
- The **Peak Tower shopping centre** in **Hong Kong** has purchased a 29m **TCA Lift Falcon FS290** spider lift.
- Hong Kong-based sales and rental company **Tower Mark** has ordered 30 **Manitowoc** crawler cranes.



Alexander Kryukov



Graeme MacDonald



Vic Presnal



Roger Schaffner

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The return of the push around?

In its short seven year life the push-around scissor lift has transformed working at lower levels in a number of markets, but particularly in the UK and parts of the Middle East. And despite being almost superseded by the 'powered push around', the low level push-around lift is making a major comeback in a whole range of new applications and in some cases a 'fully manual' format. Cranes & Access takes a look at market developments in this industrial/retail environment.

The UK has been at the centre of this new low level access phenomenon. A combination of a highly effective Health and Safety Executive and a strongly entrepreneurial private sector - rightly or wrongly using ladder scare tactics as a form of marketing - coupled with the ready availability of rental machines.

The result has dramatically changed the way many tradesmen work at height - at least on larger sites run by major contractors. From a starting point in 2006 the number of low

level lifts available for rent in the UK must now be well past the 10,000 barrier and it continues to grow.

Original and best?

The platform that started it all was the Pop-Up - the original low-level push around scissor lift - launched in 2006. The small, lightweight unit offered a 5.3ft platform height giving a working height of 3.63 metres and was simple in design and easy to use, giving safe, quick and easy access that traditionally would have been carried out using a step ladder or podium steps.

Its first sizeable order was to A-Plant in May 2006 and the company was heavily involved in the evaluation process. A Plant, like many at that time, thought the 240kg capacity Pop-Up would replace steps and ladders used indoors. Even seven years on this has not been the case, although Pop-Up sales alone in the UK have reached more than 6,000 and the push-around in all its guises has grown enormously in terms of popularity, with numerous manufacturers offering similar products. At the same time the number of ladders sold in the UK is possibly up to two million a year and shows no sign of abating.

Power Tower

The second push around on the market was the Power Tower. With its articulated sigma lift it provided not only more working height - 5.1



Power Tower Pecolift

metres - but also a totally different take on how to get there. With 250kg capacity the Power Tower had a 1,500mm by 650mm platform room enough for two men and materials although when rated for outdoor use it was restricted to a lower capacity.

Brian King who designed the Power Tower also pioneered the push around type lift with the Go Industries Hop-Up in the 1990s and then his own more sophisticated Power Tower at Access Machines. However apart from the modern Power Tower, the vast majority of push around lifts have used the scissor principal. Power Tower's second offering was the Nano which offers two heights of 3.8 and 4.5 metres and uses a square section telescopic mast - a smaller push around version similar to the Upright TM12 or the JLG 1230ES. The self-propelled Nano SP followed a little later.

With manufacturers actively seeking the ultimate ladder replacement you would have thought designs would

have been more innovative? However this changed in 2007 when JLG Australia developed the Liftpod which looked like coming close to solving the ladder problem with a simple, easy to use and transportable product.



The Pop-Up started it all off in 2006 giving safe, quick and easy access



The original Power Tower offered 5.1 metres working height using an articulated sigma lift

The ladder alternative

Basically the Liftpod is made up of three components weighing a total of 70kg - the base, mast and basket - each light enough to manhandle into position and when separated small enough to put in the back of a van or even a car. When assembled it offers 4.4 metres working height, 150kg capacity and was powered by mains electric and battery pack. However the Liftpod has never quite taken off and generated the sort of volumes you might expect. JLG launched new versions last May with the slightly smaller 3.8 metre working height FS60 for North America and the 4.4 metre FS80 for South America.

The FS60 was developed so that it would fit through doorways and work under eight foot ceilings. Still with a 150kg capacity, it has inward opening gates and has been engineered to pass into elevators without needing to be dismantled. Its 762mm wide steel base frame with casters on the back also helps



The Liftpod FS80 has a working height of 4.4 metres

improve mobility. Both versions break down into the three light-weight components quickly and are powered by either a power drill or battery power pack. And they also include the increasingly popular attachable work tray that holds up to 15kg of tools and materials.

The Liftpod is a great idea and seems to be a modern solution to a

step ladder or podium. Perhaps its design is too advanced or most likely too different, as all the other newer entrants into the rapidly growing sector are offering more traditional concept products, using scissors or telescopic masts.

Self-propelled push-arounds?

Many rental companies are onto their second generation lifts as the units delivered between 2006 and 2008 are replaced. The advent of automatic braking and the arrival of increased working height units without stabilisers have also been a catalyst driving this change. Concerns over the build quality and longevity of some of the early machines are generally proving unfounded. From what we understand apart from the usual switches and batteries that need replacing, the structures are holding up well.

There will always be those that mis-use equipment. With push-arounds surfing - moving the unbraked lift by pulling from the platform to the next work point - was a problem. Whether this in fact meant that users really wanted the self-propelled capability or not it led quickly to automatic braking on lift-off.

This of course also accelerated the growth of the 10ft self-propelled push-around market, with manufacturers adding a drive function to create self-propelled models, while increasing the height, making for a good, lightweight, low level platform which not only offers an alternative to podiums, small towers and push-arounds, but



Youngman with its self-propelled Youngman X3X-SP was one of many offering products in this growing sector

that also knocks on the door of the established 12ft electric scissor/mast market.

Platforms in this sector must be ultra-compact with low maximum floor point loadings so that they can work on the modern low capacity raised 'computer' floors which are now very common in new commercial construction and ride in the smallest of elevators. Such machines only started to appear a few years ago, but there is already a wide selection to choose from with working heights up to around five metres (10ft platform height). Weight has always been an issue, but there are now self-propelled products on the market that weigh little more than the push-arounds.

In the March 2013 issue of Cranes & Access we looked at smaller electric scissors and in particular how the new 10ft 'self-propelled push-arounds' compared with the established 12ft mast and scissor lifts.

One of the key features of the 12ft lift was its low weight and compact dimensions however in recent years these platforms have put on some weight and now range from around 700 to 1,000kg which can cause problems for users with smaller elevators. While the 12ft lifts are cheaper to purchase and run than 19ft scissors, the 10ft self-propelled



Dingli's self-propelled JCPT3.0 (III) has a three metre platform height



The Power Scissor has found a growing market for customers wanting 'powerless' low level platforms

- apart from the obvious lower platform height - offer a much lighter, smaller and cheaper package. It can only be a matter of time before the 10ft platform - available from the likes of Custom, Bravi, Dingli Pop-Up, Youngman, Snorkel, Iteco, Power Towers and Faraone to name a few - is the new 12ft? With weights around 500kg and capacities between 150kg and 200kg they offer everything of older 12fts but with a slightly lower platform height.

Retro step?

Perhaps the surprise of recent years has been the growth of the manually powered lifts. First to be launched was the power spring assisted Power Scissor from Russon Access. While many derided the introduction of such a 'basic' hand operated platform, the interest, sales and subsequent development of other platforms with no motors, pumps or electrics shows that increased sophistication is not necessarily the answer to future, or even current demand. Alan Russon's new company The Access Platform Company has expanded its 'non powered' range in recent months and now has four product lines - the Skywinder mini, Quickstep, Power Scissor and Power Lift. Formed in 2011 its objective was to manufacture and supply simple access products designed with low maintenance costs and able to work in all environments.

The UK designed and built Skywinder mini - launched to the UK at last month's Vertical Days along with the American-built Power Lift - uses a single mast and simple dual handle winch with built-in brake to move the basket. It has a 150kg capacity and a maximum working height of 3.5 metres. With four



The ReechCraft Power Lift offers working heights up to 6.3 metres

braked castor wheels 1.1 metre long, 740mm wide the unit is easily stowed and has a total weight of 136kg.

The Power Scissor is now available in three versions: the PS400, PS500 and PS600 with working heights of four, five and six metres respectively. Platform capacity is 210kg for the PS400 and 120kg for the larger units. The platform can either be raised by a crank handle or a power drill. The unit has in-built stabilisers and can be used both indoors and

outdoors as it is rated for up to 20mph winds. Weight wise the three are 260kg, 290kg and 340kg respectively.

The Access Platform Company is also distributor for the American ReechCraft Power Lift. This is another variation on the masted platform offering working heights of up to 6.3 metres but the mast is erected (and taken down) from the platform in easy to lift sections which are stored alongside the basket.

The one man platform climbs up the mast powered by PowerTrak technology which includes a gearbox with internal clutch and cone brake for added safety using a power drill. Front and rear outriggers when needed are manually slotted into the main base section and built-in transport tyres allow easier movement across uneven surfaces and up curbs etc. Total weight is 126kg.

Power Tower Pecolift

Another fully manual lift is Power Towers Pecolift. Weighing 150kg it features a gas assisted two section elevating mast, large diameter round steel tubular guardrails, dual saloon style gates, four point braking, rubber bumpers and a tool tray. The lift rolls on three wheels, two fixed wheels at the front and a single rear castor which, combined with its low overall weight, makes it easy to manoeuvre and roll-over thresholds. When you enter the platform the brake on the castor is immediately applied as the machine drops onto two heavy non marking rubber skids. To raise the platform from this position the control knob is pulled and the sizeable wheel turned.



Another fully manual lift is Power Towers Pecolift. Weighing 150kg it features a gas assisted two section elevating mast

The gas assisted lift will raise 80kg on its own with the wheel providing control and assistance. With a platform capacity of 150kg heavier people will of course need to put a little more effort into raising the platform. When raised, two spring-loaded, plunger-type brakes

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lock the front two wheels to create four point braking.

Hugo

Another new lift that has recently been launched is the Hugo - a 4.2 metre stock picking lift. Manufactured in Yorkshire by Vistark - a new division of Aerial Investments set up by Stuart Honeywood, Lorraine Fleming and Andrew Fishburn of HLS - the Hugo is the first model of a planned range of products aimed at retail offices, hospitals, warehouses factories and public buildings. Weighing 250kg it has a platform capacity of 120kg with a further 50kg on the adjustable material shelf as well as 50kg that can be placed on the chassis storage tray. Powered by a 12 volt, 52 amp/hour gel battery the company claims it has sufficient battery life for 70 full lift cycles from a single charge.

Designed for indoor use it features patented auto-closing and locking gates and a 4Glide wheel and steer system which allows the front wheels to lock to function like a shopping trolley. It also has forklift pockets for easy loading, unloading and movement over longer distances. Other features include Involuntary Elevation Control - IEC - which prevents the machine elevation if the contactors fail and a failsafe wheel locking system when elevated. The machine also has a

cushion descent system. The standard machine is powder coated but a special food safe coating system is also available, allowing the Hugo to be used in most strict food manufacturing environments.

Bravi goes smaller

Bravi has been producing its own type of compact self-propelled lifts for decades and yet only recently launched an ultra-lightweight push-around called the Spin-Go (spingo is Italian for I push). Based on the company's popular Caddy self-propelled stock picking lift. The Spin-Go offers a platform height of 7.2ft for a working height of 4.2 metres, yet weighs just 230kg all up. The compact and attractive unit is just 1,155 mm long by 730mm wide and has a stowed height of 1,500mm. Importantly for this market which includes applications such as retail, offices and schools the platform entry height is an easy 363mm step. Once in the platform the controls could not be simpler - up or down. Platform capacity is 130kg with a further 90kg on the material shelf/tray and 112kg can be placed on a chassis storage tray. Bravi says that a number of its major retail customers for the Caddy asked for a product that was smaller, simpler and perhaps most importantly less expensive, in order to help them introduce the powered access concept to smaller stores



The recently introduced Hugo is a 4.2 metre stock picking lift manufactured in Yorkshire by Vistark



The Cushman Titan T-1145 uses the 340kg capacity Custom HB-1030E scissor lift stack and platform mounted on an electric powered industrial transport buggy



The Bravi Spin-Go offers a platform height of 7.2ft for a working height of 4.2 metres, yet weighs just 230kg all up

allowing them to eliminate ladders and steps from their premises completely. The Spin-Go features an adjustable parcel shelf which levels with the top of the mast when fully raised, making it easy to load heavier boxes. Braking is automatically on at all times, there is a spring loaded button built into the push handles which releases the brakes when pushing. For faster moves and unloading etc...fork pockets are built in.

Cushman

A major variation on the self-propelled scissor lift is the 5.25 metre working height Cushman Titan T-1145 the 340kg capacity Custom HB-1030E scissor lift stack and platform, complete with 480mm slide-out deck extension is mounted on an electric powered industrial transport buggy, ideal for maintenance departments in larger facilities.

The machine was shown at Vertical Days with the intention of garnering feedback prior to finalising CE certification. The platform is 1.52 metres in length by 1.02 metres wide with an 11ft platform height. The compact buggy weighs just 1,177kg carries two people, can transport loads up to 794kg and tow up to 2,268kg with a maximum speed of 13 mph taking the

maintenance man to the job much quicker and in greater comfort. Other features include solid non-marking tyres and a fold-down step for easy access onto the lift.

The Titan has four wheel braking, but when the platform is raised stabilisers are automatically lowered from the chassis as an additional safety precaution and to take out any suspension sway or movement. The unit is fully electric, running on a 48 volt battery system with direct electric drive.

Pedal power

A new low level self-propelled podium platform which uses pedal power to move the platform between work positions has been introduced in the UK. With a working height of more than three metres the Mini-Mobi is aimed at low level jobs where contractors are increasingly using platforms instead of stepladders. The folding aluminium work platform features a patented pedal drive system with steering from the basket. At 600mm wide it can pass through a standard interior doorway and folds down for transport in an estate car or small van. Weighing 50kg, the wheeled folded unit is easily pushed into the work position and once erected is relocated from the platform which has a maximum capacity of 120kg.

Originally produced for the aerospace industry, Mini-Mobi has a platform height adjustable from 460mm to 1.2 metres in increments of 150mm. Standard safety features include a self-closing gate, toe boards pull-out stabilisers and locking castors and there is also an operator-applied brake. Optional extras include a hand rail-mounted tool tray, front-mounted tool tray and a storage/transport trolley.

Ultra low/ultra compact

Earlier this year UK-based Bison Products launched its new X-Step low-level access platform and

Earlier this year UK-based Bison Products launched its new X-Step low-level access platform and appointed Access Platform Sales (APS) as its distributor



appointed Access Platform Sales (APS) as its distributor. The unit was field trialled last year with rental company Hire Station, and is designed as an alternative to steps and podiums for working heights of up to three metres. It is powered by a 24 volt sealed rechargeable battery which operates a smooth

electric screw type actuator, to raise the single scissor stack, thus avoiding the need for any hydraulics.

The unit weighs just 85kg - 75kg without the guardrail - and has stowed dimensions of 900mm x 700mm x 500mm, allowing it to fit comfortably in the rear of a car or small van. It has a lift capacity of 140kg, enough for one person with tools. Standard features include non-marking wheels and auto-locking brakes, plus storage for a spare battery which according to the manufacturer can be changed in seconds and will last for around 80 full cycles.

The proof of the pudding...

The final endorsement for a new product is when the major rental companies start adding large numbers to their fleets. Dutch based Rival has just added its first Bravi Leonard HD to its rental fleet in the UK. The chassis on the Leonardo Heavy-Duty version is tougher and stronger than the standard Leonardo, allowing it to work on uneven ground, overcome obstacles up to 100mm high, and climb a 40 percent incline. The Leonardo HD also has a compact footprint and reduced floor loadings. It is probably better suited to the ground conditions found on many



The Mini-Mobi uses pedal power to move the platform between work positions.

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Riwal has added its first Bravi Leonardo HD to its rental fleet in the UK



The 4.2 metre Hugo stock picking lift

construction sites or certain areas found in some production plants.

Riwal has also ordered the Bravi Solo Gyps attachment allows one-man handling and installation of sheet material such as plasterboards or plywood, along with wall and ceiling panels

1,000 to go

Last month the UK division of Lavendon - Nationwide Platforms - stepped up its investment in Power Tower's Pecolift. After taking the first units about six months ago it now expects to have around 1,000 by the end of the year. With a substantial number of units already delivered, the lifts are currently working on some of the UK's largest projects, including the St Barts redevelopment and Heathrow T2B in London.

Richard Miller, Nationwide Platforms' executive director - sales said: "Our major investment in this

product represents our belief that the Pecolift can truly transform working at height for many of our customers. Not only does the product present an incredibly cost effective, safe and convenient method of working, the number of applications it can aid is also incredibly impressive. It is a highly-efficient and safety-conscious alternative to podium steps, ladders and step ladders etc... which are thought to contribute to around a third of reported fall-from-height incidents every year."

In summary

As our review indicates the market for lower level working at height equipment is ballooning at an exceptionally rapid pace whereas developments of industrial lifts with larger working heights has been sluggish in comparison. JLG and ATN have both introduced new mast booms - which we will cover in a separate feature in the October

issue of Cranes & Access - and the number of electric powered boom lifts with platform heights of 60ft or more has increased topped out with the impending launch of Niftylift's 28 metre working height HR28 Hybrid. Also we have not even mentioned the increasingly wide range of spider lifts that are well suited to many challenging industrial applications. All-in-all there has never been such a wide selection of safe and highly efficient access equipment on the market in terms of both functionality and price. There is no excuse whatsoever for make-do solutions such as the use of a forklift and pallet etc... or dodgy ladder. If you are involved with any annual shutdown work make sure that you keep it safe and at the same time you will find the quality of work improves and you will gain time, helping to stay ahead of the planned schedule.



Nationwide Platforms expects to have around 1,000 Power Tower Pecolifts by the end of the year

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The right tool for the job

Equipment for lifting in industrial applications has changed significantly over the past 40 or so years. With rental companies increasingly investing in main stream mobile All Terrain cranes with continually increasing nominal capacities, the once popular 10 to 20 tonne 'jack of all trades' mobile pick and carry cranes of the 1960's, 70's and perhaps 80s have generally been ignored by most manufacturers and with uncertain demand from rental companies they appear to have had their day, at least in the mainstream market.

The ironic aspect is that most crane rental companies have at least one old, small pick and carry crane and if the truth be known, it probably provides the best return on investment of any size and type of crane in the fleet. While Jones/Iron Fairy, Coles and Neal-type of cranes are no longer available there is now even a growing scarcity of 30 to 40 tonne City type AT cranes - a combination of companies looking to increase capacities when replacing older cranes and poor returns of investment due to the high initial investment and low rental rates.

You would think that the lack of a smaller road-going pick & carry crane would be an open invitation for a manufacturer to spot and exploit the gap in the market? Why for example does the concept do so well in Australia with the Franna solution, and not in Europe? Perhaps this will change again in the future? But there is no sign of it happening at the moment. However visitors to last month's Vertical Days will have no doubt noticed a refurbished eight tonne Tadano on the Crowland Cranes stand, using the superstructure of an old Tadano TS75 mounted on a new DAF LR 45.150 chassis.

A JMG MC45



The refurbished 8 tonne Tadano TS75 from Crowland Cranes

Refurbished Tadano

Peterborough-based Crowland Cranes is obviously ahead of the curve on this one and is offering refurbished small cranes, in this case mounted on a modern chassis

for very reasonable money. The TS75 at Vertical Days was priced between £40-45,000 with donor crane.

This solution of putting an old superstructure onto a modern chassis is now becoming more popular and at the same time any original technical issues, such as the mechanical/electrical throttles on the Tadano/chassis, are usually sorted out. With a lift height of around 21 metres the Tadano TS75 is the perfect general purpose crane being small enough to carry out industrial lifts and with enough boom and capacity for house building work such as placing roof trusses and chimneys etc. With customers renting these out at around £450 a day they make excellent financial sense - hence their growing popularity. Crowland has also added a refurbished unit into its rental fleet so that it can lend it to customers allowing them to continue working while their old crane is refurbished, making the whole process even easier.

The traditional type of pick & carry cranes now largely supplied by Italian manufacturers including Ormig, Valla, Galizia as well as JMG and Jekko - also appear to be making a comeback in Europe,



Valla 90E working in an automotive parts factory

possibly helped along by the introduction of smaller more compact units and more efficient battery electric power packs. The appointment of more active dealers, many with rental fleets - in the UK there is GGR, Hird, Crowland Cranes and Compact Lifting Equipment - also means equipment has a much higher profile which is always good for boosting sales by allowing customers to rent and try the before they buy.

To some extent, the American pick & carry cranes mostly carry-deck types - particularly the Grove Yardboss/Shuttlelift Carrydeck and Broderson or the Australian Terex-Franna style go some way to



PICK and CARRY



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offering a viable alternative to the older 'Iron Fairy' type products, particularly as these cranes are capable of being driven reasonable distances either on the road between sites or when working on larger facilities. Being diesel powered has its advantages as battery powered units and long travel distances do not mix well - at least not yet. The Italian manufacturers tend either to go for the pure rear-steer industrial units that are not well suited to road travel or jump to Rough Terrain cranes.

Another crane type that has a strong industrial potential that the European crane rental industry has apparently missed for many years now is the smaller Japanese-type City All Terrain, but as neither Tadano nor Kato appear to have any intention to re-introduce these small cranes to the European market refurbished older units look to be the only viable solution. Although the emergence of Japanese mini crawler and spider cranes also offer solutions for industrial lifting and are easy to transport.

But industrial lifting and moving equipment is so widespread in that anything goes so long as it can operate in the confined spaces and relatively low headroom that are a feature of most production buildings. In previous industrial lifting features we have looked at specialist products such as the Versa-Lift machines made by Custom Mobile Equipment, Kansas, USA. These super forklifts have found a real niche lifting and moving very heavy industrial equipment. Versa-Lift's largest truck - the 100/140 - can lift 45.4 tonnes without extending its frame/ballast and has a maximum extended capacity of 63.5 tonnes. It has two all-electric powered versions -

the 25/35E and the 40/60E - and remote controlled versions are also available.

However one of the most powerful pieces of lifting and moving equipment for its compact size lies at the opposite end of the spectrum, and it is also available at a fraction of the cost.

PowerAttack

The latest version of the PowerAttack is an innovative tool which looks like a powered broom handle but can move loads up to 25 tonnes using unpowered skates/dollies in confined spaces rather than using a fork lift truck or crane. The product uses the 'leverage' and 'grip or traction' principal and powered non-marking wheels. It measures just 1,650mm long and has a two stage (250mm) telescoping handle giving a total length of 2,150mm and weighs 75kg with one battery. For larger loads using additional PowerAttacks increases the capacity i.e. two can move 50 tonnes, three 75 tonnes etc.

The product was originally known as the PowerCat but name conflicts with a large American equipment manufacturer meant that it was easier to continue by changing to PowerAttack. Available in two versions - the cordless battery powered MTC 25 CC and mains powered MTC 25C - they use a 24 volt synchronous motor with one kW power output providing smooth, continuous forward and reverse functions and emergency stop. The cordless PowerAttack has two 24v/25amp hour lithium polymer packs giving a variable speed from zero to 20 metres per minute and lasting between two to three hours depending on work conditions.

However the latest upgraded version features a 48 volt drive



Process Group Toronto Canada using the PowerAttack on the third floor of a building - which no fork lift truck could access - to move a 15 ton laser tooling machine.

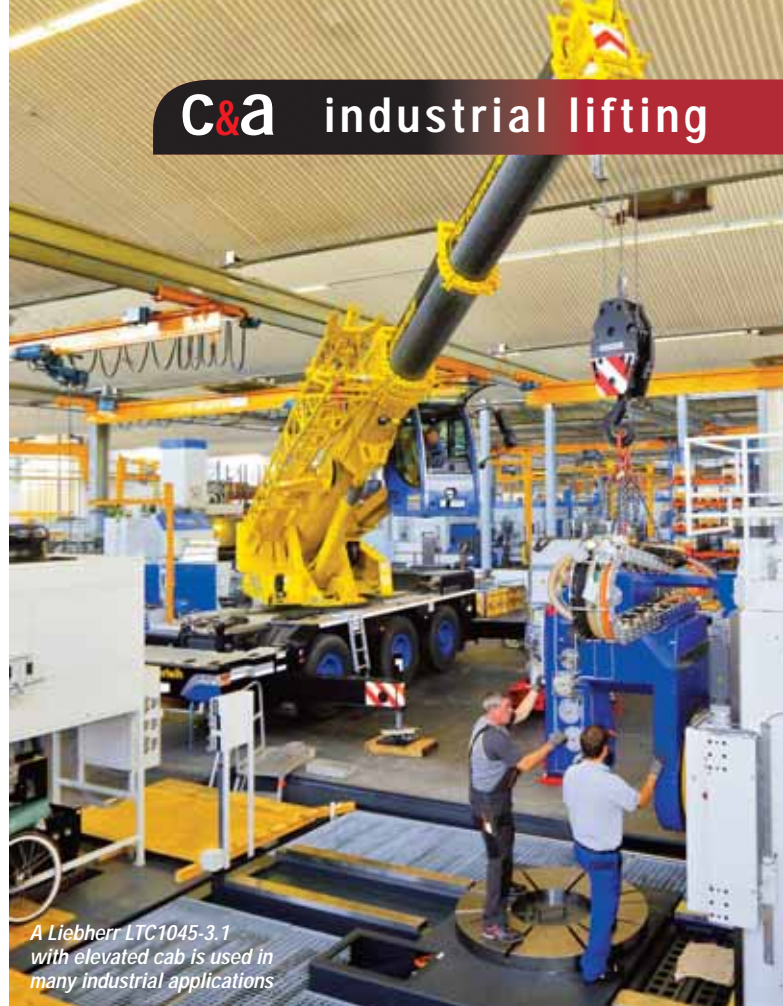


A 5.5 tonne and a 9 tonne Ormig pick & carry cranes helping with an industrial installation

motor with integrated planetary drive doubling the torque. The motor features an integrated brake which automatically releases when starting to push/pull and applies when the drive trigger is released. Lithium polymer batteries capacity was boosted from 10Ah to a powerful long lasting 25 Ah and 600 load cycles giving an operating life of three to four hours.

The 'powered broom handle' uses an adaptor to connect to most steerable skates - such as German made GKS-Perfekt or Jung - and

works like the kingpin of a tractor steering and manoeuvring (forward- reverse) a semi-trailer. The required starter package includes the PowerAttack, a set of skates and two hydraulic 10 tonne jacks for a capacity of 24 tonnes. To date a total of about 300 units (including about 80 of the battery/cordless) have been sold all around the world proving that it is not the size of the equipment but about finding the right tool for the job.



A Liebherr LTC1045-3.1 with elevated cab is used in many industrial applications

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Classic Italian design

While the basic design of Italian pick & carry cranes has changed little over the past 50 years, it has certainly not stood still. Most of the recent developments are evolutionary improvements in performance, comfort and more efficient production. There is also a renewed interest in the modern, compact, pedestrian operated two tonne capacity products first introduced by Valla. However the time it took the company to develop and expand production to satisfy the growing demand has meant that other manufacturers - such as Jekko, Galizia and JMG have entered the market with versions of their own and a number of improvements.

Multi-purpose crane

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

At 3.3 metres long and 1.73 metres wide the unit is compact and has an exceptionally small turning circle - possibly as good as a three wheel crane - with true 90 degree crank angle steering on the rear axle.

Drive is direct via twin AC electric motors on the front axle that can also counter rotate to help improve the crane's turning circle and reduce stress build-up during sharp turns. A separate AC motor is used to drive the crane hydraulics. The telehandler tool bar can take a wide variety of attachments including forks, forks with side-shift, buckets, integrated platform, winch, searcher hooks and jibs etc.

an eight metre tip height. At its maximum horizontal reach of 5.5 metres the GF60 can lift 900kg. Overall height is just over two metres, weight is 6.2 tonnes and width is 1.73 metres.

At Bauma Galizia also added the smaller Multis 215 and GF25 based on the same chassis. The GF25 is a classic pick & carry crane, while the Multis 215 is a smaller version of the 636. Both are electric powered



The Multis low boom pivot point allows it to telescope a load into the back of small vans

Galizia has been very innovative in the pick & carry market with numerous 'firsts' to its name. including the first full remote control of all crane movements on a GF250 in 2007 and the first to install the two motor front drive system with counter rotations on the GF200 the following year. The company also used the Multis 636 as a basis to launch its six tonne dedicated crane version - the GF60 - which has a longer three section boom offering

and offer a maximum lift capacity of 2.5 tonnes. The Multis 215 is equipped with a special tool holder/bar, which incorporates hydraulic auto-levelling and allows quick attachment of a range of tools including forks, a work platform, vacuum suction system and jib etc. . .

The two models are extremely compact at just over two metres long, 930 mm wide with an overall height of 1.41 metres. Both feature

dual motor front wheel drive and the company's wide rear steering axle that gives these four wheeled machines the ability to turn as tightly as a three wheel unit. Given the success of the Multis Galizia is in the process of launching a larger version which should be unveiled in October. The Multis 948 will have a nine tonne maximum capacity, 4.5 tonnes on forks and an eight metre lift height.

New entrant expands

Newest entrant in the pick & carry sector is Italian manufacturer JMG. The company was formed late in 2009 by ex-Valla general manager Maurizio Manini and Emilio Berti. Since then the company has grown and increased its product line to 14 models with capacities from two to 60 tonnes. At the end of last year it added a second 4,000 square metre production hall with 3,000 square metres of yard space to its facility in Saramato near Piacenza. Its existing facility which it has operated since its launch will now be dedicated to maintenance and product support. The company has recently sold its first crane into Russia to Russian transmission manufacturer ZF Kama



Tight rear axle steering on the Multis 636

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for its factory in Naberezhnye Chelny, Republic of Tatarstan The 3.2 tonne capacity battery electric MC32 boasts a three section telescopic boom which offers a seven metre lift height and up to four metres radius. The crane features twin AC electric drive motors, a tight 90 degree crank angle rear steer and has been equipped with the additional winch. It weighs just under three tonnes.

Cranes since the 1940s

Valla has been producing pick & carry cranes for more than 65 years. The company was formed in 1945 by Antonio Valla when he started importing and modifying US Army Surplus machines to rebuild Milan after World War II. 16 years later he and his son John produced the company's first three tonne capacity Precision crane followed in 1975 with the first commercial electric powered 30E. By 1993 it produced its first carry deck battery powered unit and in 1999 its first hybrid model - the 40T E/D.

However it is the smaller two to 2.5 tonne capacity cranes launched a few years ago that have appealed to a wider audience. These are ideal for working in areas where space is restricted including aviation petro-chemical, glass handling, construction and engineering. However the speed with which construction projects are now

completed, together with the complexities of modern buildings means project managers are using these small pick & carry cranes on upper floors in increasing numbers. As well as being used for glass handling where repeated multiple operations and a continuous process are critical to efficiency, they are also being used for moving and placing timber shuttering and steel framed formwork moulds.

A crane such as the tracked Valla 20D TRX is ideal for many aspects of this shuttering and formwork task. With a lifting capacity of two tonnes it is capable of lifting a wide range of shuttering forms, yet is small and agile enough, as a pick and carry crane, to be moved quickly around busy building sites.

Another company dating back to the 1940s is the big boy of Italian pick & carry cranes Ormig which built its first cranes in 1949. Traditionally its strength lay with larger diesel powered pick & carry models and truck cranes. However it is increasingly focussing on smaller pick & carry models and modern battery power units. Its little five tonne machine the 5.5tmE has been very successful and in some areas it is attracting increased interest from crane rental buyers. Its electric range now includes seven models topped out by a 45 tonner.



First JMG crane for Russia. Russian transmission manufacturer ZF Kama has taken delivery of the first JMG industrial crane for its factory in Naberezhnye Chelny, Republic of Tatarstan



A Valla 75E working in an oil refinery



Ormig built its first cranes in 1949 and its strength lay in the larger diesel pick & carry models and truck cranes

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Terex by a long neck...

Last month's *Cranes & Access* cover (below) featured a rare Rothschild giraffe being relocated from Melbourne Zoo in Australia to the Mogo Zoo on the southern coast of New South Wales 800km away. Whilst not an industrial application the crane used was a Terex (Franna) AT-20 pick & carry crane.

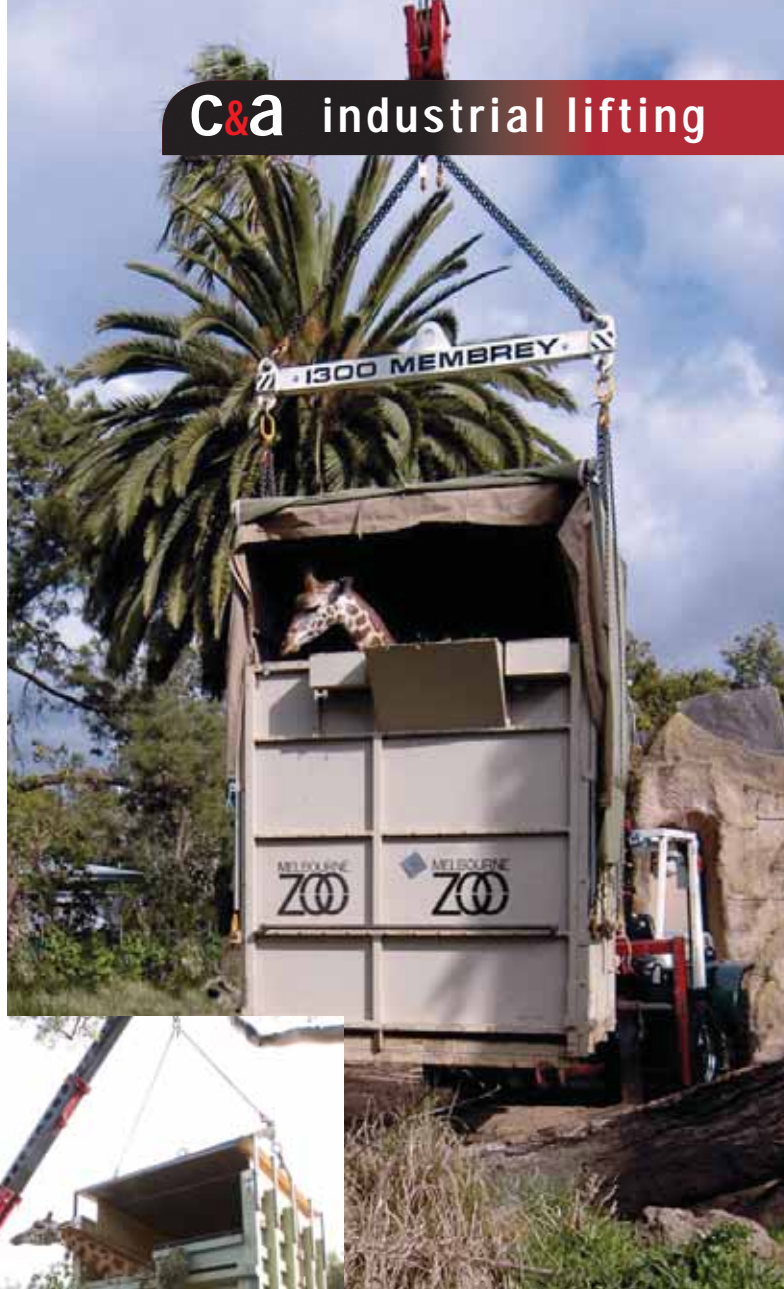
Due to the delicate nature of the cargo, Melbourne Zoo called in Membrey's Transport and Crane Hire to move Tanzi - the 10 year old, 4.8 metre tall giraffe - as part of the regional breeding program that would also see Tanzi reunited with her sister Shani.

"We have moved a variety of large and small exotic zoo animals for around 30 years," said Craig

Membrey. "For this move, we were required to lift and transport the animal in a specially made giraffe crate and selected our Terex AT-20 as the best crane for the task."

To minimize stress during the move, Melbourne Zoo conducted more than two months of crate training, to ensure Tanzi was relaxed and comfortable enough to travel in the crate. As well as the potential for emotional strain, transporting such a tall and heavy animal also presented a number of logistical challenges.

"Moving animals of this size requires detailed route planning, such as avoiding low bridges, while also ensuring minimum impact on the animal by completing the move in the



The Terex AT-20 lifting the crate from the trailer



shortest possible time," he said. "The Terex AT-20 was ideal for this application. Its smooth controls gave the crane operator the ability to position the crate with gentle, fluid movements throughout the operation. These highly versatile road cranes can be dispatched quickly to wherever they are needed via any road, and have the manoeuvrability, power and versatility to lift almost anything, anywhere."

First Galizia GF400 for Jozef Hermans

Dutch lifting and haulage company Jozef Hermans has ordered the first 40 tonne Galizia GF400 battery powered pick & carry crane. Fabio Vercelli-Galizia, managing director of Galizia, said: "I am very happy because Jos Hermans (Jozef Hermans' technical director) bought a GF200 with radio remote control five years ago. He has since made a lot of important industrial movements in factories throughout Europe with this machine and has now once again chosen Galizia cranes to improve his fleet."



The Galizia GF400

A lifting duo with perfect chemistry

A Unic URW-706 mini spider crane teamed up with a new Cormidi GKB19-4 Multipla to help dismantle and install machinery at a chemical manufacturing facility in Clitheroe, Lancashire, in the UK.

The multipurpose GKB19-4 was used as a work platform at the plant which specialises in manufacturing catalysts and catalytic converters for automotive industry and fuel cells. The compact GKB19-4 worked in the limited space available, helping to strip pipework away from a machine that was to be dismantled. A more practical alternative to a scaffold, the GKB19-4's flexible boom with hydraulic articulated joints

meant that the working platform could access more hard-to-reach areas by moving under and over obstacles.

Staff working at a 14 metre height inside the Cormidi's basket were able to cut the pipes and sling each section for the six tonne capacity Unic spider crane to remove. Once the pipework was lifted away, the Unic crane dismantled the nine tonne machine by lifting each of its 1,000kg pieces at a 13 metre height.

Whilst on site, the GKB19-4 was also used to inspect the facility's overhead gantry crane, helping to install a block and tackle for moving a vessel into its correct position.



New Grove YardBoss

Grove recently launched a new version of the YardBoss YB5520. The 18 tonne industrial crane is said to be a complete redesign, replacing the older 16 tonne YB5518.

The crane is also the first to be fully CE certified with all other YB cranes due to be CE certified this summer. The YB5520 has a 16.6 metre four-section, full-power boom and is available with two jib options - a 4.6 metre extension and a new

adjustable 4.6 to 7.6 metre swingaway. Footprint of the YB5520 is 4.6 by 2.4 metres, with an overall height of 2.5 metres. It has four wheel steer, including crab with self-alignment and a pivoting boom nose - adjustable to five positions from minus 30 to 80 degrees. Other features include a two speed hoist, a 3.3 litre, Euromot 3B Cummins diesel and ITL power shift transmission and a new outrigger monitoring system.



Grove launched the new YardBoss YB5520 at Bauma

First 16t Ormig Crane for UK



Lockerbie, Scotland-based Haas-Tek Services has taken delivery of a 16 tonne Ormig electric powered pick and carry crane. This, the first unit in the UK, was supplied with solid tyres and hydraulic luffing fly jib.

Supplied by distributor Crowland Cranes, the unit was ordered and delivered within a three week time scale with Haas-Tek seeing the crane for the first time at Vertical Days last month. Initial contracts for the Ormig include work at a

large food plant and work on the new set of UK TV soap opera Coronation Street.



(L-R) Peter Issit, Crowland Cranes with Jim Bell and Ian King of Haas-Tek and Ormig's Gian Paolo Aschero with it's new 16 tonne battery powered Ormig pick and carry crane.



New 6x2 Man 26-400. Fassi F275
remote crane with flat or cheese
wedge body.



2010 8x2 Daf Cf 460. Fassi F660
remote crane with flat or cheese
wedge body



2009 & 2010 8x2 Scania R420.
Fassi F660 remote crane with flat or
cheese wedge body



2011 8x2 Man 26-440. Fassi F660
remote crane with flat or cheese
wedge body



New Scania 8x2 G400.
Choice of cranes and bodies



2010 Scania 8x2 R420. Fassi 455
remote crane with choice of flat or
cheese wedge



2010 8x2 Scania G400. Fassi F275
remote with cheesewedge body.
17 ton payload.



New Scania 8x2 G400. Fassi 455
remote crane with cheese
wedge body



New and used 6x2 Beavertails
in stock



New Daf 6x2 Cf 410. F275
remote crane. new chesewedge.
Man's also available



New Man 6x2. Fassi F455
remote crane with flat or
cheese wedge



Specialist bodies built
on new or used chassis



WORLD'S TALLEST

SELF-PROPELLED BOOM LIFT

THE NEW GENIE® SX™-180

Productive, efficient and easy to transport

Reach New Heights:

- 57 m (186 ft) working height and 24.4 m (80 ft) horizontal reach with 3.05 m (10 ft) rotating jib

Precise Positioning:

- Standard 2.44 m (8 ft) self-leveling platform with 340 kg (750 lb) capacity
- 160° hydraulic platform rotation

Stable and Transportable:

- Newly designed X-chassis extends and retracts to provide stability on the job and narrow profile for transport
- Drive at full height for jobsite efficiency



To find out more
about Genie products,
visit our Website:
www.genielift.com

Genie
A TEREX BRAND

▲ Taking you higher.™

Cranes & Access



Dealer Guide

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

UK & Ireland
2013

www.vertikal.net

UK & Ireland dealer guide

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



HEAVY LIFT CRANES/EQUIPMENT

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
ALE Engineering	UK	ALE	01889 272500	ALE	+44 1889 272 500	www.ale-heavylift.com
Bigge	USA	Direct	+1 888 337 2444	Direct	+1 888 337 2444	www.bigge.com
Deep South	USA	No Distribution	+1 225 753 4371	No Distribution	+1 225 753 4371	www.deepsouthcrane.com
Lampson	USA	Direct	+1 509 586 0411	Direct	+1 509 586 0411	www.lampsoncrane.com
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 7650	www.liebherr.co.uk
Mammoet	Netherlands	Mammoet UK	01912 502560	Mammoet UK	+44 1912 502560	www.mammoet.com
Manitowoc	USA	Manitowoc UK	01280 818830	Manitowoc UK	+44 1280 818830	www.manitowoc.com
Sarens	Belgium/USA	Sarens UK	01642 621621	Sarens Ireland	+353 57 87 40 944	www.sarens.com
Terex	Germany	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com

MOBILE CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Altec	USA	Cumberland Industries	01536 529876	SafeFirst	+44 2890 817327	www.cumberlanduk.co.uk
Bendini	Italy	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terex.com
Bencini - Cams	Italy	No Distribution	+378 549 988 111	No Distribution	+378 549 988 111	www.camsind.com
Böcker	Germany	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Broderson	USA	Cranes UK	0870 0665466	Cranes UK	+44 870 0665466	www.cranesuk.net
EuroRigo	Italy	Direct	+390 4568 61500	Direct	+390 4568 61500	www.rigo.com
Franna	Australia	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
Galizia	Italy	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Hydrocon	Turkey	No Dealer	+332 444 88 11	No Dealer	+332 444 88 11	www.hidrokon.com
Imai	Italy	The Spiderlift Company	08702 255554	The Spiderlift Company	+44 8702 255554	www.spiderlift.co.uk
Grove	Germany	Manitowoc UK	01280 818830	Manitowoc UK	+44 1280 818830	www.manitowoc.com
JMG	Italy	Compact Lifting Equipment	01482 351546	Compact Lifting Equipment	+44 1482 351546	www.compactlifting.com
Kato	Japan	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 7650	www.liebherr.co.uk
Lift Systems	USA	Claxton International	01244 661000	Claxton International	+44 1244 661000	www.claxtoninternational.co.uk
Link-Belt	USA	NRC Plant	01375 361616	NRC Plant	+44 1375 361616	www.nrcplant.co.uk
Locatelli	Italy	No Dealer	+390 3549 45066	No Dealer	+39 035 494 5066	www.locatellircrane.com
Manitex	USA	No Dealer	+1 512 942 3000	No Dealer	+1 512 942 3000	www.manitex.com
Manotti	Italy	No Dealer	+390 5229 65590	No Dealer	+390 5229 65590	www.manotti.eu
Marchetti	Italy	AGD Equipment	01789 292227	AGD Equipment	+44 1789 292227	www.agd-equipment.co.uk
Ormig	Italy	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu
Rigo	Italy	Direct	+390 4568 61500	Direct	+390 4568 61500	www.rigo.com
Sany	China	Sany Germany	+49 2272 905311	Sany Germany	+49 2272 905311	www.sanygroup.com
Sennebogen	Germany	EH Hassell & Sons	01782 644299	EH Hassell & Sons	+44 1782 644299	www.hassells.com
Spierings	Netherlands	Koos Spierings	+31 412 697 777	Koos Spierings	+31 412 697 777	www.spieringskranen.nl
Iadano/Faun	Germany	Cranes UK	0870 066 5466	Cranes UK	+44 870 066 5466	www.cranesuk.net
Terex	Germany	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
Valla	Italy	Hird	01482 227333	Hird	+44 1482 227333	www.peter-hird.co.uk
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	+44 2881 659709	www.cannonxcmg.co.uk
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com

CRAWLER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Fushun	China	Cranebusiness	+31 168 381 575	Cranebusiness	+31 168 381 575	www.cranebusiness.com
Fuwa	China	Cranebusiness	+31 168 381 575	Cranebusiness	+31 168 381 575	www.cranebusiness.com
Hitachi-Sumitomo	Japan	NRC Plant	01375 361616	NRC Plant	+44 1375 361616	www.nrcplant.co.uk
IHI	Japan	AGD Equipment	01789 292227	Rivertek	+353 214 385342	www.agd-equipment.co.uk
Kobelco	Japan	Kobelco Cranes Europe	01342 301122	Kobelco Cranes Europe	+44 1342 301122	www.kobelco-cranes.com
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Link-Belt	USA	NRC Plant	01375 361616	NRC Plant	+44 1375 361 616	www.nrcplant.co.uk
Logicrane	Holland	Cranebusiness	+31 168 381 575	Cranebusiness	+31 168 381 575	www.cranebusiness.com
Maeda	Japan	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Manitowoc	USA	Manitowoc UK	01280 818830	Manitowoc UK	+441280 818830	www.manitowoc.com
Mantis	USA	Cranes UK	0870 066 5466	Cranes UK	+44 870 066 5466	www.cranesuk.net
Marchetti	Italy	AGD Equipment	01789 292227	AGD Equipment	+44 1789 292227	www.agd-equipment.co.uk
Sany	China	Sany Germany	+49 2272 905311	Sany Germany	+49 2272 905311	www.sanygroup.com
Sennebogen	Germany	EH Hassell & Sons	01782 644299	EH Hassell & Sons	+44 1782 644299	www.hassells.com
Terex	Germany	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
XCMG	China	Cannon XCMG	02881 659709	Cannon XCMG	+44 2881 659709	www.cannonxcmg.co.uk
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com

TOWER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Arcomet	Belgium	No dealer	+32 114 50950	No dealer	+32 114 50950	www.arcomet.com
Artic Cranes	Sweden	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
Benazzato	Italy	Falcon Crane Hire	01362 821048	Falcon Crane Hire	+44 1362 821048	www.falcon-crane-sales-hire-uk.com
Cattaneo	Italy	Weaving Machinery	01386 49155	Weaving Machinery	+44 1386 49155	www.weavingmachinerycranes.net
Cinomatic	Italy	Wanted	+39 3412 81961	Wanted	+39 3412 81961	www.cinomatic.com
Clever Crane	Italy	Wanted	+39 2908 48689	Wanted	+39 2908 48689	www.gelcoaru.com
Cobra	Switzerland	Direct	+41 2667 51530	Direct	+41 2667 51530	www.cobra-crane.com
(Comedil) Terex	Italy	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
Comansa	Spain	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
FB Gru	Italy	Crane Hire East Anglia	01206 899622	Northern Lift Trucks	+28 9267 3111	www.cranehireeastanglia.co.uk
FM Gru	Italy	Mantis Cranes	0845 3098158	Mantis Cranes Ireland	+353 7491 49981	www.mantiscranes.ie
Gelco Clever Crane	Italy	Wanted	+39 290 848 689	Wanted	+39 290 848 689	www.gelcoaru.com
Jaso	Spain	Falcon Crane Hire	01362 821048	Falcon Crane Hire	+44 1362 821048	www.falcon-crane-sales-hire-uk.com
Jost	Germany	London Tower Crane	+44 (20) 8953 7800	London Tower Crane	+44 (20) 8953 7800	www.londontowercranes.co.uk
Liebherr	Germany	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Linden Comansa	Spain	City Lifting	01708 805550	City Lifting	+44 1708 805550	www.citylifting.co.uk
Mantis	Ireland	Mantis Cranes	0845 3098158	Mantis Cranes Ireland	+353 7491 49981	www.mantiscranes.ie
MTI	Germany	MTI-Lux SA	+352 2674 5480	MTI-Lux SA	+352 2674 5480	www.mti-lux.com
Potain top slew	France	Manitowoc UK	01280 818830	Electogen	+353 1825 1644	www.potain.com
Potain self erectors	France	Ladybird Crane Hire	01527 889889	Electogen	+353 1825 1644	www.potain.com
Raimondi	Italy	Vanson Cranes	01476 861011	Irish Crane and Lifting	+353 643 3722	www.vansoncranes.com
Spierings	Holland	Spierings Kranen	+31 4126 97777	Spierings Kranen	+31 4126 97777	www.spieringskranen.com
San Marco	Italy	Direct	+39 032 282 601	Direct	+39 032 282 601	www.sanmarco-int.com
Terex Cranes	Italy	Terex Cranes UK	01844 203711	Terex Cranes UK	+44 1844 203711	www.terexcranes.com
Vanson	UK	Vanson Cranes	01476 861011	Vanson Cranes	+44 1476 861011	www.vansoncranes.com
Vicario	Italy	Wanted	+39 3228 46690	Wanted	+39 3228 46690	www.vicariogru.com
Wolffkran	Germany	HTC Plant	01709 559668	HTC Plant	+44 1709 559668	www.htcplant.com
Zoomlion	China	Crowland Cranes	01733 210561	Crowland Cranes	+44 1733 210561	www.crowlandcranes.com
Yongmao	China	Jin Long Europe	01707 600199	Jin Long Europe	+44 1707 600199	www.jinlongeurope.com

SPIDER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Benelli Gru	Italy	Direct	+39 522 969 756	Direct	+39 522 969 756	www.benelligrui.it
Cornidi	Italy	GGR	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Galizia	Italy	GGR	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Imai	Italy	The Spiderlift Company	08702 255554	The Spiderlift Company	+44 8702 255554	www.spiderlift.co.uk
Jekko	Italy	The Spiderlift Company	08702 255554	The Spiderlift Company	+44 8702 255554	www.spiderlift.co.uk
Kegiom	Italy	No Dealer	+39 0143 822 031	No Dealer	+39 0143 822 031	www.kegiom.com
Maeda	Japan	Kranlyft UK	0117 982 6661	Kranlyft UK	+44 117 982 6661	www.kranlyft.co.uk
Palazzani	Italy	TCA Lifting	0845 603 5360	TCA Lifting	0845 603 5360	www.poweredaccess.com
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	+44 1246 811475	www.pennyhydraulics.com
Reedyk	Holland	Wanted	+31 186 572 044	Wanted	+31 186 572 044	www.reedijkhydrauliek.nl
Riebsamen	Germany	No Dealer	+49 7582 791	No Dealer	+49 7582 791	www.riebsamen.de
R&B Engineering	Japan	France Elevateur (D)	+49 3413 08895	France Elevateur (D)	+49 3413 08895	www.france-eleveur.de
UNIC	Japan	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Van Bouwel	Holland	Direct	+32 3369 6981	Direct	+32 3369 6981	www.vanbouwel-kranen.be
Valla	Italy	Hird	01482 227333	Hird	+44 1482 227333	www.peter-hird.co.uk

LOADER CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Amco Veba	Italy	Tip N Lift	01473 740381	Tip N Lift	+44 1473 740381	www.tiplift.co.uk
Atlas	Germany	Atlas Cranes UK	08444 996688	Sleator Plant	+44 2890 844251	www.terex.com
Benelli Gru	Italy	Direct	+39 522 969 756	Direct	+39 522 969 756	www.benelligrui.it
Cargotec/Hiab	Sweden	Cargotec UK	01691 623100	Cahir House Machinery	+353 5274 41300	www.hiab.co.uk
Copma	Italy	Wanted	+39 0546 653 711	Wanted	+39 0546 653 711	www.copma2000.com
Cormach	Italy	E. Doe & Sons	01206 871881	Hydraweld	+353 1458 0402	www.ernestdoe.com
Effer	Italy	Atlas Cranes UK	08444 996688	Lambe engineering	+353 5793 55736	www.effer.com
Effer Marine	Italy	Preffered Marine Cranes	01634 297733	Preffered Marine Cranes	+44 1634 297733	www.effer.com/marine
Fassi	Italy	Fassi UK	01926 889779	Fassi UK	+44 1926 889779	www.fassi.co.uk
Ferrari	Italy	No Dealer	+39 522 486 311	No Dealer	+39 522 486 311	www.fliferrari.it
GAL	Greece	Seeking Dealer	+302 3107 66980	Seeking Dealer	+302 3107 66980	www.gal.gr
Hiab	Sweden	Cargotec UK	01691 623100	Cahir House Machinery	+353 5274 41300	www.hiab.co.uk
HMF	Denmark	HMF UK	01733 558145	HMF UK	+44 1733 558145	www.hmf.dk
Hyva	Holland	Hyva UK	0161 776 6600	Hyva UK	+44 161 776 6600	www.hyva.co.uk
Kennis	Holland	Hyva UK	0161 776 6600	Hyva UK	+44 161 776 6600	www.hyva.co.uk
KLM	Italy	Bluelift	+39 5417 56872	Bluelift	+39 5417 56872	www.bluelift.it
Maxlift	Italy	Ernest Doe	01245 380311	Direct	+39 0522 963 039	www.modenaweb.it
MKG	Germany	Truck Hyd. Services	01530 510101	MGK	+49 421 321 406	www.mkg-export.com
Next Hydraulics	Italy	Ernest Doe	01245 380311	Direct	+39 0522 963 039	www.modenaweb.it
Palfinger	Austria	T.H White	01380 722381	Palfinger Ireland	+353 5793 52525	www.thwhite.co.uk
Palfinger	Austria	Outreach - Scotland	01324 889000	Palfinger Ireland	+353 5793 52525	www.outreachltd.co.uk
Penny Hydraulics	UK	Penny Hydraulics	01246 811475	Penny Hydraulics	+44 1246 811475	www.pennyhydraulics.com
Pesci	Italy	Pesci UK	0844 770 7969	Pesci UK	0844 770 7969	www.pesci.co.uk
PM	Italy	Central Hydraulic Loaders	01827 283344	Joseph Bennett and Sons	+353 5786 25245	www.pmcranesuk.co.uk
Smart Crane	Italy	TCM	+39 0875 752076	TCM	+39 0875 752076	www.tcmsrl.net
Tirre	Germany	Harsh UK	01759 372100	Harsh UK	+44 1759 372100	www.harshuk.com

TRAILER / ALUMINIUM CRANES

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Bocker	Germany	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Emminghaus	Germany	Direct	+49 5264 64640	Direct	+49 5264 64640	www.emminghaus.de
Klaas	Germany	Wanted	+49 2593 95920	Wanted	+49 2593 95920	www.klaas.com
Paus	Germany	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk

LIFTING GEAR

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

TELEHANDLERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ausa	Spain	Ausa UK	07970 639988	Ausa UK	+44 7970 639988	www.ausa.com
Bobcat	France	Bobcat UK	01942 266880	Montana Plant Sales	+353 1401 8844	www.bobcat.eu
Case	Italy	Case Construction	01302 802802	Case Construction	+44 1302 802802	www.casece.com
Caterpillar	Belgium	Finning UK	01530 249605	Finning Ireland	+353 1464 3500	www.finning.co.uk
Claas	Germany	Class UK	01284 763100	Class UK	+44 1284 763100	www.claas.com
Deutz	Belgium	Deutz AG	01788 891892	Deutz AG	01543 438900	www.deutz-fahr.com
Dieci	Italy	Dieci Telehandlers UK	01258 817997	Dieci	+44 2830 821230	www.dieci-telehandlers.co.uk
Doosan	France	Bobcat UK	020 87230161	Montana Plant Sales	+353 1401 8844	www.bobcat.eu
Faresin	Italy	Metcalf Ag	01995 61166	Wanted	0445 800300	www.faresindustries.com
Genie	Italy	Genie UK	01476 584333	Genie UK	+44 1476 584333	www.tdlegquipment.com
Giraf Track	Belgium	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Jakob Fahrzeugbau	Switzerland	Not distributed	+41 71 411 67 60	Not distributed	+41 71 411 67 60	www.jakobfahrzeugbau.ch
JCB	UK	JCB	01889 590312	JCB	+44 1889 590312	www.jcb.co.uk
JLG	Belgium	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Kramer	Germany	Kevin Walker	01845 577832	Purcell Plant	+353 4548 7927	www.krameralrad.co.uk
Landini	Italy	Agriargo UK	01302 757550	D&S Machinery	+353 1450 7377	www.agriargouk.com
Liebherr	Austria	Liebherr GB	01767 602100	Liebherr GB	+353 458 76 50	www.liebherr.co.uk
Lull	USA	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Merlo	Italy	Merlo UK	01425 480806	Merlo UK	+44 1425 480806	www.merlo.co.uk
MST	Turkey	Direct	+902 1645 30353	Direct	+902 1645 30353	www.mst-tr.com
Neuson Kramer	Germany	Kevin Walker	01845 577832	Purcell Plant	+353 4548 7927	www.krameralrad.co.uk
New Holland	Italy	New Holland Construction	01268 292423	New Holland Construction	+44 1268 292423	www.newholland.com
Pettibone	USA	Direct	+1 800 467 3884	Direct	+1 800 467 3884	www.gopettibone.com
Sennebogen	Germany	EH Hassell & Sons	01782 644299	MAC Machinery	+353 7491 56708	www.hassells.com
Skytrak	USA	JLG Industries UK	01616 541000	JLG Industries UK	+44 1616 541000	www.jlg.com
Terex	Italy	TDL Equipment	08444 994499	TDL Equipment	+44 8444 994499	www.tdlegquipment.com
VHS Manirail	Holland	Direct	+31 4973 31033	Direct	+31 4973 31033	www.vhsbladel.nl
XCMG	China	Cannon Specialist	02881 659709	Cannon Specialist	+44 2881 659709	www.cannonxcmg.co.uk
Xtreme	USA	Not distributed	+1 3609 619856	Not distributed	+1 3609 619856	www.xtrememanufacturing.com

SELF-PROPELLED BOOM LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Aichi	Japan	Aichi Sales Office BV	+31 162 431543	Aichi Sales Office BV	+31 162 431543	www.aichi.eu
Airo	Italy	Direct	+39 522 977365	Direct	+39 522 977365	www.airo.it
ATN	France	Wanted	+33 553 761 235	Wanted	+33 553 761 235	www.atnplatforms.com
Cautrac	UK	Direct	+44 1206 273111	Direct	+44 1206 273111	www.cautrac.com
Dingli	China	Dingli UK	07794 052601	Dingli UK	+44 7794 052601	www.dingliplatformsales.co.uk
Dinolift	Finland	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Genie	USA	Genie UK	014765 84333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Giraf Track	Belgium	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
HAB	Germany	Ascendant Access	01914 879933	Ascendant Access	+44 1914 879933	www.ascendantaccess.com
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Hitachi	Japan	HM Plant	01914 308400	HM Plant	+44 1914 308400	www.hmplant.ltd.uk
Imer Group	Italy	CLM Construction	01215 225930	CLM Construction	+44 1215 225930	www.imerdirect.com
JLG	USA-Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
JCHI	China	Wanted	+86 10615 39210	Wanted	+86 10615 39210	www.jchic.com
Kreitzler	Germany	Direct	+49 23026 98418	Direct	+49 23026 98418	www.kreitzler.de
Leguan	Finland	Avant Tecnico UK	01953 714896	Direct	+358 3347 6400	www.leguanlifts.com
Lehmann	Germany	Wanted	+49 351 854 040	Wanted	+49 351 854 040	www.lehmann.lifte.de
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Matilsa	Spain	Hi-Lift Access	01623 474154	Seeking Dealers	+34 976 294547	www.matilsa.es
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
MEC	USA	Direct	+01 5598 421500	Direct	+01 5598 421500	www.mecawp.com
Mecapulus	Spain	Powerlift UK	014804 07771	Powerlift UK	+44 14804 07771	www.jlgeurope.com
Mieve	Spain	Direct	+34 9798 08036	Direct	+34 9798 08036	www.mieve.es
Nagano	Japan	Kemp Hoogwerkers	+31 30669 1091	Kemp Hoogwerkers	+31 30669 1091	www.kemphoogwerkers.nl
Nifty	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Nostolift	Finland	Direct	+358 4002 44040	Direct	+358 4002 44040	www.nostolift.fi
Platform Basket	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Skyhigh	Belgium	Russon Access	01384 444630	Russon Access	+44 1384 444630	www.hollandlift.com
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	+44 1691 676235	www.skyjack.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Tadano	Japan	Direct	+81 33621 7750	Direct	+81 33621 7750	www.tadano.co.jp
Toucan	France	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com

SCISSOR LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Access-Zipper	UK	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Aichi	Japan	Aichi Sales Office BV	+31 162 431543	Aichi Sales Office BV	+31 162 431543	www.aichi.eu
Airo	Italy	Direct	+39 522 977365	Direct	+39 522 977365	www.airo.it
Alarina	Spain	Direct	+34 950 315643	Direct	+34 950 315643	www.alarina.es
ATN	France	Wanted	+33 553 761235	Wanted	+33 553 761235	www.atnplatforms.com
Bravi	Italy	Direct	+39 071 7819090	Direct	+39 071 7819090	www.braviisol.com
Custom Equipment	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Dingli	China	Dingli UK	07794 052601	Dingli UK	+44 7794 052601	www.dingliplatformsales.co.uk
Eazzi Lift	UK	R2 Access Platforms	07799 118462	R2 Access Platforms	+44 7799 118 462	www.r2access.com
Eddielift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Edmolift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Faraoone	Italy	Powerlift UK	01480 407771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Genie	USA	Genie UK	014765 84333	Genie Europe	+44 14765 84333	www.genielift.co.uk
HAB	Germany	Ascendant Access	01914 879933	Ascendant Access	+44 1914 879933	www.ascendantaccess.com
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Holland Lift	Holland	Seeking dealer	+31 2292 85555	Seeking dealer	+31 2292 85555	www.hollandlift.com
Hy-Brid	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Iteco/Imer	Italy	CLM Construction	01215 225930	CLM Construction	+44 1215 225930	www.imerdirect.com
JLG	USA-Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
JCHI	China	Wanted	+86 10615 39210	Wanted	+86 10615 39210	www.jchic.com
Kreitzler	Germany	Direct	+49 23026 98418	Direct	+49 23026 98418	www.kreitzler.de
Leguan	Finland	Avant Tecnico UK	01953 714896	Direct	+358 3347 6400	www.leguanlifts.com
Liftlux	Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Manitou	France	Manitou UK	01202 825331	Manitou UK	+44 1202 825331	www.uk.manitou.com
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
MEC	USA	Direct	+01 5598 421500	Direct	+01 5598 421500	www.mecawp.com
Mieve	Spain	Direct	+34 9798 08036	Direct	+34 9798 08036	www.mieve.es
Nagano	Japan	Kemp Hoogwerkers	+31 30669 1091	Kemp Hoogwerkers	+31 30669 1091	www.kemphoogwerkers.nl
Noblelift	China	Noblelift Europe	+49 9401 607930	Noblelift Europe	+49 9401 607930	www.noblelift-europe.com
Omega	Holland	Direct	+31 174 525990	Direct	+31 1745 25990	www.omegaplatforms.nl
Oxley Group	Italy	Direct	+39 171 857036	Direct	+39 1718 57036	www.oxley.es
PB Lifttechnik	Germany	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co.uk
PLE	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Pop-Up	UK	Pop Up Products	01244 833933	Pop Up Products	+44 1244 833 933	www.popupproducts.co.uk
Power Tower	UK	Power Tower	01162 001757	Power Tower	+44 1162 001757	www.powertowers.co.uk
Skyjack	Canada	Skyjack UK	01691 676235	Skyjack UK	+44 1691 676235	www.skyjack.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Tadano	Germany	Direct	+81 33621 7750	Direct	+81 33621 7750	www.tadano.co.jp
UpRight	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Youngman	China	Youngman/APS	01621 745900	APS	+44 1480 891251	www.iapsgroup.com

VEHICLE MOUNTED LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ascendant	UK	Ascendant Access	0191 4879933	Ascendant Access	+44 191 4879933	www.ascendantaccess.com
Alitec	USA	Cumberland Industries	01536 529 876	SafeFirst	+44 2890 817327	www.cumberlanduk.co.uk
Barin	Italy	Direct	+39 4959 71300	Direct	+39 4959 71300	www.barin.it
Benelli gru	Italy	Direct	+39 522 969756	Direct	+39 522 969756	www.benelligru.it
Palfinger	Germany	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
Bizzocchi	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelift.com
Böcker	Germany	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Bronto Skylift	Finland	Ian James	07884 497267	Ian James	07884 497267	www.bronto.fi
Bronto Fire Platforms	Finland	Angloco	01924 441212	Angloco	+44 1924 441212	www.angloco.co.uk
Cautrac	UK	Cautrac	01206 273111	Cautrac	+44 1206 273111	www.cautrac.com
Cela	Italy	Euraccess	01179 609499	Wanted	+39 3098 84084	www.euraccess.co.uk
CMC	Italy	The Spiderlift Company	08702 255554	The Spiderlift Company	+44 8702 255554	www.spiderlift.co.uk
Co.M.e.f	Italy	Affordable Access	01794 521177	Wanted	+39 051 687 8711	www.officinecomet.it
CTE	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelift.com
Cushman	USA	Direct	+1 7067 984311	Direct	+1 7067 984311	www.cushman.com
Easy Lift	Italy	Powerlift UK	014804 07771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
France Elevateur	France	Seeking Dealer	+33 3832 33132	Seeking Dealer	+33 3832 33132	www.france-eleveur.fr
Gardner Denver	UK	Gardner Denver UK	01274 681351	Gardner Denver UK	+44 1274 681351	www.gdpoweredaccess.com
GSR	Italy	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
Hinowa	Italy	APS	01480 891251	APS	+44 1480 891251	www.accessplatforms.co.uk
Isoli	Italy	APS	01480 891251	APS	+44 1480 891251	www.accessplatforms.co.uk
Moog	Germany	Direct	+49 7555 9330	Direct	+49 7555 9330	www.moog-online.de
Movex	Spain	Powerlift UK	014804 07771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Multihog	UK	Cumberland Industries	01536 529876	Cumberland Industries	+44 1536 529876	www.cumberlanduk.co.uk
Multitel-Pagliero	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Nostolift	Finland	Direct	+358 4002 44040	Direct	+358 4002 44040	www.nostolift.fi
Oil&Steel	Italy	Mantis Access	01388 748962	Mantis Access	+353 7491 49605	www.mantisaccess.com
Pagliero	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Palfinger Platforms	Germany	SkyKing	01858 467361	SkyKing	+44 1858 467361	www.kingtrailers.co.uk
PC Produzioni	Italy	Direct	+39 3387 674786	Direct	+39 3387 674786	www.manotti.eu

VEHICLE MOUNTED LIFTS continued

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

TRAILER LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Bil-Jax	USA	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Bocker	Germany	Kranlyft UK	01179 826661	Kranlyft UK	+44 1179 826661	www.kranlyft.co.uk
Custers	Holland	Hi-Lift Access	01623 474154	Hi-Lift Access	+44 1623 474 154	www.hi-liftaccess.co.uk
Dinolift	Finland	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Emminghaus	Germany	Direct	+49 5264 64640	Direct	+49 5264 64640	www.emminghaus.de
Genie	USA	Genie UK	01476 584333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
JLG	USA-Belgium	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Klaas	Germany	Direct	+49 2593 95920	Direct	+49 2593 95920	www.klaas.com
Matilsa	Spain	Hi-Lift Access	01623 474154	Seeking Dealers	+34 976 29454	www.matilsa.es
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Omme	Denmark	APS	01480 891251	APS	+44 1480 891251	www.accessplatforms.co.uk
Paus	Germany	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202 071	www.unic-cranes.co.uk
PLE	USA	Direct	+1 605 763 2945	Direct	+1 605 763 2945	www.portableliftequipment.com
Snorkel	UK/USA	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Teupen	Germany	Direct	+49 2562 81610	Direct	+49 2562 81610	www.teupen.com
Thomas Hoogwerkers	Belgium	Direct	+32 5237 1005	Direct	+32 5237 1005	www.thomas-hoogwerkers.be

PUSH AROUND LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Alarina	Spain	Direct	+34 950 315643	Direct	+34 950 315643	www.alarina.es
Bil-Jax	USA	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Bison Products	UK	APS	01480 891251	APS	+44 1480 891251	www.accessplatforms.co.uk
Bocker	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
Custom Equipment	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Dingli	China	Dingli UK	07794 052601	Dingli UK	+44 7794 052601	www.dingliplatformsales.co.uk
Eazzlift	UK	R2 Access Platforms	07799 118462	R2 Access Platforms	+44 7799 118 462	www.r2access.com
Eddielift	Italy	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Edmolift	UK	Edmolift	01440 730640	Edmolift	+44 1440 730640	www.edmolift.co.uk
Faraone	Italy	Powerlift UK	01480 407771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Genie	USA	Genie UK	01476 584333	Genie Europe	+44 14765 84333	www.genielift.co.uk
Haulotte	France	Haulotte UK	01952 292753	Haulotte UK	+44 1952 292753	www.haulotte.co.uk
Hy-Brid	USA	Hy-Brid Access Platforms	01344 620065	Hy-Brid Access Platforms	+44 1344 620065	www.hy-bridaccessplatforms.co.uk
Iteco/Imer	Italy	CLM Construction	01215 225930	CLM Construction	+44 1215 225930	www.imerdirect.com
JLG	USA-France	JLG Industries UK	01616 541000	Access Platform Sales	+353 7497 21017	www.jlgeurope.com
Kuli/Kempkes	Germany	Wanted	+49 2191 4340	Wanted	+49 2191 4340	www.kuli.com
Mantall	China	Wanted	+86 133 2115 6251	Wanted	+86 133 2115 6251	www.mantall.com
Mieve	Spain	Direct	+34 9798 08036	Direct	+34 9798 08036	www.mieve.es
Pop-Up	UK	Pop Up Products	01244 833933	Pop Up Products	+44 1244 833 933	www.popupproducts.co.uk
ReechCraft	USA	The Access Platform Company	01384 444630	The Access Platform Company	+44 1384 444630	www.accessplatformcompany.co.uk
Power Scissor	UK	The Access Platform Company	01384 444630	The Access Platform Company	+44 1384 444630	www.accessplatformcompany.co.uk
Power Tower	UK	Power Tower	01162 001757	Power Tower	+44 1162 001757	www.powertowers.co.uk
Sidewinder	UK	The Access Platform Company	01384 444630	The Access Platform Company	+44 1384 444630	www.accessplatformcompany.co.uk
Snorkel	China	Snorkel UK	0845 1550 057	Snorkel	0845 1550 057	www.snorkellifts.co.uk
Youngman	China	Youngman/APS	01621 745900	Youngman/APS	+44 1480 891251	www.iapsgroup.com

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SPIDER LIFTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Benelli gru	Italy	Direct	+ 39 522 969756	Direct	+ 39 522 969756	www.benelligr.it
Bluelift	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Cela	Italy	Euraccess	01179 609499	Wanted	+ 39 3098 84084	www.euraccess.co.uk
Cormidi	Italy	UNIC Cranes Europe	01844 202071	GGR Group	+44 1844 202071	www.unic-cranes.co.uk
CMC	Italy	The Spiderlift Company	08702 255554	The Spiderlift Company	+44 8702 255554	www.spiderlift.co.uk
CTE	Italy	CTE UK	01162 866743	CTE UK	+44 1162 866743	www.ctelift.com
Dinolift	Finland	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
Easy Lift	Italy	Powerlift UK	01480 407771	Powerlift UK	+44 14804 07771	www.powerliftgroup.com
Falck Schmidt	Denmark	Urban Access	01202 593411	Urban Access	+44 1202 593411	www.urban-access.co.uk
Hinowa	Italy	APS	01480 891251	APS	+44 1480 891251	www.accessplatforms.co.uk
IHmer	Italy	CLM Construction	01215 225930	CLM Construction	+44 1215 225930	www.imerdirect.com
Imer	Italy	CLM Construction	01215 225930	CLM Construction	+44 1215 225930	www.imerdirect.com
Jekko	Italy	The Spiderlift Company	08702 255554	The Spiderlift Company	+44 8702 255554	www.spiderlift.co.uk
Leader	Italy	Wanted	+ 39 0522 619270	Wanted	+ 39 0522 619270	www.leader-piatt.it
Leguan	Finland	Avant Tecno UK	01953 714896	Direct	+358 3347 6400	www.leguanlifts.fi
Multitel	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Niftylift	UK	Niftylift	01908 223456	Niftylift	+44 1908 223456	www.niftylift.com
Oil&Steel	Italy	Mantis Access	01388 748962	Mantis Access	+353 7491 49605	www.mantisaccess.com
Omme	Denmark	APS	01480 891251	APS	+44 1480 891251	www.accessplatforms.co.uk
Pagliari	Italy	Access Industries	01442 874534	Access Industries	+44 1442 874534	www.accessequipment.net
Palazzani	Italy	TCA Lifting	0845 603 5360	TCA Lifting	0845 603 5360	www.poweredaccess.com
PC Produzioni	Italy	Direct	+ 39 3387 674786	Direct	+ 39 3387 674786	www.manolti.eu
Platform Basket	Italy	Promax Access	01226 716657	Promax Access	+44 1226 716657	www.promaxaccess.com
RAM	Italy	HLS	01132 878446	HLS	+44 1132 878446	www.hls.co
Socage	Italy	Socage UK	01536 529876	Socage UK	+44 1536 529876	www.socageuk.com
SUP Elefant	Italy	The Spiderlift Company	08702 255554	The Spiderlift Company	+44 8702 255554	www.spiderlift.co.uk
Teupen	Germany	Direct	+ 49 2562 81610	Direct	+ 49 2562 81610	www.teupen.co

MASTCLIMBERS & HOISTS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Ahler	Spain	BFT Mastclimbers	01525 853575	BFT Mastclimbers	+ 44 1525 853575	www.bftmastclimbing.com
Alba	Spain	Wanted	+ 34 944 711 600	Wanted	+ 34 944 711 600	www.alba.es
Alimak	Sweden	Alimak Hek	01933 354700	Alimak Hek	+44 1933 354700	www.alimakhek.com
AS Climber	Spain	Direct	+ 34 916 918 580	Direct	+ 34 916 918 580	www.asclimber.com
Bocker	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
Camac	Spain	Direct	+ 34 937 771 050	Direct	+ 34 937 771 050	www.camacsa.com
Electroelsa	Italy	Direct	+ 39 057 791 3401	Direct	+ 39 057 791 3401	www.electroelsa.com
Euroscaf	Italy	Direct	+ 39 042 374 6732	Direct	+ 39 042 374 6732	www.euroscaf.it
Encomat	Spain	Direct	+ 34 916 280 056	Direct	+ 34 916 280 056	www.encomat.com
Fixator	France	Direct	+ 33 241 311 700	Direct	+ 33 241 311 700	www.fixator-lift.com
Fraco	Canada	Fraco UK	01895 262215	Fraco UK	+44 1895 262215	www.fraco.co.uk
Geda	Germany	Jürgen Deffner	+ 49 906 9809139	Jürgen Deffner	+ 49 906 9809139	www.geda.de
Goian	Spain	Wanted	+ 34 943 804 001	Wanted	+ 34 943 804 001	www.goian.com
Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Hek	Holland	Alimak Hek	01933 354700	Alimak Hek	+44 1933 354700	www.alimakhek.com
Hydro Mobile	Canada	Wanted	+ 1 888 484 9376	Wanted	+ 1 888 484 9376	www.hydro-mobile.com
Maber	Italy	Imer Direct UK	01215 225930	Maber	+ 39 444 660 872	www.imerdirect.com
MP-Haki	Sweden	Haki UK	01827 282525	Haki UK	+44 1827 282525	www.haki.co.uk
Piat	Italy	Direct	+ 39 041 927 824	Direct	+ 39 041 927 824	www.piatvidearfl.com
Raxter	Holland	NTP Hoist Spares	01484 300503	NTP Hoist Spares	+44 1484 300503	www.hoistspares.co.uk
Rovers	Italy	Wanted	+ 39 089 772 4134	Wanted	+ 39 089 772 4134	www.rovers.it
Safi	Italy	Direct	+ 39 042 363 9321	Direct	+ 39 042 363 9321	www.safi.it
Saltec	Spain	Direct	+ 34 9765 71737	Direct	+ 34 9765 71737	www.en.saltectorgar.com
Scanclimber	Finland	Scanclimber UK	01505 702600	Scanclimber UK	+44 1505 702600	www.scanclimber.co.uk
Steinweg	Germany	Industrade	01617 758921	Industrade	+44 1617 758921	www.industrade.co.uk
SMEA.N.	Italy	Wanted	+ 39 081 250 8421	Wanted	+ 39 081 250 8421	www.smean.it
Stros	Slovakia	Direct	+ 420 318 842 111	Direct	+ 420 318 842 111	www.stros.cz
Torgar	Spain	Direct	+ 34 9765 71737	Direct	+ 34 9765 71737	www.en.saltectorgar.com

TRANSPORT TRAILERS

Manufacturer	Production Base	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
Andover Trailer	UK	Direct	01264 358944	Andover Trailers	+44 1475 522261	www.andovertrailers.co.uk
Broshuis	Holland	Broshuis Trailers UK	01858 432502	Broshuis Trailers UK	+44 1858 432502	www.broshuis.com
Goldhofer	Germany	Andover Trailers	01264 358944	Andover Trailers	+44 1475 522261	www.andovertrailers.co.uk
Ifor Williams	UK	Local Network	0843 216 7447	West-Wood Trailers	045 876053	www.iwt.co.uk
King	UK	King Trailers	01858 467361	King Trailers	+44 1858 467361	www.kingtrailers.co.uk
Nicolas	France	Munro Commercials	01704 897003	Munro Commercials	+44 1704 897003	www.munrocommercials.com
Nooteboom	Holland	HSE Nooteboom	01536 204233	HSE Nooteboom	+44 1536 204233	www.hse-nooteboom.com
Faymonville	Belgium	Traffco	01536 206915	Ashbourne Truck Centre	+ 353 1835 0573	www.faymonville.com
Schuler & Schlommer	Switzerland	Wanted	+ 41 854 7000	Wanted	+ 41 854 7000	www.schuler-schuler.ch
Tinsley	UK	Tinsley	01642 784279	Tinsley	+44 1642 784279	www.tinsleyspecialproducts.com

MOBILE ACCESS TOWERS

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

Manufacturer	Status	Spare Parts	UK Telephone	Website
ABM	Acquired by Haulotte	Haulotte UK	01952 292753	www.haulotte.co.uk
Aerial	Absorbed into Tanfield	Tanfield	0191 4871311	www.tanfieldgroup.com
Condor	Part of Time International	Versalift UK	01536 721010	www.versalift.co.uk
Coles	Absorbed by Grove	Manitowoc UK	01895 430053	www.manitowoc.com
Denka	Acquired by Rothlehner	For spare parts call	+ 49 8724 96010	www.rothlehner.de
Esda Fahrzeugwerke	Closed due to insolvency			
Gradall	Telehandlers absorbed into JLG	JLG Industries UK	01616 541000	www.jlg.com
Grove Manlift	Acquired by JLG	MinnPar	+ 1 6123 790606	www.minnpar.com
Iron Fairy	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020	www.jonescranes.co.uk
Italmec	Closed	Powerlift UK	014804 07771	www.powerliftgroup.com
Jones	Jones Cranes Ltd	Jones Cranes Ltd	01273 494020	www.jonescranes.co.uk
Kesla	Aerial lifts acquired by Nostolift	AJ Access Ltd	01291 423930	www.accessplatforms.com
Lionlift	Absorbed into PC Produzioni	PC Produzioni	+ 39 3387 674786	www.manotti.eu
Luna	Ceased manufacturing	Luna	+ 349 7421 1020	www.lunaei.es
Pinguely	Haulotte Group	Haulotte UK	01952 292753	www.haulotte.co.uk
Simon	Self-Propelled business acquired by Terex	Genie UK	01476 584333	www.genielift.co.uk
SkyHigh	Acquired by Servi-Tec	Holland Lift	+ 31 2292 85555	www.hollandlift.com
Strato Lift	Closed	MinnPar	+ 1 612 379 0606	www.minnpar.com
UpRight	Rebranded as Snorkel	Snorkel UK	0845 1550 057	www.snorkellifts.co.uk

COMPONENTS, ACCESSORIES & PARTS

Manufacturer	UK Distributor	UK Telephone	Ireland Distributor	Ireland Telephone	Website
3B6	Hird	01482 227333	Hird	+44 1482 227333	www.peter-hird.co.uk
AGS	Falcon Crane	01362 821048	Casey Group	+353 4548 5240	www.falcon-crane-sales-hire-uk.com
Air-Seal Products	Direct	01823 674411	Direct	+44 1823 674411	www.air-sealproducts.com
AlturamaTATS	GreenTek	01132 677000	GreenTek	+44 1132 677000	www.greensward.co.uk
Amber Valley Devel.	Direct	0116 240 2968	Direct	+44 1162 402968	www.amber-valley.co.uk
Ashtree Glass	Direct	01274 546732	Direct	+44 1274 546732	www.ashtreeglass.co.uk
Autec	Wanted	+ 39 0444 901000	Wanted	+39 0444 901000	www.autecsafety.com
Ascorel	Direct	+ 1 877 717 2253	Direct	+ 1 877 717 2253	www.ascorel.com
Boscaro	Wanted	+ 39 444 866 520	Wanted	+39 444 866 520	www.boscaroitalia.com
BFL Allmats	Allmats	01335 345111	Allmats	+44 1335 345111	www.craneriggmats.co.uk
BPE	IFCOM UK	01236 770033	IFCOM UK	+44 1636 676794	www.bpe.it
Braden Winch	Koppen & Lethem	01636 676794	Koppen & Lethem	+44 1636 676794	www.koppen-lethem.co.uk
Butti Lifting Equipment	Direct	+035 787300	Direct	+035 787300	www.butti.it
Carl Stahl	Carl Stahl Evita	0845 226 0819	Carl Stahl Evita	0845 226 0819	www.carlstahl-evita.co.uk
Casar	Pfeifer Drako	01270 587728	Wire Ropes	+353 404 67375	www.pfeifer.co.uk
Cautrac	Direct	01206 273111	Direct	+44 1206 273111	www.cautrac.com
Cavotec	Cavotec UK	01642 608245	Cavotec UK	+44 1642 608245	www.cavotec.co.uk
Cobo	Hird	01482 227333	Hird	+44 1482 227333	www.peter-hird.co.uk
Conquip	Conquip	0845 2015030	Conquip	0845 2015030	www.conquipindustrial.com
Crosby	Crosby UK	01226 290516	Crosby UK	+44 1226 240118	www.thecrosbygroup.com
Crown Batteries	Shield Batteries	01279 652067	Shield Batteries	+44 1279 652067	www.shieldbatteries.co.uk
C-Tech Industries	C-Tech Europe	01743 599090	C-Tech Europe	+44 1743 599090	www.ctech-ind.com
Dakota Shine	Future Products	01623 635171	Future Products	+44 1623 635171	www.futureproductsltd.com
Deutz	Deutz UK	01543 438900	Deutz UK	+44 1543 438900	www.deutzuk.com
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Dyno	Dyno Europe	+ 32 5661 7977	Dyno Europe	+32 5661 7977	www.dynoeurope.com
Dynamic Oil	Direct	+ 39 059 812 601	Direct	+39 059 812 601	www.dinamicoil.it
Eco Outrigger Pads	PLC Sales	01449 674154	PLC Sales	+44 1449 674154	www.outriggerpads.co.uk
Gantic	GantiCharger UK	07807 348584	GantiCharger UK	+44 78073 48584	www.ganticcharger.com
Gearmatic	Koppen & Lethem	01636 676794	Koppen & Lethem	+44 1636 676794	www.koppen-lethem.co.uk
G. Fluid	Wanted	+ 39 059 828543	Wanted	+39 059 828543	www.gfluid.com
Goodyear Dunlop	Goodyear UK	01213 066000	Goodyear Ireland	+353 162 38500	www.goodyear.eu
Hatz	Hatz GB	01455 622100	Hatz GB	+44 1455 622100	www.hatzgb.co.uk
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Hetronic	Hetronic Great Britain	0845 0046938	Hetronic Great Britain	0845 0046938	www.hetronic.co.uk
Hirschmann	Pat Krüger	01889 580101	Pat Krüger	+44 1889 580101	www.pat-kruger.co.uk
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Lombardini	Lombardini UK	01865 863858	Lombardini UK	+44 1865 863858	www.lombardini.co.uk
LSI	LSI UK	01224 392900	LSI UK	+44 1224 392900	www.loadsystems.com
Lyon Equipment	Lyon Equipment	01539 626250	Lyon Equipment	+44 1539 626250	www.lyon.co.uk
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Penny + Giles	Penny + Giles Controls	01202 409499	Penny + Giles Controls	+44 1202 409499	www.pennyandgiles.com
Petzi	Lyon Equipment	01539 626250	Lyon Equipment	+44 1539 626250	www.lyon.co.uk
Remdevice	Direct	01282 871187	Direct	+44 1282 871187	www.gbcontrols.co.uk
Rösler	Rösler UK	01514 820444	Wanted	+49 4218 022700	www.roesler.com
Sarum Mats	Sarum Hardwood	01264 811600	Sarum Hardwood	+44 1264 811600	www.sarumhardwood.co.uk
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Sensor Systems	Wanted	+ 39 030 700 0916	Wanted	+39 030 700 0916	www.sensorsystems.it
Sevcon	Electric Vehicle Systems	01914 161286	Electric Vehicle Systems	+44 1914 161286	www.evsystems.co.uk
Smie	Cranesafe	01483 894136	Cranesafe	+44 1483 894136	www.smie.com
SpanSet	SpanSet UK	01606 737494	SpanSet UK	+44 1606 737494	www.spanset.co.uk
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Tecsis	Direct	+ 49 6958 060	Direct	+49 6958 060	www.tecsis.de
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US Batteries	Manbat Batteries	01743 460790	Manbat Batteries	+44 1743 460790	www.manbat.co.uk
Unitex	Unitex Group	01538 384108	Unitex Group	+44 1538 384108	www.unitex.org
Wellex	Weldex Rental	01785 713675	Weldex Rental	+44 1785 713675	www.wellexrental.co.uk
Zenith Batteries	Direct	+ 31 615 868 045	Direct	+31 615 868 045	www.zenithbattery.com
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Investment timing can save ££££s

Nigel Greenaway, general manager at JCB Finance, explains the significance of changes in UK tax rules and how the size and timing of any investment requires careful planning in order to maximise the potential tax relief that is now available.

Disinformation!

One of the surprises in the 5th December Autumn Statement was a tenfold increase in the Annual Investment Allowance (AIA) from £25,000 to £250,000 from 1st January 2013. The devil was in the detail and 15 pages of explanatory notes left many heads reeling! Unfortunately certain members of the accountancy profession do not seem to have come to terms with the new rules and have been giving out misleading information. The worst bit of disinformation is being reserved for the Plant Hire sector which is being informed by numerous accountants that equipment rental businesses are not eligible for the AIA.

Many accountants have been saying this since April 2008 when First Year Allowances (FYA) were replaced by the AIA. Before 2008 many accountants had been caught out by the HM Revenue & Customs (HMRC) disallowing FYA claims made on behalf of Plant Hirers because the business was supplying non-operated plant (while equipment supplied with an operator could claim

the full FYA). This ruling was not carried over to the AIA so all businesses, including Plant Hire businesses, can claim the AIA - the only exceptions are Mixed Partnerships or Trusts (i.e. those in which a company is a member) - this has been verified by HMRC.

What is the AIA?

The AIA is designed to encourage investment in new or used equipment against taxable profits in the year in which the qualifying expenditure is made. The same rules apply to all businesses, large or small, incorporated or not, for expenditure incurred from 1st January 2013 and before 1st January 2015. The first £250,000 of expenditure is 100 percent allowable against tax, with any excess attracting the 18 percent annual Writing Down Allowance in the first year. This all sounds very good but what does it mean?

Imagine the following scenario: A plant hire business (a partnership of a father and his two sons) is rapidly approaching the end of its tax year and the accountant fears that a big income tax bill is looming. Even after

claiming all available business expenses, a profit of £250,000 remains, which would attract the 40 percent income tax rate. The partnership's financial year matches the tax year. The accountant explains that, if the partnership invests £250,000 in replacement equipment, from the 6th April 2013 onwards, then the full £250,000 AIA will apply. Paying a 10 percent deposit (£25,000) and borrowing £225,000 over three years on a hire purchase agreement equates to a £100,000 outlay in the first year, followed by £75,000 in each of the subsequent years (net of interest charges).

The £100,000 expenditure in the first year equals the £100,000 tax bill saved, so HM Revenue & Customs has effectively paid for the partnership's deposit and its first year's HP payments. Not only that, but the partnership has managed its cash flow in an exemplary fashion - claiming the maximum £250,000 AIA but with an outlay of only £100,000 in the same tax year. Paying £250,000 in cash on day one would only net the same tax benefit.

However, be warned because the above scenario is relatively simple to interpret. Different financial years that straddle the tax year and/or the 1st January 2013 will result in very complicated calculations that will result in a lesser AIA being granted in that financial year. In the example

above, if the partnership, having not purchased any equipment in that financial year, decided to purchase plant on 1st January 2013 then it is conceivable that only 3/12 of the £250,000 could be claimed i.e. £62,500. After the new financial/tax year starts in 2013 another £250,000 will become available. The chart below illustrates this by showing four different financial year end companies and how vital it is to spend the right amount within the right periods in order to maximise the tax benefits.

Other factors being equal, if your business is contemplating purchasing any equipment in the near future, there are some strong tax-based and cash flow arguments to carefully plan your purchases before 1st January 2015, so that you can maximise on the available £500,000 tax relief.

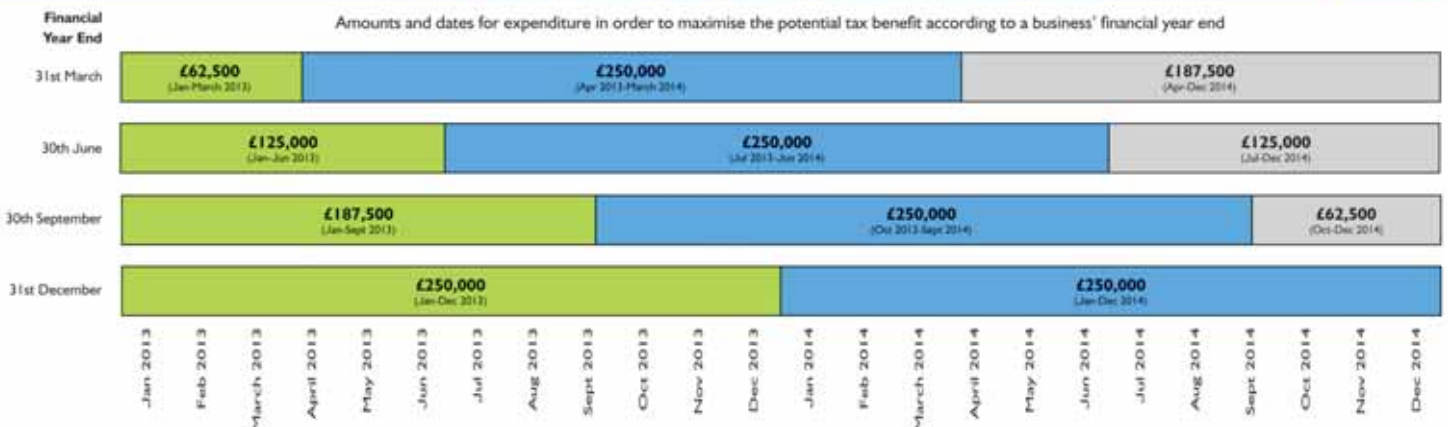
Nigel Greenaway is general manager - marketing at JCB Finance and has more than 26 years' experience in the equipment finance industry.

Neither JCB Finance or the Vertical Press are tax or financial advisors - always seek advice from your accountant or finance director, because every business is different. Businesses should not make investment decisions purely on a tax basis - there should be a compelling business case for the investment.

£250,000 Annual Investment Allowance



Amounts and dates for expenditure in order to maximise the potential tax benefit according to a business' financial year end



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Best Vertikal Days yet!



This year's Vertikal Days was the biggest yet in terms of exhibitor and visitor numbers. The sun shone on the first day and with many exhibits new to the UK, visitor numbers reached record levels. There were many comments about how busy the show appeared and this was reinforced by preliminary figures indicating more than 1,800 unique visitors - up about eight percent on last year's levels. If the second day returns are added in the numbers are well over 2,100.



One of the biggest cranes ever exhibited in the UK - the 750 tonne Liebherr LTM 1750 9.1



A very busy entrance tent

For the vast majority of visitors - those not making it to Bauma - this year's Vertikal Days was full of new products. With more exhibitors, seminars and an expanded Marketplace - which included the PASMA theatre - there was plenty to see and do.

The positive optimistic feeling from Bauma continued and with increased activity in new crane sales there was once again an impressive crane display with most manufacturers showing machines destined for customers once the show had finished.

Cranes

One of the largest cranes - certainly the largest telescopic - ever exhibited in the UK was the 750 tonne capacity, nine axle Liebherr LTM 1750-9.1 in the very distinctive green James Jack livery. In a packed 'crane alley' the LTM 1750's size dominated even though Tadano showing its 400 tonne ATF400G-6 flagship on its way to Davies Crane Hire in Wales and Grove had its 300 tonne

GMK 6300L going to Whyte Crane Hire in Scotland.

Terex, Crowland Cranes (Zoomlion and Ormig) and NRC (Link Belt) also had full and interesting stands and Spierings was back with four mobile tower cranes including two six axle units for City Lifting and NMT. It also had its 750th crane ever produced on the stand - a five axle SK 599-AT5 destined for Bronzeshield.

Bronzeshield also had an AC80-2 on display on the Terex stand

alongside a 40 tonne AC40 City for McGovern, a 60 tonne Challenger 3180 and an AC140 in King Lifting colours. Crowland Cranes had the latest version of the Zoomlion ZTC350 truck crane mounted on a Mercedes Actros chassis, alongside a refurbished Tadano TS75 remounted on a new DAF LF45 chassis. Crowland is able to refurbish similar cranes on an exchange basis for about £40-45,000 - a very good deal considering the rental rates these smaller cranes command.



The PASMA theatre in the Marketplace



Spierings was showing four mobile tower cranes



NRC Hitachi Sumitomo SCX400T 40 tonne tele with 32 m 4 stage boom

Perhaps it is a sign that crawler telescopic cranes are growing in popularity in that both NRC and E H Hassell both exhibited models. NRC showed - the 70 tonne Link Belt TCC-750 and the 40 tonne Hitachi Sumitomo SCX400T. Sennebogen dealer EH Hassell had the 40 tonne 643RHD - a four section 30 metre boom with 13 metre bi-fold swing away extension.

Pick&carry cranes were also well represented with the dealers for Italian companies Valla, Ormig, Galizia and JMG all showing product. Paus (GGR) and Böcker represented the aluminium trailer and truck mounted cranes with Böcker UK distributor Kranlyft finalising the sale of a truck mounted crane at the show.



Kranlyft with Maeda and Böcker truck cranes sold to Berry Cranes

Kranlyft - the Maeda master dealer for Europe - also had success selling four spider cranes including

two to Lifterz. Other spider cranes at the show included Unic with its Eco-095 from the recently introduced range, Jekko with its new UK distributor Spiderlift Company and an R&B Engineering crane on the HBC radiomatic stand showing off the Wii type remote controller. GGR also had the versatile Cormidi GKB19-4 Multipla which can be used as a spider crane, spider lift or an underbridge unit and the Giraf Track MCC805 mini crawler crane.

Access

From low level, manual operation push arounds to large truck mounted platforms Vertical Days had it all which makes it all the more difficult to highlight the 'stand out' products. First time at the show with its newly formed company was Durham-based Mantis Access with some unusual products. The company's strength is in specialist access equipment and has been appointed Oil&Steel distributor for the UK and Ireland. Using the 21 metre 21.12 Snake Smart boom mounted on a six tonne Terex dumper it has created a manoeuvrable, off-road platform with a maximum outreach of 12 metres as well as a 360 degree continuous slew.

Another slightly unusual machine on its stand was the multi-purpose pole erecting unit mounted on a



Ruthmann's UK distributor Access Sales International had the latest 54 metre T540 mounted on a 26 tonne chassis



First time at Vertical Days, the newly created Mantis Access showed this 21 metre Mantis MD 21 AWS based on a Terex 4x4x4 dumper and Oil&Steel boom

Yanmar C50 tracked carrier and fitted with an Atlas 3008 loader crane. Built to a customer's specification it is complete with an on-board compressor, front blade and rear telescopic outriggers. Other new distribution agreements at the show included Isoli moving to APS from Promax, the announcement of Dingli UK and Teupen with its direct sale operation exhibiting for the first time.

After a very busy year in the UK for the sales of big truck mounted platforms, the largest at the show was the 54 metre Ruthmann T540 and the 50 metre Bronto S50 XDT-J - the first of three for Easi UpLifts. However as usual there was a lot of products in the 20 to 25 metre range with more than usual around

the 30-35 metre level.

The largest tracked spider on display was the all-new 32.4 metre Platform Basket 33.15. Its dual telescopic booms provide an outreach of 15.2 metres and an up and over height of 17 metres. With Palfinger's acquisition of Sky Aces, its UK dealer SkyKing showed the Sky Aces Tunlift 737-500 tunnel inspection platform mounted on a seven tonne Iveco chassis. The company also had several GSR truck mounts on display topped by the 32 metre E32PXJ mounted on an 18 tonne Volvo chassis. It also showed the 30 metre counter slew Palfinger P300KS on a 7.5 tonne MAN chassis.

Although Genie's recently launched 57 metre SX180 telescopic boom never made it to the show, it did have the largest boom lift at the event - the new 43 metre working height ZX135/70 - seen for the first time in Europe and ready for delivery in October.

Another European launch was found on the MEC stand, with its 60ft Titan 'scissor' boom in the livery of Nationwide Platforms.

Rounding off the equipment highlights, JCB was back again, this time with the largest fixed frame telehandler produced in Europe - the 20 metre 540-200, joining a good range of telehandlers from JLG, Genie and Manitou.



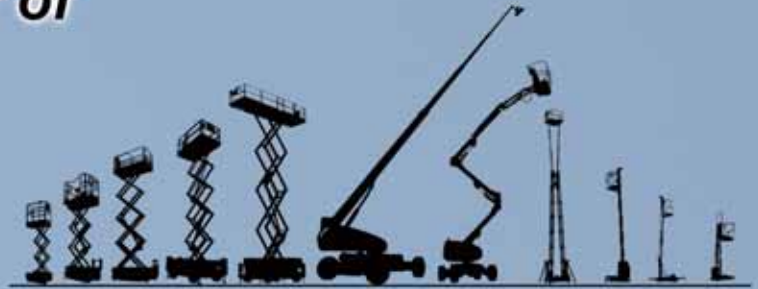
Cormidi GKB19-4 Multipla on the GGR stand



Not the recently launched SX180 but still the biggest self propelled boom at the show, the new Genie ZX-135/70 available in Europe late October

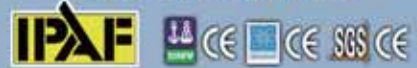


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One of several France Elevateur platforms on the Easi UpLift stand



Penny Hydraulics had a wide range of its vehicle mounted cranes



Part of the Cranes UK stand which included the 400 tonne Tadano ATF400G-6 purchased by Davies Crane Hire



Skyjack scissors



Plenty of meetings were carried out in the Marketplace



A sunny first day



The new E210PXJ Skyking



Safi showed off one of its Junior MC PC hoists



Power Lift had the new Movex TLF10 van mount as well as Easy Lift tracked spiders



Snorkel says its Speed Level is becoming more popular



The Niftylift stand with the lightweight HR 15



Safi aerial platforms SCA 22



Snorkel showed its new S3970RT



Socage UK and Cumberland Platforms combined stands and showed off this four wheel drive single cab Hilux A314



Power Tower stand



Terex AC40 City in McGovern livery



First time at Vertikal Days Ifor Williams trailers



Teupen showed its Leo 21GT recently launched at Bauma



Terex AC80-2 sold to Bronzeshield



The 13 metre Movex P130TL mounted on a Land Rover chassis



The 16 metre tracked Leguan 160 with 200kg basket capacity and 6.5 metres outreach

Liebherr MK 140 mobile tower crane



Crowland Cranes showed off this cost effective, refurbished eight tonne capacity Tadano TS75 mounted on a DAF LF 45.150 chassis



c&a

vertikal days

Marketplace was very busy



Lunch in the marquee



Universal Crane Mats



Lifting gear stand



HBC radiomatic showed its Wii type controller on the R&B mini crane



Liebherr LTM 1750-9.1 dominated the crane section



E H Hassell showed of a 40 tonne Sennebogen 643RHD telescopic crawler crane



JMG cranes on the Compact Lifting Equipment stand



Manitowoc showed its 300t 6300L



Lincoln Noel entertained over lunch



Peter Ruf on the Crowland Cranes stand demonstrating the radio controlled Ludwig Hook system



Manitou 280TJ



Part of the JLG stand



MEC Titan 40S



Iron Planet had a seven axle Spierings mobile tower crane on its stand



Liebherr LTC1045-3.1 purchased by Liverpool-based John Sutich Cranes



The Michelin man



MEC 4069 ERT



Overview from the food marquee



First morning outside the entrance





A PM50SP and PM65SP with updated electronics and 25.5 metres when fitted with nine extensions



A 15 metre Socage SPJ315 tracked spider



Bronto was showing just one platform this year - a 50 metre S50 XDT-J - one of three destined to East-UpLifts



BBQ time



Belgium parts supplier TVH put on an impressive spread



(L-r) Peter Issit, Crowland Cranes with Jim Bell and Ian King of Haas-Tek and Ormig's Gian Paolo Aschero with it's new 16 tonne battery powered Ormig pick and carry crane



A Maxlift n50 mounted on a four wheel drive Kawasaki Mule on the Ernest Doe stand



Aerial and Handling Services showed off this deckRailXtra materials handling attachment for scissor lifts



Big Astor was back this year showing its modular covered walkway



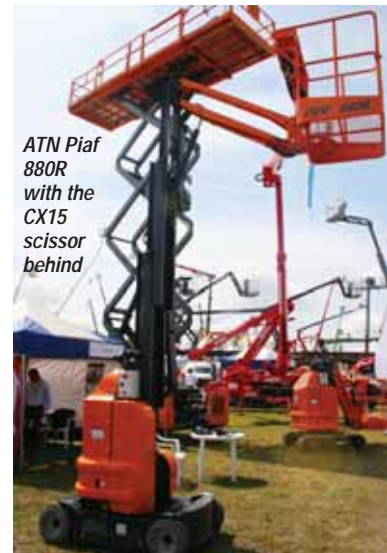
Alan Russon (centre) of The Access Platform Company demonstrating the new hand powered 3.5 metre Skywinder Mini



ALLMI Operator of the Year competition



Custom Equipment's new dealer in the UK - Hy-Brid Access Platforms - had several models including this 5ft platform height HB-P3.6



ATN Pfaf 880R with the CX15 scissor behind



IAPS - APS and IPS had adjoining stands showing products from its various ranges including the Bison micro scissor lifts



Cela DT24 spider



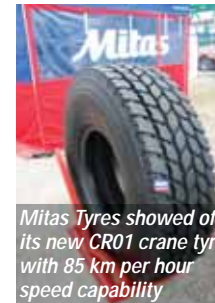
IPAF stand



Another company making its Vertikal Days debut was Probst Handling and showed off a range of lifting attachments



Bravi Leonardo with one of the new range of interchangeable attachments



Mitas Tyres showed off its new CR01 crane tyre with 85 km per hour speed capability



Ernest Doe showed this new Cormach 45000-E9ASC



JCB 540-200 20 m fixed frame telehandler



CTE was showing this 23 metre Traccess 230 spider lift sold to Higher Access



Cushman's fast buggy mounted, 11metre Titan T-1145



The Bravi stand



A record breaking Vertikal Days



The 30 metre Palfinger P300KS with counter slew system in Peter Douglass Platforms livery



The 6.3 metre Power Lift from The Access Platform Comany



An aerial shot from the Liebherr MK140 cab



The Spiderlift company has recently taken on the distributorship of the Jekko range of tracked mini cranes



Tunlift 737-500 now part of Palfinger products on the Skyking stand



Hog roast lunch



Unic Eco wheeled spider crane



Versalift's new Z jib on the medium wheelbase ET 39 LF Z van gives an extra metre of working height of 14 metres



Power Towers stand



The GRR stand with Cormidi, Unic, Giraf Track and Paus equipment



The 32 metre GSR E320PXJ on the Skyking stand



Steve Dean (L) of Ascendant with Facelift's Gordon Leicester in front of the new cost effective Concept transporter - the first batch of six is being built by Ascendant



The distinctive colours of James Jack Liebherr LTM 1750 9.1

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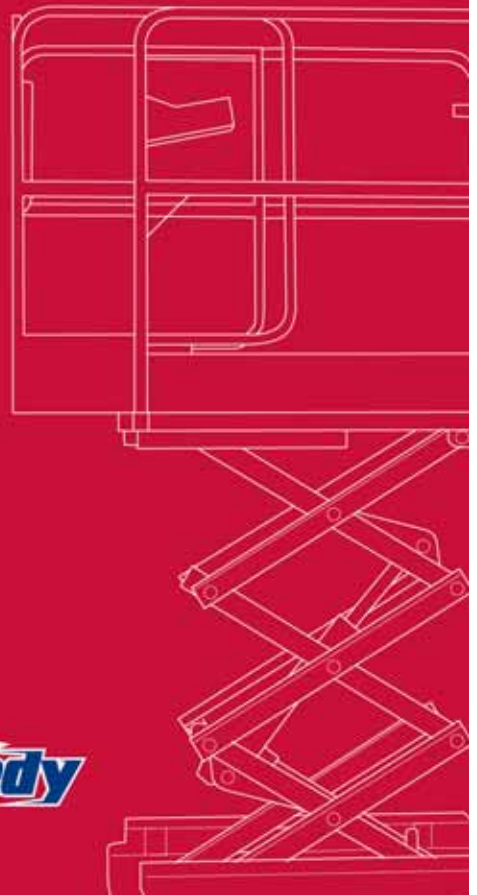
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Vertikal Days

With Vertikal Days in its seventh consecutive year, the ALLMI Village was once again a key feature of the event, producing its best display to date with six manufacturers showcasing their latest innovations in loader cranes and ancillary equipment.

ALLMI chief executive Tom Wakefield said: "This was by far the busiest and most successful show we have had at Vertikal Days and reflects the demand we are experiencing for ALLMI training courses, as well as interest in membership and ALLMI's increased presence and profile within the industry. The ALLMI stand and those of the manufacturers within the Village were hives of activity and as we've found in previous years, the quality of visitors was excellent, with delegates representing a wide range of industry sectors, all with a genuine interest in lifting operations. We already feel that the show was a huge success for us and our members, and expect to see further benefits over the coming months as we build upon the relationships we established over the two days."

ALLMI Operator of the Year Competition

Vertikal Days was once again the platform for ALLMI's Operator of the Year competition and this year's winner was Gary Critoph of Gatwick Group completing the course in 8 minutes 43 seconds. He commented: "The Competition was extremely challenging and also a bit nerve-racking, working against the clock while being watched, but at Gatwick Group we believe the event is incredibly important for raising awareness of quality training and assessment and promoting best practice, so I was very keen to represent the company and it's a real privilege to have finished in first place."

Gatwick's managing director Bob Toon added: "Safety is at the heart of our operations, it's engrained in everything we do and that's why we use the ALLMI training scheme. I think it's important that ALLMI's work is recognised and demonstrated in this way. The Competition represents skill, safety and efficiency of operation, and the dedication to these qualities of the

people working on the front line of the lorry loader industry. I am delighted that Gary walked away as the winner. It's a reflection not only of how he performed during the Competition, but also the attitude he has to his work on a daily basis."

Wakefield said: "Once again the Competition was a huge success, with even more interest than in previous years. The standard of



operation was extremely high and Gary was a worthy winner. As well as receiving the £250 cash prize, Gatwick Group will receive a free

ALLMI training course of its choice and have the right to use the ALLMI Operator of the Year logo as part of its livery."

Safe use of remote controls

Following two fatalities in the last few months involving radio remote controls on loader cranes, ALLMI has launched an intensive campaign to raise awareness of the issue and promote the correct and safe use of the equipment.

ALLMI technical director, Alan Johnson summarises: "Remote controls can bring many benefits to lorry loader operation, particularly in relation to the versatility and positioning options they allow the operator. However, they can also create some significant potential hazards and for this reason all operators using them should be periodically retrained and re-assessed, as part of or in addition to the basic lorry loader training they receive. In the case of the recent fa-

talities, it is suspected that the operator failing to isolate the remote control whilst attaching/detaching the load may have been the cause of the accidents and so this will be at the heart of our message. However, there are many other factors which operators need to be aware of when using remotes and the campaign will address these using a variety of tools. Amongst other things, we will produce information leaflets aimed at operators and their immediate

Safety Tips for Operators using Remote Controls

- Always check site rules to confirm that the use of a remote control is permitted.
- Always use the belt/neck strap provided.
- The operator must always be aware of the working area, including their proximity to the load and vehicle.
- Never stand between the load and a fixed object such as the vehicle or a wall.
- Never walk whilst operating the remote control.
- Always use in accordance with the manufacturer's instructions.
- Always ensure the remote is de-activated when not in use.
- Always store the control unit in a suitable place when not in use.

supervisors, as well as a short web-based awareness/refresher video and a toolbox talk template, all of which will be made available to the industry free of charge. We are very keen to reach as many people

as possible with this information and to receive suggestions for anything else we can do to raise awareness, so please contact us for a copy of the material and to provide any feedback."

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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.

SpanSet launches wind turbine facility

Harness and training specialist SpanSet has opened a wind turbine training facility at its UK headquarters in Middlewich, for those working on wind turbines.

The purpose built indoor facility features two wind turbine simulators facing in opposing directions providing front and rear specific training, allowing the company to provide both RenewableUK and Global Wind Organisation (GWO) accredited height safety and rescue training courses. The practical and theory-based courses have been designed to provide an awareness of working height, how to select and maintain personal protection equipment, the laws and regulations as well as the emergency rescue procedures. The company has also developed a range of additional courses which include wind turbine hub and yaw rescue, blade access training and wind turbine transition piece access and rescue.

In an attempt to provide a realistic working environment the simulators fully replicate wind turbines in terms of anchor points, front, side and rear entrances, ladder access and trap doors. Stairs located to the side are only used by instructors allowing them to communicate freely at the same level rather than having to shout advice from the ground.

SpanSet has also introduced a new indoor drop test facility as well as 'confined space' apparatus. The company said: "Onsite training saves both time and costs, as trainees no longer have to spend the majority of the day and session travelling to these remote places.



Spanset's new wind turbine training facility

Drayton executes evacuation drills

With over 40 rides and attractions at the Drayton Manor theme park in the UK, carrying out a full evacuation drill is no small operation. However, working in conjunction with the Staffordshire Fire and Rescue Service, the Drayton Manor team rehearsed the evacuation and rescue procedures for all 40 rides, including its 55 metre Apocalypse drop tower.

Equipped with Zero-G rigger harnesses, a 135ft JLG 1350SJP Ultra Boom and Staffordshire Fire and Rescue Service's 32 metre Bronto F32RL ladder platform, the team also simulated the rescue of a passenger stranded on the gondola ride which passes over the theme park's lake. Using the Ultra Boom the rescuers attached themselves to the gondola's steel cables then manually traversed across to the gondola. All those involved had received both in-house and external training with some staff having successfully completed an Industrial Rope Access Trade Association (IRATA) course.

(The company is also looking into the possibility of purchasing slightly smaller machine used for lower evacuations and general maintenance.)



Suspended over Drayton Manor lake rescuing a stranded passenger from the cable car



Wayne Mallon working on the third storey of the Milsoms hotel without any form of access or safety equipment

Window cleaning freestyler fined

The man who was filmed cleaning hotel windows in the UK without any form of access or safety equipment has been fined £2,000 after pleading guilty to three health and safety charges. Loch Fyne, the firm which owns the Milsoms hotel in Bath, has also been fined £15,000 and ordered to pay costs of £3,023 after admitting a breach of health and safety law. The video of Wayne Terence Mallon, the self-employed window-cleaner trading as Terry Mallon and Sons Cleaning Services, came to the attention of the health and safety team at Bath and Banes Council after it emerged on YouTube last September: www.youtube.com/watch?v=Rjs1mXTWL6M

Council representative Robin Wood said: "If a suitable risk assessment had been carried out, Mr Mallon would not have endangered himself or others below in the way he did. There were a number of documents in place to make sure a risk assessment was possible but they were not being used and had not been checked by the company for more than eight years."

A spokesman for Loch Fyne said: "We are grateful that this isolated incident was brought to our attention. As a result we have put tighter measures in place to prevent anything similar happening again, including stricter procedures for our restaurant manager to follow when using external contractors."

Who trained him then?

Spotted by a reader in Ireland, an electrician making do with what he had, wrong on so many levels - perhaps his Hi-viz vest will ward off danger?





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Delivery drivers at risk

Target your delivery drivers for training and safety initiatives on the safe and effective use of aerial work platforms. Watch out for slips/trips/falls, and pay attention to manual handling. These were some of the initial findings following the commitment by IPAF rental company members in the UK to report any known accidents involving their staff via the IPAF accident database. The findings were announced at Vertikal Days, Haydock Park, where the IPAF stand featured demonstrations on the safe loading and unloading of work platforms.

A total of 303 aerial lift-related incidents were reported by IPAF UK rental company members involving their employees and those of their customers in the 15 months to the end of April. Of these incidents, 46.2 percent (140) resulted in injury, 43.2 percent (131) resulted in damage, and 10.6 percent (32) were near misses. Loading and unloading is potentially one of the most dangerous activities, and is an area that IPAF is focusing on. About a third of the incidents involved drivers (104). Other incidents involved engineers (25.1%/76), customers (22.4%/68) and operators (18.2%/55).

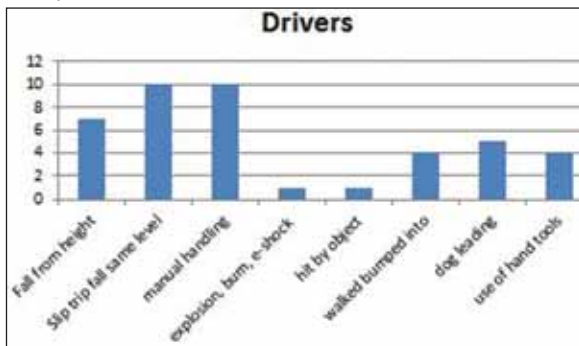
Closer analysis of the 140 incidents resulting in injury reveals certain patterns. The main causes of injuries were: slips/trips/falls at the same level (23.6%/33), manual handling (16.4%/23) and use of hand tools (15%/21). Further down the list were: stranded in equipment (10%/14), fall from height (7.1%/10), walked/bumped into equipment (6.4%/9) and injury while using the upper controls of a scissor lift while walking beside the machine, sometimes referred to as dog leading (6.4%/9).

Almost 95 of a total of 125 IPAF UK member rental companies have registered to report incidents. Those who commit to report and sign off monthly get access to a dashboard that shows their

company's incident figures against the national average, a major benefit for health and safety benchmarking. IPAF technical officer Chris Wraith said: "It is interesting to see that the initial data has produced no real surprises. The industry is aware of the hazards and risks rental company employees are exposed to, including dog leading, falls from the truck body, slips/trips etc. With this factual data, IPAF can do more to create greater awareness and support its members in reducing the frequency and severity of such incidents. Through focused safety campaigns, we can help drive behavioural change and improve safety throughout the rental industry."

IPAF chief executive Tim Whiteman added: "The findings are groundbreaking. Credit is due to IPAF's UK member rental companies for committing to report any known accidents involving their staff, and to the combined efforts of the IPAF UK Country Council in championing this project. We are hoping to start similar initiatives in other countries."

To register and to report an aerial lift or mastclimber accident go to www.ipaf.org/accident



Have you been surveyed?

IPAF members in the UK and Ireland are invited to complete a member satisfaction survey to help the federation become a better association for its members. For more information or the link to take the online survey, e-mail info@ipaf.org



Member event combines learning and fun

The IPAF Professional Development and Banger Racing Day, specially organised for UK members, will be held on 6th September in Northampton. There will be educational sessions in the morning and banger racing in the afternoon. Members can either rent a car to race or build their own. Refreshments will be provided during the day, including lunch and a barbeque supper in the evening.

Details at www.ipaf.org/events

IPAF's Linda Davey retires

Linda Davey, IPAF publications & despatch, retired at the end of June having completed 16 years of dedicated service. During her time at IPAF, she has been responsible for the despatch of safety and training material to members and training centres, around the world, always meticulously ensuring that parcels were securely packed and that couriers had all the correct details to ensure prompt delivery.



Linda Davey

IPAF chief executive Tim Whiteman said: "Linda has almost single-handedly ensured that IPAF training and safety material has reached companies in pristine condition in locations all around the world. Many thanks, Linda, from all our members everywhere for your dedication in getting the job done."

"I feel very proud to have been involved with IPAF in the early days," said Davey. "In recent times it has been challenging, but also very enjoyable. I still love this type of work."

Christine Park from the training administration team will now assist with publications despatch.

PDS dates

The IPAF Professional Development Seminars for instructors and training centres will be held on 24th September in Tyne & Wear in the north of the UK and on 3rd December in Oxfordshire in the south.

Details at www.ipaf.org/events

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LOCAL SERVICE COUNTRYWIDE

AMM looks at PASMA's growth

For the third year running, PASMA held its Annual Members' Meeting at Merseyside's Haydock Park to coincide with Vertikal Days. Taking place on the second day of the exhibition on Thursday, 27th June, the AMM saw presentations from all the PASMA committee chairmen as well as the managing director. Also speaking were both the incoming and outgoing PASMA chairmen.

Reflecting on his time leading the association, retiring chairman Roger Verallo focused on PASMA's growth, saying: "Despite challenging economic conditions, we have managed to increase membership from 250 to 325 in my term of office, and training centres have leapt from 267 to over 400.

"Impressive as these figures are, more impressive again is the number of PASMA cards being produced. In 2009 a record high of 45,000 was reached, with a modest increase to 47,000 in 2010. This

was followed by a most impressive increase to 55,000 in 2011, before reaching a staggering total in excess of 60,000 during 2012."

Incoming chairman Chris Blanter also emphasised PASMA's growth and changes, noting that when his company became a member in the 1990s it was as an associate non-voting member as it was not a manufacturer. He said: "It is a testament to the progress that the association has made in moving forward to be truly representative of the entire mobile access tower



The Annual Members' Meeting drew a very good attendance

industry that I, as the representative of a Hire Assembly member, should be taking the chair."

The Annual Members' Meeting also saw the release of PASMA's 2013 Annual Review. Containing summaries of all of the presentations given at the meeting, the review also outlines PASMA's

marketing efforts over the past 12 months, the courses and products available for purchase and its work with the Access Industry Forum. It also features a page dedicated to the association's recent embracing of technology to improve its communication with delegates and member services.

Vertikal Days seminars debuted

As well as holding its Annual Members' Meeting at Vertikal Days, the association ran a seminar programme at the exhibition itself. Located in the centre of the popular Marketplace pavilion, this was the first year of the exhibition during which PASMA has offered presentations.

PASMA's technical director, Don Aers, spoke on both days of the exhibition about the new PAS 250 specification for low level access platforms. A number of these podium type products were exhibited, with PASMA members Euro Towers, Lyte Ladders & Towers and Planet Platforms showcasing their products. Euro Towers and Lyte also constructed a tower behind the seminar area.

Aers also discussed the new guidance for pavement licences. The guidance helps those building towers on a public highway (which can include pavements, footpaths, verges or any place the public has a right to pass), clarifying the licencing process required by the law.

Also speaking on behalf of PASMA was Paul Blanchard, who fell through a fragile roof and now discusses his experiences. His powerful talk on the exhibition's second day was the most popular in the PASMA seminar programme.



The PASMA seminars at Vertikal Days were a new feature



Paul Blanchard's presentation was one of the most popular seminars



The PASMA theatre was located at the centre of the popular Marketplace

SHE seminars free online

At the Safety & Health Expo (SHE) 2013 at the end of May PASMA once again delivered seminars on mobile access tower developments as part of the Access Industry Forum's Knowledge Base. These talks are now available online.

As with the Vertikal Days seminars, PASMA's technical director Don Aers gave presentations at SHE on the new PAS 250 podium specification and the association's new guidance for pavement licences. These developments were spearheaded in large part by PASMA, with the association sponsoring PAS 250 and producing the new pavement licence guidance. The seminars can therefore offer expert advice on both subjects.

These seminars can be found on the 'recent uploads' section of the AIF's YouTube channel (youtube.com/accessindustryforum), and are linked to on the news section of the PASMA site (pasma.co.uk).

Further SHE 2013 seminars from AIF members, including more from Don Aers focusing on the Ladder Association and a talk by Paul Cook of the HSE on new upcoming guidance, will be uploaded as they become available.



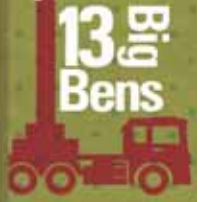
As a PASMA member, if you have an interesting or unusual story to tell about towers and tower training, please send it to michael.fern@pasma.co.uk

Vertikal Days in numbers

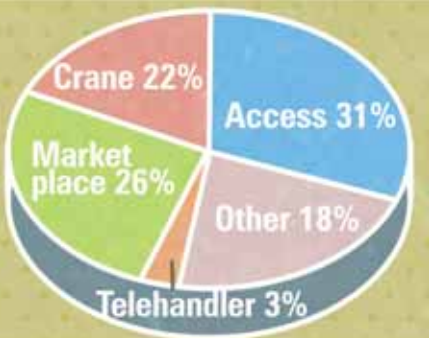


1,296 metres

Total combined height of all the truck, boom and spider platforms



Exhibitors



A window cleaning attachment for aerial and truck mounted lifts



When I'm cleaning windows

German cleaning system manufacturer TG hyLIFT has launched its hyCLEANER red EVO I window cleaning attachment designed to fit a range of aerial lifts. Weighing 120kg the attachment is easily fitted to a machine's platform with the 1.55 metre wide brush roller powered by high pressure water. It is able to clean a variety of surfaces and can move over protruding contours such as window sills and window frames. The company claims its running wheels do not leave any visible marks and thanks to high-alloyed steel used for the high pressure water system the water can be mixed with cleaning products which prevent the windows from streaking.

The company says that training on the one man system is straightforward and that it has already gained approval from Palfinger and Ruthmann to fit it on several types of truck mounted platforms in conjunction with its Lift-Up and Power Lift material handling systems. However, it is not just limited to truck mounted lifts, the system is also well suited to a variety of boom lifts. TG hyLIFT is also in the process of developing its second 'EVO II' model which will be designed to be attached to gondola suspended platform systems mounted on the roofs of a building.

Quick emergency response

Nationwide Platforms has equipped the majority of its UK fleet with QR (Quick Response) codes which, when scanned, provide machine specific emergency descent guidance. While QR code technology is not exactly a ground breaking innovation any more, with many companies using them to provide basic specification sheets, instructions or general repair advice, using the technology to provide potentially life-saving guidance is an important development.

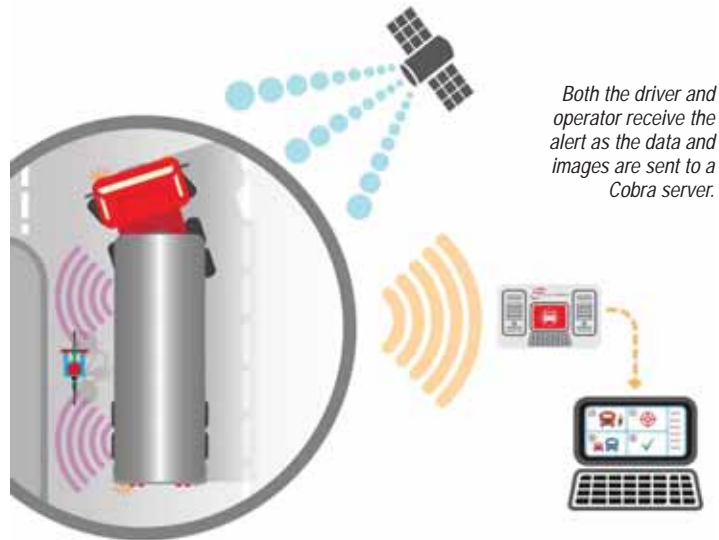
For those unaware of what QR codes are, they are the square barcode-like images which can be scanned by most mobile phone or tablet devices which have an internet connection and a camera. Once scanned the QR code will direct the user to specific web content. In addition to having print and web based versions of the emergency descent guidance as standard, the QR codes, found directly at the base of its platforms, ensure emergency lowering documentation is always available as well as improving awareness around the importance of familiarisation with safety procedures.



Emergency lowering documentation is now available using QR codes.

C&a

innovations



Cobra detector

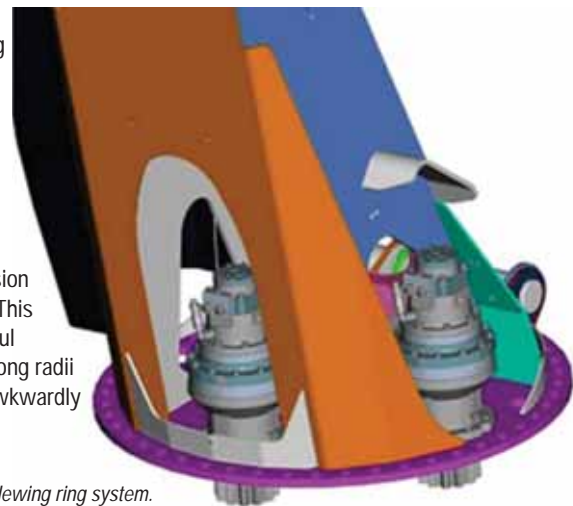
International automotive security, safety and telematics manufacturer Cobra has launched its Global Live Cycle Scanner, designed specifically for large commercial vehicles, to ensure that cyclists are protected and accidents are reduced.

The system uses a combination of six sensors and a live video camera to detect whether anything is on the nearside of the vehicle. Should a cyclist, or for that matter a pedestrian, enter this area the system warns the driver with automatic alerts as well as displaying live images on an in-cab monitor. It also sends the alert and live images along with a GPS location to the company's depot where three months of data can be stored and then reviewed following an incident.

Effer slewing ring

Italian loader crane manufacturer Effer has designed a new dual drive slewing system for its 955 loader crane. The system incorporates an additional gear motor compared with its standard systems. The company claims that thanks

to a new balancing system between the two motors, any mechanical clearances are recovered during the stop or start phases, helping improve the precision of the slew drive. This is particularly useful when working at long radii with a fragile or awkwardly positioned load.



Effer's new double slewing ring system.

enquiries

To contact any of these companies click on the 'Access & Lifting Directory' section of www.vertical.net, where you will find direct links to the companies' web sites for up to 12 weeks after publication.

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




**Giornate Italiane del Sollevamento
e dei Trasporti Eccezionali**
**Italian Cranes & Access
and Heavy Transport Show**



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Warehouses
and Terminal Operators



confetra
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Transport and Logistics



IPAF ITALIA
International Powered
Access Federation



A.N.N.A.
Italian Association of Mobile Crane
Hiring and Heavy Transportation

The show will be supported by:



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andi
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of Private
Construction Contractors



UPI
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Provincie
d'Italia



ASSODIMI
ASSONOLO
Italian Association of Distributors
and Rental Companies for
Industrial and Construction
Machinery and Equipmen



ASSOFONDI
Italian
Foundries'
Association



FIP
The national federation
representative of the industries
of the products, plants and
service industries in
the building sector



aif
Italian Association
of Drilling & Foundation
Contractors



ASSOMINERARIA
Italian/ Petroleum
and Mining
Industry Association



AIPAA
Italian Association
for the Accidents
Prevention



IITI
Italian Association
of International Movers



PLE
Italian Association
of Roofing Contractors

For more information and stand bookings please visit: www.gisexpo.it

Liebherr LTC 1045-3.1

The Liebherr LTC 1045-3.1 is a three axle crane with a maximum capacity of 45 tonnes and this 1:50 scale model by Conrad first appeared at Bauma 2013.

The underside has some elements of the transmission modelled and all axles steer with the rear two being linked, so most of the steering modes of the real crane can be replicated.

At the front, there is a removable metal tool box which also holds a plastic mirror assembly. It has highlighted handles, nice lights and a generic number plate.

The outrigger beams are single stage and appear to be metal with the rods being smooth in appearance and with detailed plastic pads. They can hold the weight of the crane with wheels free and clear of the ground.

The cab is an interesting feature of the real crane as it is mounted on a telescopic boom so that it can be fully telescoped so that it is positioned at the front of the chassis for road travel, or retracted for regular crane operation, it can also be elevated - although this is an option on the real machine. The model reproduces this functionality very well and additionally the cab has an opening windscreen.

The main boom is lifted by a stiff single hydraulic cylinder with a plastic barrel of which the colour match is very slightly off, but the cylinder will hold the boom at any reasonable angle. The six section telescopic boom generally extends well and the boom nose sheaves are

all metal and of a high quality.

Two metal hooks are provided - a three sheave block and a single line hook which gives welcome display flexibility. A small Liebherr flag is provided as a display load.

The luffing bi-fold boom extension consists of a number of elements, which provide a variety of display options. A hook can be suspended from the end of the full extension, or from the end of the first lattice section. The entire extension can be left stowed and the short luffing base used as a short assembly jib. A ratchet system allows all the extension configurations to be set at a variety of offset angles.

As usual for Conrad this is a strong model with a high metal content, and limited use of plastic. It is a highly functional model of the LTC 1045-3.1 and many of the details are very good too. It should be available soon from the Liebherr web shop for around €129.

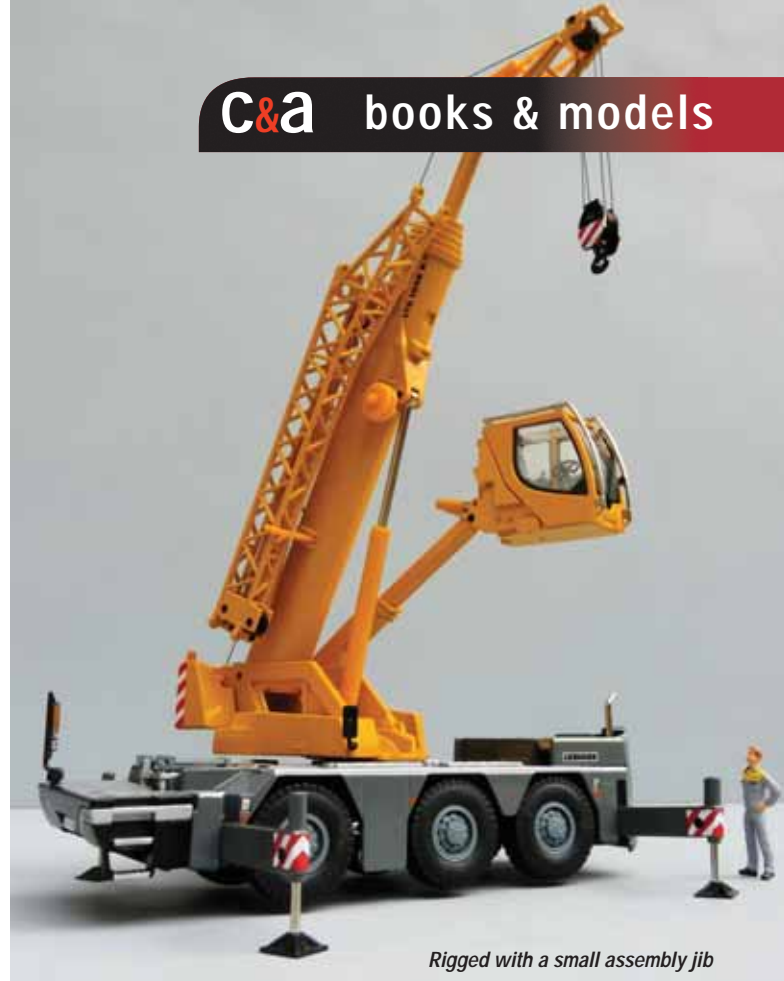
To read the full review of this model visit www.cranesetc.co.uk

Cranes Etc Model Rating

Packaging (max 10)	7
Detail (max 30)	24
Features (max 20)	18
Quality (max 25)	21
Price (max 15)	12
Overall (max 100)	82



It makes a good taxi crane



Rigged with a small assembly jib



The Liebherr LTC 1045-3.1



Offset swingaway extension

Cab has an opening windscreen

Readers Letters



Mark

As a regular reader of Cranes & Access and also as a member of the Powered Access Industry for some 35 years, I am surprised that Page 4 of the June edition contains a misleading advert placed by IPAF, which again erroneously leads potential users and manufacturers to believe that platform users require the IPAF licence to operate access platforms.

We all know this to be incorrect ... certificate or evidence of training – Yes (LOLER and PUWER clearly state) but issued by IPAF “only” ... NO !!!.

There are numerous companies and their clients, in the UK, including manufacturers and suppliers, who are not, nor ever want to be, IPAF members.

My understanding, and that of many colleagues, is there is no mandatory requirement for a licence to be issued, in fact the HSE stated some years ago that whilst it was acceptable, it wasn't mandatory. Should this not be the case, perhaps the HSE would comment on, and clear up, this situation, which has existed for years.

Such non IPAF companies are not only competent, but in many cases are even more so than IPAF. This is due to their greater experience, coupled with more

specialised knowledge with the product, thus allowing them to carry out training with the subsequent issue of Competency / Training Certificates to their clients, their staff and operators, fully complying with the requirements of current legislation.

Consequently, seeing adverts such as the one referred to, in the opinion of many, threatens the activities of legitimate and competent suppliers, manufacturers and platform users who are not in the IPAF camp. There is no wish to denigrate the previous very worthwhile activities and achievements of IPAF, but they, like everyone else in the Access Industry, remain only a profit making, private, non-government organisation..... not a mandatory authority.

Many companies continue to be active in the Access industry, remaining respectable, competent and dedicated in the provision of access platforms, along with the associated service, maintenance and training and it's time that this was recognised by IPAF.

Regards,

J C Wood – JCW Consultancy – Cheshire

Mr Wood raises an issue that has been covered by us in the past, in this case we do not believe that his point is valid. The fact is that within the EU and many other jurisdictions, there is a legal obligation for operators or for that matter any employee, to be properly trained to operate any machinery that they are required to do as part of their job. Increasingly the authorities - especially when it comes to an inquest after an accident - ask what training was provided, who provided it and how they were qualified to do so. The aim of most programmes, such as the IPAF PAL card is to offer a consistent, widely recognised course with proof of training that simply ends that discussion. It is convenience and consistency not obligation that makes these cards an attractive proposition for employers. Mr Wood does make a very good point in that independent training may be as good or even better, the problem for the employer sending a man onto a large site, or sitting in a courtroom is defending the quality of the training. A nationally or internationally recognised course or standard is so much easier and as far as we are aware most training programmes set minimum standards and do not penalise those who exceed them with their training. Given that Mr Wood's letter arrived well before the publication of this month's issue, we did send a copy to IPAF and asked them to respond to the letter which they have done and we publish that in full below. Ed

Dear Mark,

Thank you for bringing this letter to IPAF's attention. The writer's concern about the wording of the IPAF advert (page 4 in the June issue of Cranes & Access) is a bit baffling.

The writer takes issue with the use of the word “need” to indicate that those who use access platforms “need” (implying “legally required”) an IPAF PAL Card (Powered Access Licence).

The Oxford English Dictionary defines “need” as “to require (something) because it is essential or very important rather than just desirable”. This is different from “obligatory” or “legally required”.

The IPAF advert does not claim that the PAL Card is compulsory or legally required. It is, however, compulsory and legally required for employers to train employees in the safe use of all work equipment, including that for work at height (UK Work at Height Regulations 2005).

The PAL Card is not mandated by law. Rather, its strength lies in the fact that it is industry-led and voluntary. There are other training courses available, yet IPAF has won industry-wide acceptance (including from the UK Contractors

Group) as proof of high quality training for platform operators. Why? Because PAL Card training is a complete training programme delivered according to an international standard (ISO 18878), designed by manufacturers, rental companies and users to meet safety norms and legal requirements, backed by a system of auditing and quality control, and strengthened by regular annual updates of training material.

I would invite the writer to take an IPAF training course, if he or she has yet to do so. IPAF is a not-for-profit organisation and our objectives are simple and clear: We want to ensure our industry is safe, safe for all users of powered access equipment. At the end of the day, safety cannot be mandated. The industry must want to use powered access equipment safely and responsibly. And if they freely choose to use PAL Card training and this standardised training gains acceptance, then the battle for safety is half-won.

Yours sincerely

Tim WHITEMAN

Managing Director – IPAF.

Hello Leigh/Mark

Just a couple of points in response to your 'spider' article in the April/May 2013 magazine. You have written that the Falcon FS520 is the only model in your 50 metre+ comparison that 'offers any below ground capability'. All Palazzani spiders have a jib boom which gives below ground capability but especially the XTJ models which have superb capability in this respect. The XTJ stands for extending fly jib and the XTJ52 has the best capability in the range with approximately seven metres below ground reach (see attached working envelope). You are right to say that below ground reach is an increasingly popular capability, I have attached some photographs which demonstrate some examples of how our Palazzani equipment has been used in this way.

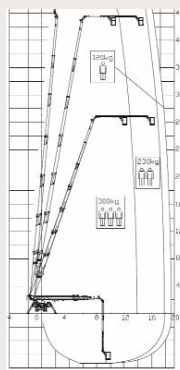
We were lucky enough to visit the Palazzani factory last week and put the machine through its paces. Very impressive, particularly its stability even at full height and how the precise controls instil a lot of confidence for the operator. Palazzani have introduced some very interesting new products in recent years including the new TSJ25. We have ordered one for delivery in September which we will be demonstrating to potential customers throughout the UK and Ireland. We are unable to get a machine for the Vertikal Days show this year but we are looking forward to visiting anyway - hopefully it will be a successful show.

Please let me know if you have any questions relating to the Palazzani range.

Regards

Phil Lomax

TCA Lifting Limited



NB: You'll notice that we have changed our company name - this is to better reflect our product offering and not restricted to 'tracked access' equipment. As the Palazzani dealer we feel it is important to reflect the entire spider range which includes the option of wheeled chassis. This type of chassis is still very popular with many customers - particularly in the Middle East. We also have a number of Maeda cranes in our rental fleet together with lifting accessories and over the years have sold equipment from the world's leading manufacturers such as Genie, JLG and Skyjack.

Mr Lomax is right we did miss the fact that the new Palazzani offered below ground reach, we are not sure if this was an error on our part in the chart, or that we were simply unaware of it at the time as the machine was brand new at Bauma and the information at the time of writing was very basic. In our defence we did not have access to the excellent technical literature for this machine that has been produced since Bauma and that clearly shows this feature. Either way the original review clearly highlighted the new many attributes of this new big spider, which did impress. The whole subject of below ground working on both spider lifts and truck mounted lifts is one that we will be looking at again in future issues of the magazine.
Ed

Dear Leigh,

Even though I await my copy of C&A, I know it is also available on-line through vertikal.net and so couldn't help but have a quick preview through the latest April/May 2013 publication and a comment by the 'editor' in reply to a readers letter about 'suspension trauma' caught my eye: "however it is silly to pretend that a rescue plan is always in place, most often there is not - at least with powered access".

It's good to see C&A not skirt around this issue and provide accurate reporting to that effect. Many things we do throughout the powered access industry is a result of 'Best Practice Guidance' yet planning to work at height including the planning for emergency and rescue is a legal requirement!

So why do so many end-users fail in their responsibilities to even have the simplest of plans in place? It could be that powered access by its very nature is for short duration temporary work at height and so it's often easier to ignore the subject and complete the job before they're ever asked.

It could also be that any freely available guidance for a

majority of users is very limited and many just simply don't know or don't understand what it is they are supposed to do. Many would also wrongly assume that they need to employ extra staff or undertake rope abseiling courses!

There are those within our industry who believe the level of available guidance is sufficient. I have however enclosed a copy of the recently printed MEWP Site Specific Safe Systems of work booklet to hopefully demonstrate to you that there are some of us still prepared to try and make a difference.

Though just a starting block, it has been generated from my own personal frustrations as an operator in ensuring that I have the right 'tools' on the job to assess each working day on an individual site and machine specific basis and to comply with both safety and legal requirements placed upon me.

It has already received positive encouragement from many who would like to achieve greater clarity and I am also grateful to certain members within the HSE who have provided valued feedback. It is readily available to order on-line for client organisations and end-users who are prepared to adopt it.

Yours Sincerely

Alan Howes

Dear Leigh,

The following is my predicament; I purchased an XCMG 30 Ton Truck Crane through their dealer in the Niagara area of Canada. The crane was purchased subject to CE Certification for Europe, I issued them with an official company purchase order to that effect and received an invoice from them stating the same.

The crane was shipped from Shanghai to Dublin, Can-Pick Niagara contracted Laidler & Associates in the UK who are accredited to complete the CE Certification on arrival in Ireland. They could not complete the CE Certification as XCMG China told Laidler & Associates that the crane should not have been sent to Europe and that the dealer Can-Pick should have known that. As you can see from looking at the various crane magazines XCMG are setting up a base in Krefeld, Germany this year. I have enclosed a

The following letter was received from Sean Walsh of Walsh Crane hire in Ireland, relating to an XCMG crane he ordered. A batch of documents came with it, including a bill of lading clearly showing that the shipper was XCMG construction machinery group and the port of loading was Shanghai and the final destination Dublin, Ireland. All the other documentation clearly shows that the crane was ordered with CE certification and confirmed by the manufacturer's official dealer with CE certification. The total cost landed Dublin was \$240,000.

copy of a letter received from XCMG to Laidler & Associates.

I look forward to hearing from you

Yours Sincerely

Sean Walsh
Managing Director
Walsh Crane Hire Ltd

The following letter was sent from XCMG to notified body Laidler & Associates and is reproduced in full - excluding serial numbers etc - without edits.

To Laidler Certification LLP

By Fax

Dear Sirs,

We have received the e-mail that your company sent to Mr Jack on January 7 about the issue with the XCMG crane. According to the serial number in the e-mail, we have found the information of the crane that you carried out the assessment of in Southern Ireland. (serial numbers all provided)

According to the product sales contract signed on December 18th 2007 between our company and XCMG import and export company, (like us this company is also a subsidiary of XCMG especial for foreign trade), this crane was exported to America and requested compliance to American EPA 2008, but not requested to be in compliance to European standard, and so not requested to have CE mark. According to this contract, we delivered this crane to Shanghai in May 1, 2008.

We now have two CE "Certificate of Adequacy" issued by your company for 8 models of mobile crane, but not including the QY30K5. This model of crane has not been certified for CE, and also not been improved according to EN13000. Therefore, when Can-Pick of Canada asked us for the CE certificate of QY30K5 through XCMG import and export company, we told them clearly that this crane has not been carried out CE certification and no compliance to CE requirement. Can-Pick of Canada said that "All components on the 30K are the same as the QY25K, and all technical data is the same" that is not correct, because the main technical specification of QY30K5 – the maximum rated load lifting capacity is more 25% than that of QY25K.

From your e-mail, we may also found that the manual of this crane is not originally supplied, but is the edition of Can-Pick Canada. Our English manuals for variable models of mobile crane are all printed by ourselves,

and never authorize any foreign company to offer. So it may be also known from this, it is Can-Pick of Canada that sold the cranes with no compliance to CE requirement for Southern Ireland without XCMG agreement.

Therefore, the model QY30K5 you had carried out assessment in Southern Ireland which with no compliance to European mechanical directive and European harmonized standard EN13000-2004 is not that XCMG want to sell the crane with no CE mark to Europe, but is the reason what the Can-Pick of Canada had done.

However we still thank you for your assessment on our QY30K5 and feedback the information to us. We will carry out improvement on the next batch of crane product for CE certification including the QY30K5. If it is convenient, we hope to be given the detailed information as guidance for improvement on this model. We will also strengthen the training of our dealers and the quality control of export products in order to avoid a similar case occurs again.

There above are our survey on this case and the plan for the future. We earnestly request that you think over the case, and hopes not to remove our Certificate of Adequacy. If you have any other questions please tell us readily so that we can deal with this matter as better as possible.

Best Regards

(company stamp but no name or signature)

XCMG, Xuzhou Heavy Machinery Co., Ltd

We have commented on this type of deal in a recent vertikal.net editorial. A poll run at the same time drew almost 400 votes with 67.9 percent saying that manufacturers should help buyers with certification (with a fee for any costs) when they import new or used machines from another region.

Dear Mr Sparrow

I managed to have a few minutes of your time at the recent Vertikal Days, when I suggested that along with the subject of MOTs for mobile cranes, why does no-one seem to query the fact that the drivers of such machines are not covered by the Drivers Hours regulations that affect all other drivers of Large Goods Vehicles?

Crane operators have to have the appropriate LGV license so why do they escape the 'Tachograph Regulations' ?

I am not criticising the crane hire industry for not pushing this, but more the government for providing this 'loop hole'. Unlike the requirement for having cranes comply with the MOT, which would require an investment in test stations able to accommodate the cranes, this change in the law would cost nothing.

I have worked in the crane hire industry since May 1976, always on the operations side, and this anomaly between the lorry drivers and the crane drivers has always puzzled me.

Should you publish this 'talking point' please keep my I.D. anonymous as I am still employed in the crane hire business.

Finally thanks you for your time at Vertikal Days and what a cracking good show it was. Well done.

Yours Sincerely,

Name and address supplied in full but withheld as requested.

Whats on?

2013

Offshore Europe 2013

September 3-6th, 2013
Oil & Gas exhibition & conference
Aberdeen, Scotland.
Tel: +44 (0) 20 8439 8890
www.offshore-europe.co.uk

Matexpo 2013

Belgian construction equipment
show September 4-8, 2013
Kortrijk, Belgium
Tel: +32 (0)56 21 08 32
www.matexpo.com

CICA Conference 2013

September 11-13th, 2013
Australian crane industry
conference Hobart, Australia
Tel: +61 (0)3-9501 0078
www.cica.com.au



Bauma Africa

September 18-21st, 2013
New construction equipment
show for Africa
Johannesburg, South Africa
Tel: +49 89 949 20257
www.bauma-africa.com

GIS - Giornate Italiane del Sollevamento

September 26-28, 2013
GIS - The Italian Cranes &
Access Show Piacenza, Italy
Tel: +39 0523 60271
www.piacenzaexpo.it

Europlatform

European access conference
October 2013.
Istanbul Turkey.
Tel: +44 (0) 15395 62444
www.ipaf.org

SAIE 2013

Bologna Fair, building
products.
October 2013, Bologna, Italy
Tel: +39 051 282111
www.bolognafiere.it



2014

ARA / Rental Show 2014

Orlando Florida.
Feb 9th-12th 2014
Tel: +1800 334 2177
www.therentalshow.com



Samoter 2014

International earthmoving and
construction equipment show
February 27 - March 2nd, 2014
Verona, Italy.
Tel: 045 8298111
www.samoter.com

Conexpo 2014

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



IPAF Summit 2014

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



Vertikal Days 2014

UK/Ireland crane and access
event May 14-15th 2014
Haydock Park, UK
Tel: +44 (0) 8448 155900
Fax: +44 (0) 1295 768223
www.vertikaldays.net



Apex 2014

June 24th-26th, 2014
Amsterdam, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



2015

Intermat 2015

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



2016

Bauma 2016

World's largest construction
equipment exhibition,
April 11th-17th 2016
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www.bauma.de



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30 t PPM ATT 335	1997	4x4x4	27,40m + 15,00m
30 t Liebherr LTM 1030/2	2003	4x4x4	30,00m + 15,00m
33 t P&H S 35	1987	4x4x4	25,90m
35 t Terex Demag AC 35	2006	4x4x4	30,00m + 15,00m
40 t Demag AC 40-1 City	2000	6x4x6	31,20m + 13,00m
40 t Liebherr LTM 1040-1	1999	6x4x6	30,00m + 14,50m
50 t Faun ATF 50-3	2000	6x6x6	38,60m + 16,00m
50 t Marchetti MG 50.3	1992	6x6x6	32,00m + 16,00m
55 t Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
55 t Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
55 t Krupp KMK 4055	1989	8x6x8	35,10m + 16,00m
55 t Grove GMK 3055	2005	6x4x6	43,00m + 15,00m
60 t Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
70 t Krupp KMK 4070	1995	8x6x8	38,10m + 16,00m
70 t Faun ATF 70-4	1999	8x8x8	40,50m + 16,00m
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80 t Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m
80 t Krupp KMK 4080	1993	8x6x8	43,00m + 13,00m
110 t Tadano Faun 110 G-5	2008	10x8x8	52,00m + 30,00m
120 t Demag AC 120	2000	10x6x8	60,00m + 17,00m
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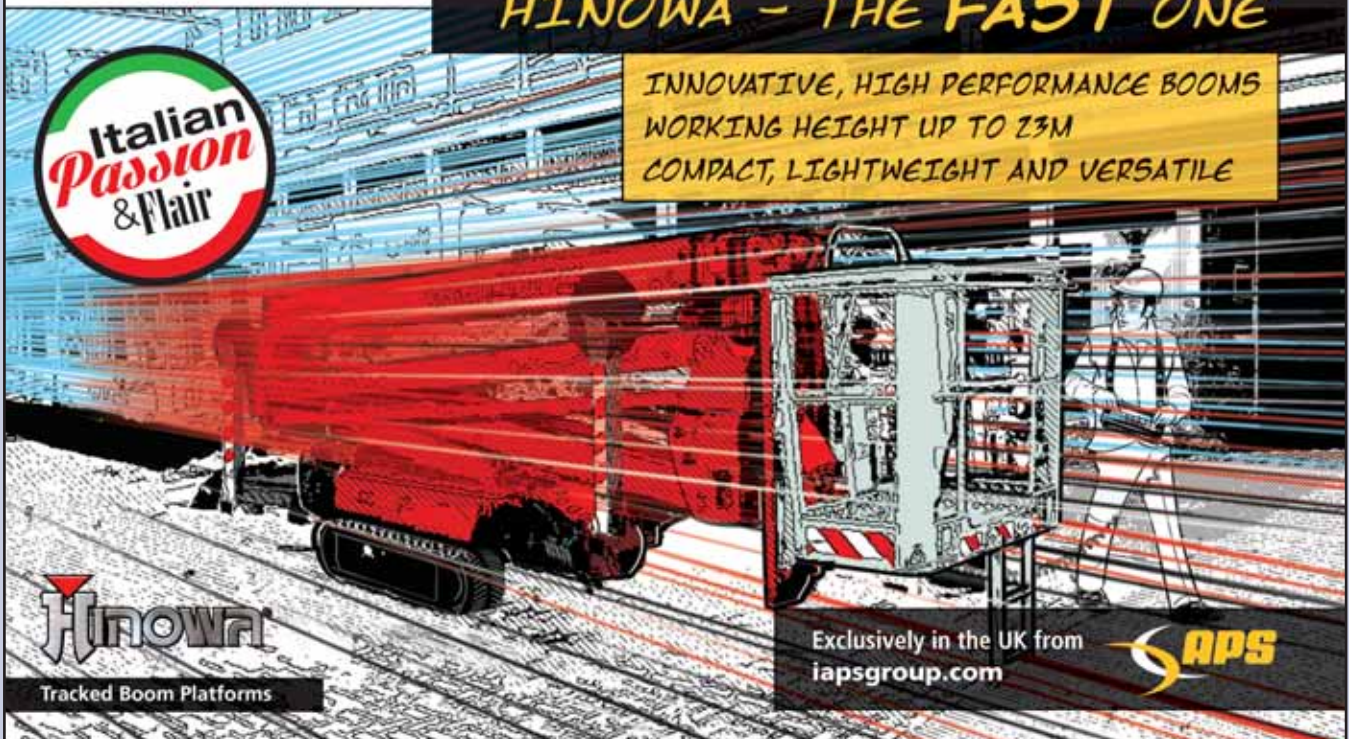


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Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Mantis Cranes	www.mantiscranes.ie
McNally crane hire	www.cranehire-ireland.com
Port Services	www.portservices.co.uk
Heavy Crane division	

Mini Crane Hire

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

Self Erecting Tower Cranes

City Lifting	www.citylifitng.co.uk
Electrogen Int	www.electrogen.ie
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King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.ie

Tower Cranes

Electrogen Int	www.electrogen.ie
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Heavy Lift Management

DWLS	www.dwls.co.uk
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Heavy Lift Planning & Risk Analysis

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

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

Ritchie Brothers	www.rbaction.com
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Battery Manufacturers

Shield Batteries	www.shieldbatteries.co.uk
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Trojan Battery	www.trojanbattery.com
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UK Batteries	www.ukbatteries.co.uk
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Control Systems

MOBA Automation	www.moba.de
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Intercontrol	www.intercontrol.de
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Generator Sales & Rental

Electrogen Int	www.electrogen.ie
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Insurance

First Insurance Solutions	www.firstins.co.uk
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Specialist Insurance	www.cover1.com
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Online Technical Help

Crane Tools	www.cranetools.com
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Outrigger Pads, Mats & Roadways

Alimats	www.craneriggermats.co.uk
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Eco power pads	www.outriggerpads.co.uk
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Grassform Plant Hire	www.grassform.co.uk
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GreenTek	www.greensward.co.uk
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GTP Europe	www.gtp-europe.com
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Marwood	www.marwoodgroup.co.uk
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Mat & Timber Services	www.sarumhardwood.co.uk
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Nylacast	www.nylacast.com
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Timbermat	www.timbermat.co.uk
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TMC lifting supplies	www.tmc-lifting.com
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Universal Crane Mats	www.universal-crane-mats.com
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Parts & Service Suppliers

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

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

Vertikal.Net	www.vertikal.net/en/recruitment
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Rental Management Software

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

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

AGS	www.ags-btp.fr
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Airtek equipment	www.airteksafety.com
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Load Systems UK Ltd	www.loadsystems.com
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Marwood	www.marwoodgroup.co.uk
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SMIE	www.smie.com
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Software

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

Avezaat Cranes	www.avezaat.com
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Crowland Cranes	www.crowlandcranes.co.uk
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John Taylor Crane Services	www.jtcranes.co.uk
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Training Associations & Networks

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

Access Platforms Direct	www.accessplatformsdirect.co.uk
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Access Platform Sales	www.accessplatforms.co.uk
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Active Safety	www.activereals.co.uk
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Advanced	www.accessplatformsuk.com
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Access Platforms	
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AFI	www.afi-uplift.co.uk
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Ainscough	www.ainscoughtraining.co.uk
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AJ Access	www.accessplatforms.com
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APL	www.apl-aerialplatforms.co.uk
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Approved Safety Training - Ca	www.approvedsafetytraining.com
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Astra Access	www.astratraining.co.uk
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Safety Training	
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Atlas Cranes UK	www.atlasgmbh.com
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Avon Crane	www.avoncrane.co.uk
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Brogan Group	www.brogangroup.com
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Davis Access	www.davisaccess.co.uk
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Easi-UpLifts	www.easiuplifts.com
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Emerson	www.emersontrainingservices.co.uk
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Training Services	
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Facelift	www.facelift.co.uk
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HCS	www.hydrauliccraneservices.co.uk
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Hewden Training	www.hewden.co.uk/training
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Hi-Reach	www.hi-reach.co.uk
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Hiab	www.hiab.com
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Horizon Platforms	www.ipaftrainingcourses.co.uk
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IS Training	www.istraining.co.uk
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JLG Training	www.jlgeurope.com
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L&B Transport	www.lbtransport.co.uk
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Liebherr Training (UK)	www.liebherr.co.uk
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Lifting Equipment Training	www.letltd.co.uk
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Loxam	www.loxam-access.co.uk
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Lyte	www.lyteladders.co.uk
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Mentor Training	www.mentortraining.co.uk
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Mr Plant Hire	www.mrplanthire.co.uk
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Nationwide Platforms	www.nationwideplatforms.co.uk
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Norfolk Training Services	www.norfolktraining.co.uk
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Rapid Platforms	www.rapidplatforms.co.uk
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Southern Crane & Access	www.southerncranes.co.uk
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TH White	www.thwhite.co.uk
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Terex Atlas (UK) Ltd.	www.atlascranes.co.uk
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Wire Rope & Cable

Teufelberger Seil	www.teufelberger.com
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TMC Lifting	www.tmc-lifting.com
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Casar	www.casar.de
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Winches & Hoists

Rotzler	www.rotzler.com
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Tyre suppliers

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OTR Wheel Engineering - OTR Europe	www.otrwheel
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Battery Scissor Lifts				
GENIE	GS-1932	2006	£ 5,600	
GENIE	GS-2032	2005	£ 4,750	
GENIE	GS-2632	2005	£ 7,350	
GENIE	GS-2646	2004	£ 5,200	
GENIE	GS-2646	2005	£ 6,000	
GENIE	GS-3246	2006	£ 7,900	
GENIE	GS-3246	2005	£ 7,350	
Diesel Scissor Lifts				
GENIE	GS-5390 RT	2005	4WD	£ 22,500
GENIE	GS-3384 RT	2006	4WD	£ 19,750
SKYJACK	SJ 9250	2007	4WD	£ 16,500
Articulated Booms				
UPRIGHT	AB38	2005	£ 12,100	
GENIE	Z-34/22N	2005	£ 14,200	
GENIE	Z-45/25 J Bi	2006	£ 18,100	
GENIE	Z-45/25 J RT	2006	4WD	£ 19,800
GENIE	Z-45/25 J RT	2007	4WD	£ 22,400
GENIE	Z-60/34	2006	4WD	£ 31,000
GENIE	Z-80/60	2005	4WD	£ 42,800
GENIE	Z-135/70	2008	4WD	£ 111,800
Telescopic Booms				
GENIE	S-45	2006	4WD	£ 21,500
GENIE	S-45	2005	4WD	£ 18,500
GENIE	S-85	2005	4WD	£ 42,800
GENIE	S-65	2006	4WD	£ 31,000
GENIE	S-125	2008	4WD	£ 86,000
Specialised				
GENIE	IWP-20DC	2001	£ 1,950	
GENIE	AWP-30SDC	2005	£ 3,400	
OMME	2500 EBZ	1999	£ 17,000	
Telescopic Forklifts				
MANITOU	MLT523 Turbo	2006	4WD	£ 16,400
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