

# cranes & access

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August/September 2013 Vol. 15 issue 6

**Top 30 rental  
companies**

**Wind turbine  
erection**

**Telehandlers**

**Small truck  
mounts**

...Broderson family sells....Tadano unveils 145t RT....Riwal buys Sarens access...

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## On the cover:

A five tonne capacity heavy-lift helicopter used to transport sections of three Wolffkran WK 5015 tower cranes onto a mountain in Ischgl, Austria for the expansion of a ski lift.



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

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In the 12 months since our last survey of the UK & Ireland crane, access and telehandler rental companies, the industry and market has been relatively stable. This is particularly true for the small to medium sized businesses which have regained enough confidence to both renew and even expand their fleets. See how the top companies have fared in this year's survey.

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Whatever an individual country's policy on wind power there is no denying that it is still growing rapidly on a global scale. However with increasing safety and environmental concerns about erecting wind turbines with mobile cranes the tower crane may be the answer. Cranes & Access investigates....

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The growth in the small vehicle mounted aerial lift sector (3.5 tonnes GVW and below) has been nothing short of spectacular over the past 10 years. We review the types of platform available, looking at the more unusual and comparing the three different types of lifting geometry.

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In the next issue of Cranes & Access our features include crawler cranes and mast booms as well as reporting on the UK Tower Crane Interest Group meeting and Verticaal Dagen in The Netherlands. If you have any contributions or suggestions please contact our editorial team.

**"The reasonable man adapts himself to the world, the unreasonable one persists in trying to adapt the world to himself. Therefore all progress depends on the unreasonable man."**

*George Bernard Shaw*

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# cranes & access

The Vertikal Press

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

In Germany:

Vertikal Verlag

Sundgaualle 15, D-79114,  
Freiburg, Germany  
Tel: 0761 8978660 Fax: 0761 8866814  
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Germany, Scandinavia,  
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Karlheinz Kopp, Vertikal Verlag,  
Sundgaualle 15, D-79114, Freiburg, Germany  
Tel: +49 (0)761 89786615  
Fax: +49 (0)761 8866814  
email: khk@vertikal.net

Italy

Fabio Potestà, Mediapoint,  
Corte Lambruschini,  
Corso Buenos Aires 8, V Piano-Interno 7,  
I-16129 Genova, Italy  
Tel: 010 570 4948 Fax: 010 553 0088  
email: mediapointsrl.it

The Netherlands

Hans en Anneke Aarse  
Oranjestraat 167  
NL 3295 AS - 's-Gravendeel  
Tel: +31-78 673 4007  
Mobile: +31(0) 630421042  
email: ha@vertikal.net

UK and all other areas

Pam Penny  
PO box 6998 Brackley NN13 5WY. UK  
Tel: +44(0)8448 155900  
email: pp@vertikal.net

Design & Artwork by:

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Editors:

Leigh Sparrow  
Mark Darwin

Assistant Editor:

Edward Darwin

Associate Editors:

Rüdiger Kopf (Freiburg)  
Alexander Ochs (Freiburg)

Sales & customer support:

Pam Penny  
Karlheinz Kopp  
Clare Engelke

Production:

Nicole Engesser

Subscriptions:

Lee Miller

Publisher:

Leigh Sparrow

**Vertikal**  
Press

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MEMBERS OF



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

The Editor,  
Cranes & Access,

PO Box 6998, Brackley  
NN13 5WY, UK

Tel: +44(0)8448 155900

Fax: +44(0)1295 768223

email: editor@vertikal.net

**c&a**  
comment



## Cry Wolf?

Over the past two or three years we have seen the emergence of a new phenomenon in which major international contractors - particularly in the UK - issuing safety notices resulting from equipment incidents on sites. These 'safety' notices often impose a temporary 'ban' on certain

equipment calling into question their design, even though the incident may have arisen due to their own failings in terms of training or site management.

Rental equipment suppliers squeezed between client and manufacturer - not to mention regulatory standards - are then expected to react instantly and find a solution, hurriedly forcing through technical design changes and modifications of their own.

This can be exacerbated by some companies spotting an opportunity to exploit the contractor's edict to make a quick buck or exclude competitors, but the real problem is the resulting upside-down product development process which rarely produces safer machines.

The safety notices owe more to a knee-jerk, tick-box safety culture and being seen to be doing something, than anything else. They may also be driven by the protracted accident investigations from bodies such as the HSE which can last years, with the threat of legal action hanging over those involved.

The ideal solution would be for the official investigators to produce reports more promptly so product faults or failings are identified and corrected more rapidly, and for contractors to realise that creating a safer site environment is more important than zapping out a blanket safety notice any time a minor incident occurs with a machine.

One area where contractors could make a real difference is the reporting of near misses. While they are all eager to jump on alleged machinery failings - particularly with platforms - they are very slow to log and communicate near misses caused in the majority of cases by human error - but which would help improve safety substantially.

In a recent case the upper boom of an almost new articulated boom lift came down on its own accord on a UK site - not that quickly and no one was hurt. The unit was taken back to the rental company's yard where the incident was replicated. The cause was clearly due to a one-off combination of either cylinder/valve contamination and/or an individual component issue. In spite of this the contractor fired off a safety bulletin to all and sundry, warning that such machines should be stood down. The problem with such grossly exaggerated and premature bulletins is that 'cry wolf syndrome' sets in and bulletins - which should be highly effective safety tools - are discredited.

Surely a more intelligent approach is required?

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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# Broderson family sells up

US-based pick & carry crane manufacturer Broderson has been acquired by the Lanco group. No financial details of the transaction have been disclosed. Based in Lenexa, Kansas, Broderson was founded by Dean Broderson in 1973 and has been led by his family since his untimely death in 1983. The company currently manufactures a range of industrial pick & carry and Rough Terrain cranes with capacities from 2.5 to 15 tons (2.27 to 13.6 tonnes).

Lanco owns companies in manufacturing, distribution, entertainment and transportation, including Mi-Jack which manufactures rubber tyred gantry cranes, Western Pacific Cranes & Equipment - the Manitowoc, Grove and National Crane distributor on the West coast USA, Western Canada and Hawaii - as well as Walter Payton Power Equipment - a Manitowoc distributor in the Midwest.



## Big Liebherrs for Port Services

Scottish heavy lift and offshore specialist Port Services is to take delivery of a 750 tonne truck mounted lattice boom Liebherr LG1750 and a 750 tonne LTM1750-9.1 All Terrain. The company says that the new LG1750 is intended to complement its existing Terex TC2800 lattice crane in order to help cope with a number of new contracts it has won in the oil and gas and wind energy sectors.



The new Liebherr LTM1750-9.1 comes out of the paint shop

## Hiab unveils four new loader cranes

Hiab has unveiled four new mid-sized loader crane models, the X-CLX 178, X-DUO 178, X-HIDUO 188 and X-HIPRO 192.

The new range replaces the existing XS166 which is widely used by builders' merchants and for other general purpose delivery type duties. The machines have load moments of up to 18.5 tonne/metres and can handle over 4.8 tonnes at a height of 19.5 metres and a radius of six metres.

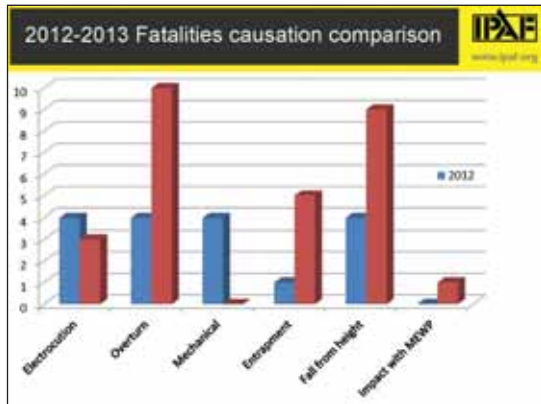


The new Hiab X-CLX 178 loader crane.

# IPAF issues half year accident report

IPAF has issued its first half 2013 accident database report which records 28 fatalities involving work platforms, 65 percent up on the same period last year - due more to the Federation capturing more data, than more incidents occurring.

The fatalities involved overturning (10), falls from platforms (9), entrapment (5), electrocution (3) and impact with aerial lift (1). 13 of the total involved self-propelled boom lifts, 10 scissor lifts and three vehicle mounted lifts. In two cases the machine type was unknown. Almost half of these fatalities occurred in the USA (13), with two occurring each in France, Germany, the Netherlands and the UK. Armenia, Canada, Ireland, Malaysia, Norway, Spain and the UAE also each recorded a fatality.



## Genie Z135/70 incident - Update

More than three months after the fatal accident in London, there has still been no official information emanating from the Health and Safety Executive which has been investigating the case at the Kimberly Access depot near London's Heathrow airport. In the meantime both Kimberly and Genie have issued statements.

At the end of July Genie issued a Safety Notice regarding the secondary boom angle sensor affecting all Genie Z135/70 machines which says that it has found that some machines calibrated in the field may not have been calibrated according to the company's service manual and therefore recommending the secondary boom angle range is checked on all machines as a precaution. The company also states that this in no way indicates the cause of the incident with the Kimberly Access machine.

A week later Kimberly Access issued a public statement from its company lawyers which raised serious concerns over the integrity of the safety systems intended to prevent the lower boom/riser from extending when it is below the minimum permitted elevation angle. Its concerns arise from reports provided by two third party inspection companies it employed to inspect the Z135/70. It also points out that the machine involved in the incident was calibrated by Genie staff and not by Kimberly.

The statement said that the company is continuing to investigate the circumstances surrounding the accident and is assisting the Health & Safety Executive with its on-going investigation. It also expressed concern over the Genie statement regarding machine calibration. Kimberly said it wished to make it clear that at no time had it ever attempted to calibrate the secondary boom angle range on the 135/70 involved in the accident and Kimberly's service records show that this procedure was only ever carried out by Genie personnel."



The accident scene shortly after it happened in early June

# New MD and UK distributor for Holland Lift

The new owner of Holland Lift - Pro-Delta - has appointed Eline Oudenbroek as managing director.



Eline Oudenbroek

The appointment follows a transition period after the departure of previous owner and managing director Menno Koel earlier this year. Interim managing director Thom Sijs departed at the start of September following a two month transition with Oudenbroek.

Oudenbroek joins after two and a half years with Elysee Dental Solutions, where she was managing director. Before that she spent more than five years with Gelderblom CNC machines where she was operations director.

## AJ Access for the UK

Holland Lift also appointed AJ Access Platforms as its distributor for the UK and Ireland almost nine months after taking the account back from Russon Access which folded at the end of last year. AJ says that it will focus primarily on Holland Lift's popular 15 to 34 metre scissor lifts as well as providing product support for the existing Holland Lift fleet in the UK and Ireland.

Holland Lift has been working hard this year to streamline production at its manufacturing base in Hoorn, the Netherlands, in order to increase production and therefore reduce its long lead times, which are now down to less than six months. It is also working on a number of new products which are in the pipeline for launch early next year.

AJ Access chief executive Tony Mort said: "This is a fantastic fit for us to be able to supply this high quality product into the UK and Ireland market. It also enables us to look after the pre-owned market for Holland Lift products and take in part exchanges, which of course is a natural part of our business."

## First Sany Palfingers delivered

Palfinger Sany Cranes has delivered its first products - two 25 tonne QY25C truck cranes - to Sany's drilling rig dealer in Russia, Rustechcenter, which has become a Sany Palfinger sub dealer.

The two cranes have been sold on to contractor and rental company Stank Company of Krasnodar. The formal handover in Krasnodar, south west Russia, was attended by representatives of Palfinger Sany Cranes, Rustechcenter and funding partners Siemens Finance and M-Leasing. A third QY25C has also been delivered to a central Russian contractor Balmat, based in Saratov.



(L-R) Nikolay Sukhanov & Dmitry Sanchenko - Palfinger Sany, Natalia Ten & Vladimir Melnichuk - Siemens Finance, Murad Khadzimurediv - Rustechcenter, Yury Gorpinich - Palfinger Sany, Valeriy Ermolaev, Ukrainets Viktor Mikhailovich & Roman KoKornev - Rustechcenter.



# Tadano launches 145 tonne RT

Tadano has launched a 145 tonne Rough Terrain crane, the GR-1600XL-2 on a three axle chassis. Its largest Rough Terrain to date features a 61 metre, six section main boom with a new rounded profile design and single telescope cylinder. A 10.2 to 17.9 metre bi-fold offsettable swingaway extension takes the maximum tip height to 78 metres and boasts a maximum radius of over 60 metres. The crane cab also tilts for improved visibility and operator comfort.

The new 6x4x6 chassis boasts four mode, all wheel steer for a turning radius of 9.9 metres. The crane can self-install and remove its counterweight and outriggers for easy transportation. Overall length is just over 16 metres, with a 10.2 metre long by 3.3 metre wide chassis and an overall height of 3.78 metres. The crane features

Tadano's asymmetrical, multi-position outrigger setup, with automatic monitoring and load chart selection as well as a 'soft stop' function that brings the motion of the crane to a slow stop automatically before it reaches the limits of allowed capacity.



The Tadano GR-1600XL-2 features a six section 61 metre boom.

## Rival acquires Sarens access

International access and telehandler rental group Rival has opened a new operation in Belgium with the acquisition of the aerial work platform business of Sarens Belgium. The two companies say they will also "strengthen their cooperation to deliver the best customer experience whenever both aerial work platforms and heavy lifting services are required on the same site".

Rival Belgium will be based in Genk in the province of Limburg, all Sarens employees dedicated to the aerial work platform business have been offered positions with Rival.

Rival's director for the region Pedro Torres said: "This acquisition will strengthen our position in the Belgian market as we will be operating closer to both our existing and new customers. We will serve the market both from our new depot, as well as from existing Rival depots in the South of the Netherlands (Dordrecht and Eindhoven). The acquisition also improves our European coverage which is a strong benefit for our international key accounts".



An rendering of the new vessel and 1,500 tonne crane

## Huisman to build 1,500 tonner

Huisman has won a contract to build a 1,500 tonne Leg Encircling crane for offshore wind turbine installation work. The crane mounted on Scylla - a new offshore wind installation vessel under construction for Seajacks - will lift its maximum capacity at a radius of 32 metres on a 110 metre long boom.

The order for the new crane and two smaller auxiliary cranes, was made by South Korean shipyard Samsung Heavy Industries, which is building the world's largest and most advanced offshore wind farm installation vessel for Seajacks. The cranes will be built at the Huisman facility in Xiamen, China and delivery is scheduled for the second quarter 2015.

Gerben Roks, Huisman's product and sales manager cranes said: "This is the third Huisman crane ordered by Seajacks for wind turbines. We appreciate the confidence in our products and will keep building on our knowledge and experience to further expand our crane range in this field".

## New chairman for IPAF North America

Teresa Kee, environmental, health and safety director at NES Rentals has been elected chairman of IPAF's North America Regional Council. Jim Dorris, vice president of health & safety, environment and sustainability at United Rentals has been elected vice chairman.



Teresa Kee

Kee takes over from outgoing chairman Kevin O'Shea who has completed his full term. The North American Regional Council was formed to provide USA and Canadian members a forum to address issues and topics that impact their regional market while giving them a voice internationally at the IPAF Council.

"IPAF is strengthening its value as a members' organisation," said Kee. "I look forward to working closely with the IPAF staff and the members of the North American Regional Council to provide our members and prospective members with sound reasons to join. We will build on the interest and enthusiasm generated at the IPAF Summit in Miami, as well as foster a broader rollout of the AWPT operator training programme eLearning module in English and Spanish."



Jim Dorris

## Stavdal AB acquires Rentex

Swedish rental company Stavdal AB has acquired fellow Swedish rental company Rentex which operates from three locations in Gothenburg and one in Malmö and has annual revenues of around SEK67 million (€7.7 million).

The acquisition considerably boosts Stavdal's position in the Swedish market and should take its annual revenues through the SEK 400 million (€46 million) level. The new locations will add to its

existing eight locations, including two in Gothenburg and Malmö. Rentex was founded in 2005 and has been managed by Ulf Krantz and Magnus Andersson. They will remain with the business joining the



## Waverly layoffs for Terex Cranes

Terex Cranes has cut production at its Waverly, Iowa plant to a single shift in order to match supply to softer demand, as a result it will lay off 54 people, on a temporary basis.

Terex vice president of investor relations, Tom Gelston said: "The cuts have been made in order to realign production with the softened demand environment we are experiencing today with our mobile crane products."

## AB2000 buys Ellon

UK crane and heavy equipment rental company AB2000 has acquired the full share capital of Ellon Plant Hire of Ellon, Aberdeenshire.

Arlene Harrison will remain with the business as plant manager, and Ellon Plant will continue to trade under its own name, although it will relocate to AB2000's newly opened location in Fountainbleau, Tipterty - 10 miles North of Aberdeen, close to the route of the new Aberdeen by-pass. AB2000 is owned by Adam Bruce, and moved into the crane market when it acquired the crane fleet of Motherwell Bridge in 2005.



## Loxam to consolidate in France

French international rental group Loxam has announced that it will consolidate all of its French general equipment businesses - Loxam, Laho Equipement, Loueurs de France BTP and Locarest into a single entity - Loxam Rental. The ultimate aim is to gain efficiencies from becoming a single network and a single brand. The privately held group had revenues of €828 million in 2012 and operates from 598 locations with more than 4,330 employees in 11 countries, making it Europe's largest rental business.





## Record telehandler deal for JCB

UK rental company Fork Rent has placed one of the largest single orders in JCB's history for 900 telehandlers worth more than £53 million for delivery this year.

Fork Rent also becomes the first major rental company to buy JCB's new 20 metre 540-200, Europe's highest-reach fixed frame telescopic handler. Most of the units will be fitted with JCB's new Ecomax Tier 4 Interim/Stage IIIB engines. Fork Rent purchased its first JCB in 1987 and has purchased more than 5,500 since then through dealer Watling JCB.

(L-R) Fork Rent's Guy Nicholls and Trudi Nicholls with Watling JCB managing director Richard Telfer.



## JLG makes changes in Europe

JLG has announced changes to its European Middle East and Africa region management team.

Jonathan Dawson - senior director sales and customer support - is now senior director of sales, while Etienne Bourcier becomes director of telehandlers and will also lead the strategic alliance for telehandler sales under the Same Deutz-Fahr brand - both will report to regional general manager Karel Huijser. At the same time Laurent Guillaux currently senior director sales & customer support Southern Europe moves to Oshkosh Fire and Emergency as senior director of international sales. Roberto Marangoni, general manager JLG Italia, will add Guillaux's current role as head of the French and Spanish sales and service teams to his own, on an interim basis.



Laurent Guillaux

## Fassi acquires Marrel

Italian loader crane manufacturer Fassi has acquired French hook and skip loader manufacturer Marrel from the Caravelle financial group in

partnership with its French distributor Miltra. Details of the equity split between Miltra and Fassi have not been revealed.

Marrel - based in Andrézieux-Bouthéon, near Lyon - was founded in 1919 and builds hook lifts, skip loaders and hydraulic cylinders. It exports 55 percent of its production and has revenues of €32 million and 120 employees. Fassi says that it intends to offer Marrel products alongside its articulated cranes.



A Marrel hook loader

## All change at Northern Crane

Canadian crane rental company Northern Crane has changed its name to NC Services Group or NCSG and is to acquire S.S. Pevach Ventures of Bonnyville, Alberta which trades as Scorpion Industries. Scorpion rents out boom trucks with operators up to 45 tons, and oilfield services in the shale oil regions of Alberta.



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The simulator uses a 10 metre dome and 12 projectors to create an immersive virtual training environment

## World's largest crane training simulator

The world's largest crane training simulator is now fully operational. Installed by Kongsberg GlobalSim for the National Ports Agency (ANP) of Morocco in Casablanca, the project took several years to complete.

The simulator uses a 10 metre dome and 12 projectors to create an immersive virtual training environment. ANP expects to dramatically reduce both the training time required to produce competent operators and the number of accidents caused by poor handling of heavy port equipment.

## Snorkel closer to sale?

Tanfield - the owner of Snorkel - has given a potential buyer a short period of exclusivity in order to complete its due diligence. No details have been given, other than the following statement:

"The board is pleased to report that sufficient progress has been made on the structure and broad terms of an acceptable proposal for the sale of its powered access division, to grant the preferred potential purchaser a short period of exclusivity in which to complete its due diligence with a view to mutually forming a contract that will be executable subject only to shareholder approval."



Wing Wah takes delivery of Kalmar's 1,000th reachstacker manufactured at its Shanghai factory

## Wing Wah takes 1,000th Kalmar

Kalmar has delivered the 1,000th reachstacker manufactured at its Shanghai factory to Hong Kong-based container handling and haulage company Wing Wah Container.

The new reachstacker joins a fleet of Kalmar machines operated by Wing Wah at its Tsing Yi depot in Hong Kong. Clement Ng, Kalmar's vice president, Greater China, said, "We have developed a strategy to build models with higher local content, giving better flexibility and service to our customers. Our Shanghai factory has become a leader for reachstackers in the Asia-Pacific region and we are now focusing on deliveries to Europe, the Middle East and Africa."

## World's highest crawler?

Liebherr claims to have assembled the world's tallest crawler crane at its manufacturing plant in Ehingen, Germany. Using a 3,000 tonne LR 13000 crawler crane with 120 metres of main boom and 126 metres of luffing jib - the crane achieved a total height of 248 metres.

Fitted with 400 tonnes of superstructure ballast and 1,500 tonnes of derrick ballast on a special foundation, the LR 13000 lifted a twin axle LTM 1030-2.1 All Terrain crane weighing 24 tonnes. The company claims with its maximum boom fully raised its capacity is 68 tonnes, the boom system was successfully tested with an overload lift of 103 tonnes. When fitted with its PowerBoom system, the achievable lengths are reduced as a result of the higher boom weight, but the capacities are considerably higher.

The LR 13000 standing 248 metres tall lifting a twin axle LTM 1030-2.1 All Terrain crane



## Credit circle for cranes and access

Top Service is launching a Credit Circle for the crane and access rental industry in the UK. The move follows a successful initial meeting of interested parties at Vertikal Days earlier this year, co-hosted with the P&A Partnership.

The concept is already working successfully in other market sectors, and allows rental companies to confidentially exchange information on delinquent customers and rogue traders and thus helps prevent the exploitation of multiple suppliers by non-payers.

Diane Dean, customer development manager at Top Service said: "The credit circles we are involved in for other industries are an excellent source of information. We welcome anyone to the first meeting on the 19th September and I am more than happy to talk to any interested parties who may require further information."

## Not what it seems

Skyjack is continuing with its 'Quest2013' to find the oldest working Skyjack scissor lift, in doing so it has found a machine that looks confusing.

The company is offering a prize for the first 100 people to spot anything out of the ordinary and name its year of manufacture. In order to participate send an email to: [skyjack@vertikal.net](mailto:skyjack@vertikal.net)

and list any points you think are not quite right and the year of manufacture. The first 100 correct answers will receive a Skyjack cap, while those with the most complete answers will win a more significant prize. If you have an older Skyjack scissor lift you can also join the quest to find the oldest working model and win a new scissor lift by logging on to [www.skyjackquest2013.com](http://www.skyjackquest2013.com)



Another new Skyjack? All is not what it seems spot the discrepancies and win a prize

# EWPA launches new operator licence

Australia's Elevating Work Platform Association has launched its new Elevating Work Platform Operator Licence as a nationally recognised Unit of Competence (UoC).

The new licence updates the EWPA Yellow Card and aligns itself with the Resources and Infrastructure training package UoC titled: RIIHAN301B-Operate Elevating Work Platforms. The new card features a photograph of the operator, similar to that found on a drivers' licence.

The EWPA said that it has been aware for some time some that industry sectors such as mining and resources had not recognised its Yellow Card, as the training programme behind it could not be linked to nationally recognised training. It therefore developed the new training programme and is initiating a retraining programme to bring all former Yellow Card trainers up to date with the new UoC.



The new card.



The current EWPA Yellow Card.



(L-R) Twan Pelders and Jan van Beek from Orlaco with Bob Hund from Manitowoc Crane Care

## Manitowoc and Orlaco agree partnership

Manitowoc has signed a five year strategic agreement with Netherlands-based camera system specialist Orlaco to provide and develop after-market camera and in cab monitoring systems for its Potain, Grove, National Crane and Manitowoc cranes.

## 20 MEC for Flexleie

Norwegian rental company Flexleie has taken delivery of 20 MEC Speed Level 2684RT-T. The Bergen-based company has ordered the 26ft units specifically modified for tunnel applications.

Flexleie's rental manager, Ole Heie said: "This unique machine allows the customer to continue working without lowering the machine every time they need to move. For tunnel jobs the operator needs to stay in the air and continue working, this machine will increase productivity tremendously for our customers and we plan on adding more of them to our rental fleet soon."



Ole Heie of Flexleie (L) receives the new T model MEC Speed Levels from Jim Tolle of MEC

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## Profit boost at Lavendon

Lavendon has published first half results with revenues down one percent to £113.6 million with gains in France and the Middle East offset by falls in the UK, Germany and Belgium. Pre-tax profits jumped 72 percent to £8.6 million.



## JLG profits jump 76%

JLG has reported its nine month results with revenues up 12.5 percent to \$2.34 billion, while operating income leapt 76 percent to \$298.4 million.



## Ashtead breaks records

Ashtead - owner of A-Plant in the UK and Sunbelt in the USA - achieved record first quarter results with revenues up 24 percent to £410 million, while pre-tax profits jumped 59 percent to a record £99.5 million.

## Haulotte swings back into profit

Haulotte moved back into profit during the first half, with revenues marginally up at €187.2 million. Net profit for the period was €11.9 million, compared to a loss last year of €3.7 million, however all but €1.3 million came for a €10.6 million gain on the sale of UK platforms to HSS in late June.



## Manitowoc Crane boosts profits

Manitowoc Crane has reported first half revenues of \$1.2 billion - 7.5 percent up on last year, while operating income jumped 31 percent to \$96.3 million. The backlog was slightly down on last year at \$726 million, six percent up on the quarter.

## Strong first half at Bronto

Bronto Skylift improved first half revenues by three percent to \$67.1 million while its operating income jumped 64 percent to \$4.1 million.

## Genie jumps 20%

Terex AWP/Genie has reported first half sales up 20 percent to \$1.12 billion, while operating income for the period leapt 48 percent to \$173.6 million.



## Profits slump at Manitou

Manitou has confirmed first half revenues fell 12 percent, while last year's net earnings of €21 million were cut to just €1.1 million this year. However trading picked up in the second quarter and remains strong.



## Hiab picks up

Hiab reported flat half year revenues at €413 million and a fall in operating income from €12.8 to €7.9 million, however the second quarter saw revenues rise five percent to €221 million, helping lift operating income 11 percent.



## Ramirent slows

Revenues at Ramirent came in six percent lower at €313.6 million, largely due to the move of its Russian business into the Fortrent JV. Pre-tax profits were flat at €30.4 million.



## Slow start for Tat Hong

Singapore-based crane group Tat Hong has reported first quarter results with revenues down 18 percent to \$175.5 million, while pre-tax profits more than halved to \$12.4 million.



## Growth continues at Skyjack

Linamar's Industrial division/Skyjack reported half year revenues of \$320.3 million, 10.5 percent up on last year, while operating income jumped 82.8 percent to \$39.3 million due to higher access sales, offset by lower sales of other products in the division.

## Mixed half at Wacker Neuson

Telehandler and equipment manufacturer Wacker Neuson saw first half revenues climb five percent to €586.1 million but pre-tax profits fell 19.3 percent to €36.8 million

## Cramo on the turn

First half revenues at Cramo slipped four percent to €308.6 million, due to the sale of its Finnish cabin business and the transfer of its Russian operation to Fortrent. Pre-tax profits for the period dropped eight percent to €7.8 million.



## Manitex adds tankers and rises 27%

Manitex has acquired Sabre, a manufacturer of specialised trailer tanks for \$14 million including \$13 million in cash and \$1 million in stock. Revenues meanwhile were up 27 percent to \$122.1 million, while pre-tax profits improved 20 percent to \$6.5 million.

## Profit dips at Terex Cranes

Terex Cranes has reported a three percent rise in first half revenues at \$992.1 million, but operating income slipped almost 11 percent to \$55.9 million.



## Essex Crane cuts losses

Revenues at Essex Crane Rental were flat during the first half at \$50.3 million, although crane rental revenues rose 11 percent to \$23.6 million. Pre-tax losses for the period were cut from \$11.3 million last year to \$6.67 million this year.

## United Rentals on the up

United Rentals has posted its first half results with revenues of \$2.3 billion and pre-tax profits of \$161 million.

## Harsco Infrastructure starts to turn

First half revenues at Harsco Infrastructure were flat at \$467.2 million, while its operating loss was reduced from \$77.9 million last year to \$14.2 million this year.



## Record revenues for Palfinger

Palfinger has reported record first half revenues at €475.1 million up two percent, while pre-tax profits nudged up one percent to €32.2 million.



## Mills Rental up another 48%

The aerial lift and telehandler 'Rental' division of Brazilian-based Mills achieved a 48 percent hike in first half revenues to R166.3 million (\$50 million). EBITDA for the division was R92.9 million (\$40 million) and capital expenditure \$62 million.



# Modulift introduces spreader frame



Modulift's new CMOD corner units

Modular spreader beam manufacturer Modulift has developed its first modular CMOD spreader frame with lifting capacities from six to 70 tonnes.

The CMOD corner units - which can be easily fitted to its current range of spreader beams - make up a frame which can span from 500mm to 12 metres. Modulift is currently developing a CMOD spreader frame with a capacity of 110 tonnes. The system has been designed to EN13155 standards and conforms to GL Noble Denton guidelines concerning shackles.



## 20 Isoli for Algeria



A 35 metre PTJ 3522 SL for Russia mounted on a Kamaz truck

Italian truck mounted lift manufacturer Isoli has sold 20 units of its 20 metre PNT 205 platforms to a contractor working for Algeria's state power company.

The units will be mounted on 3.5 tonne Peugeot Boxer chassis. Isoli has also sold a 35 metre PTJ 3522SL to Russia which will have a simpler electronic system and the have the ability to operate in temperatures as low as minus 40 degrees.

## Socage to launch JJ230 at ICUEE

Socage's American distributor, Truck Utilities will show a North American version of its 68.5 metre JJ70/JJ230 Forste truck mounted lift at the ICUEE show in Louisville, Kentucky, next month.



The American mounted unit will have seven axles

Mounted on a locally-made 32 tonne truck and equipped with seven axles, the finished platform will have a maximum outreach of 36.5 metres and platform capacity of 600kg. Features include an LCD display on the platform controls, 360 degree continuous slew and 180 degrees platform rotation. The double jib configuration also provides the machine with some decent under-bridge capability.

## PASMA low level standard

The UK-based Prefabricated Access Suppliers' and Manufacturers' Association (PASMA) has published its new safety standard PAS 250 for the design of low-level platforms such as podiums or pulpits. It sets out the minimum safety and performance requirements for all platforms under 2.5 metres intended for a single person use with one working platform and side protection.

The standard introduces a specific requirement for stability and resistance to overturning as well as specifications for materials, the design of the guardrails and access and the ability to fit toe-boards.



A PAS 250 compliant low-level platform

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- British Airways has ordered 35 Genie aerial lifts from Working At Height.
- Belgian Duma Rent has purchased four new Isoli PNT205N articulated truck mounted lifts.
- Hiab has appointed Clas Thott as vice president, global marketing.
- Manitowoc has modified a Grove All Terrain crane for a local fire department in Kassel, Germany.
- UK-based J. Hewitt Crane Hire has taken delivery of a new Tadano Faun ATF 90G-4.
- The UK division of Webasto has appointed Jason Tyres as its marketing manager.
- Liebherr-Components Biberach has started building an additional plant in Southern Germany.
- Isoli has appointed Instant Norge as its aerial lift distributor for Norway and the Baltic Republics.
- Link Belt cranes has appointed Rickey Bailey as major accounts manager North America.
- TTS Offshore Handling Equipment of Norway has won a NK120 million deal for four offshore cranes.
- The Mexican Army has taken delivery of a 36 tonne National Crane NBT40 boom truck.
- DP World has placed an order for a Liebherr ship to shore container crane and two rubber tyre gantry cranes.
- Spider suspended platforms has appointed Bronson Faher as district sales rep in Las Vegas.
- Socage has delivered its fourth 54m Forste TJJ54 to Zuccato Autogru.
- Dutch rental company Siesling has taken delivery of a 54 metre Ruthmann T540 truck mounted lift.
- German contractor HuP has purchased a Sennebogen 673 R-HD telescopic crawler crane.
- £2,180 has been raised for the widow of Rick Jaeger-Fozard.
- Gary 'Grumpy' Avery a well-known CraneSafe assessor, based in Victoria, Australia has died.
- US-based virtual rental company Big Rentz has hired Rohan Mishal as operations manager.
- Straightpoint has appointed Al-Najm Al-Thaqib in Saudi Arabia.
- Tim Novoselski, former editor/owner of RER magazine, has died aged 62.
- UK-based parts and after-sales service supplier IPS is to open a facility in Ireland.
- Zarges has launched a new PASMA and ladder training centre in the UK.
- Sims Crane & Equipment has appointed Mark Hollister as vice president of business development.
- An all-girls team from UK crane hirer AB2000 has taken part in the Race For Life in Edinburgh.
- UK-based Safe Access Solutions has opened its second office within Pinewood Studios.
- United Rentals has acquired Canadian construction equipment rental company Rent World.
- Dutch heavy lift specialist Huisman has opened a new office in Bergen, Norway.
- Mumbai-based developer India Bulls has ordered a further 20 Liebherr EC-B 85 tower cranes.
- Singapore based Tat Hong has appointed Wong Meng Choong as group chief operating officer Asia.
- UK-based Clements Plant has added more Niftylift booms to its rental fleet.
- UK-contractor Burras has taken delivery of a 55 tonne Hitachi-Sumitomo SCX550 crawler crane.



Clas Thott



Rickey Bailey



Bronson Faher



Mark Hollister



Wong Meng Choong

- The historic Titan crane on Sydney's Garden Island is to be demolished.
- Australian rental company Coates has acquired the general rental assets of Force Rentals.
- Australian crane distributor Pace Cranes has promoted Greg Muller to service manager.
- UK-based County Lifting has taken delivery of its first Palfinger loader crane.
- A-Plant Acrow has appointed Trevor Larkin to the new post of technical director.
- TP&L has taken delivery of the first Liebherr LTR 1220 telescopic crawler crane in the USA.
- IPAF has announced the impending retirement of Gerhard Hillebrand.
- Germany's Zeppelin Rental has taken delivery of 15 Böcker trailer mounted material lifts.
- ALL Erection has appointed Brenton MacDonald as safety supervisor for its Central Rent-A-Crane division.
- German crane and access entrepreneur Herwarth Slupinski has died unexpectedly aged 64.
- UK-based Clements Plant & Tool has taken delivery of a Multitel MJ 201 truck mounted lift.
- A coroner's jury in Canada has recommended tougher standards for aerial work platform operator training.
- UK-based parts and service supplier IPS has appointed KK Materiel as its partner for Denmark.
- Louisiana-based H&E Equipment posted a strong increase in first half revenues, profits remained flat.
- Aboriginal-owned Koodaideri Contracting Services has purchased a Terex Mac 25 pick & carry crane.
- Manitowoc Cranes has appointed Ingo Schillerr as executive vice president of Manitowoc Crane Care.
- Liebherr is building a new logistics centre near Kirchdorf an der Iller, Germany.
- UK rental group Vp has acquired pile cropping specialist Mr Cropper.
- Konecranes has opened a training centre at its UK base.
- UK rental company AFI has opened an IPAF and PASMA training centre in West Bromwich.
- The UK's Plantworx is changing location for its second show in 2015.
- Odyssey Investment Partners is looking into opportunities to sell TNT Crane & Rigging.
- UK rental group Vp has issued a positive interim statement.
- UK crane rental specialist Bronzeshield has taken three new Terex AT Cranes.
- Wacker Neuson has appointed Patrick Degen as managing director of Wacker Neuson SAS.
- PASMA has appointed Chris Blanter, managing director of Hi-Point Access, as chairman.
- UK timber merchant E H Smith has ordered four Hiab XS loader cranes on DAF trucks.
- Mick Ledden, previously with Lavendon, has established a new business – Pomarii Consulting.
- South Korean crane rental company Daehan Heavy Equipment has purchased its first Grove crane.



Greg Muller



Trevor Larkin



Ingo Schillerr



Patrick Degen

- Hungarian rental company Zalavari Gepszer has purchased its third Unic spider crane.
- German rental company BKL Baukras Logistik has added its first Grove crane to its fleet.
- UK-based Smiths Equipment purchased 14 Skyjack scissor lifts as part of a £250,000 investment.
- Swiss rental company WS-Skyworker has taken delivery of three Ruthmann truck mounted lifts.
- Malaysian fabricator TH Heavy Engineering has taken delivery of two Manitowoc 16000 crawler cranes.
- German-based Mateco, now part of TVH, has taken delivery of its first Omme lift.
- UK-based Specialist Crane has purchased a new Grove GMK 4100L.
- South Australia's RMB Service Group has appointed Stephen Fry as general manager.
- UK-based Safe Access Solutions (SAS) has recently taken delivery of 10 Skyjack scissor lifts.
- JLG has appointed Glynn Stanton as telehandler sales and distribution manager for the UK and Ireland.
- IPAF will hold its US Convention in Chicago on October 21st and 22nd.
- French rental company Kiloutou, has acquired the equipment rental division of Trefoulet.
- Australia's EWPA has published its Cross Hire Agreement.
- Moba has restructured its UK management team as its MD Alistair Brown departs.
- Bobcat has celebrated the 50th anniversary of its telehandler plant in Pontchateau, France.
- Two Liebherr LPS 600 port cranes have been delivered to the port of Gdansk, Poland.
- C-Tech Industries has appointed International Del Comercio Nadine as its distributor for Spain.
- Ramirent is selling its Hungarian business to a private equity fund.
- Merlo UK has appointed Ken Hamilton as country manager and Simon Howell for construction products.
- US-based ReachMaster has appointed Tom McKendree and Stephanie Gunther as sales managers.
- The owners of New Zealand's NZ Crane Group have decided to offer the business for sale.
- Easy Reach Scotland based in Fife has purchased a new 22 metre Platform Basket Spider 22.10.
- France Elévateur Deutschland has mounted a Topy 11.2i platform on a Fumo Multicar chassis.
- GT Access and Hire! Freeman have taken the first Hinowa 20.10 Performance IIS spider lift.
- The MacGregor division of Cargotec has acquired offshore winch manufacturer Hatlapa Group.
- Kanson Crane & Heavy Transport has taken delivery of the first Grove GMK6100L in Hong Kong.
- UK spider lift rental specialist, MBS Access, has added a new 15 metre CMC S15 spider lift to its fleet.
- Montreal-based Grues n'Rick/Mega Lift has taken delivery of a 20 tonne Galizia GF20 pick & carry crane.
- Merlo UK has appointed three new dealers in Northern Ireland.



Steve Fry



Tom McKendree



Steph Gunther

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# UK & Ireland Top 30 rental companies

c&a

top 30

## A year of consolidation and stability

The 12 months since our last survey of the UK and Ireland crane, access and telehandler rental industry has been relatively stable compared to the previous three or four. This has been particularly true of small to medium sized businesses which have regained sufficient confidence to both renew and even expand their fleets. The story varies enormously between the three different product groups that we cover with demand for telehandlers continuing to grow, while access recovers at a steady pace and cranes are beginning to regain some stability after a very rocky period.

While overall growth of the fleet has been modest to non-existent there has been a good deal of renewal and product fleet restructuring. This has been particularly true in the crane market where the re-emergence of attractive and relatively easy finance packages have encouraged

companies to replace older cranes and releasing some of the equity to help fund the business. On the access front the overall numbers are up substantially thanks to very strong growth in low level machines and the expansion of general rental companies into the sector.



The make-up of the crane hire sector has changed little over the past year with most companies having pulled through and looking slightly more positively about the future. The number of fleets with larger capacity cranes has grown with the most notable expansion being in the 300 to 800 tonne range where the 'permanent' fleet has doubled in 12 months. At the same time the number of 1,200 tonne units has fallen as international companies have moved them to other locations and locals have chosen to go with 750 tonne boom-on alternatives.

The access market continues to see a gradual consolidation, partly through acquisitions and partly through the growing importance of general rental companies such as HSS, Speedy, Hire Station, A-Plant and to a lesser extent Hewden. At the same time the number of 'national contracts' continues to increase, albeit at a slower pace, tying up equipment supply to many of the UK's largest contractors. For telehandlers, the picture is a little different. While still largely the domain of general rental companies - only A-Plant and Hewden among the national chains have a significant presence in the market although UK Forks is a division of Vp - the bulk of the business is taken by small to mid-sized generalists with the one big independent specialist Fork Rent.

### Methodology

As in previous years forms were sent out to every company that we felt might qualify as one of the 30 largest overall or niche fleets and those that have large machines. We also advertised the survey online at [www.vertikal.net](http://www.vertikal.net). The most likely candidates are sent reminders and

then followed up with telephone calls. Finally if all else fails or a company refuses to send anything we estimate the fleet size, often with the help of others knowledgeable in the industry to do a 'reality check'. As always our aim is to keep the number of estimated fleets to less than five percent or a couple of companies per chart. This year we have again achieved that target in almost all areas.

We are of course aware that while most companies do treat the exercise seriously, some cannot help but exaggerate or understate their fleets, depending on their strategy or mentality. When we spot one that is clearly odd we do try and check it with their peers and may from time to time tweak the numbers via our own estimate. One thing that we know for sure is that some errors will creep in so we do ask readers to inform us of any discrepancies they might spot.

Finally and most importantly we would like to thank all of the companies that participated and who took the time to help and support us as sponsors, in what we hope proves to be a very useful report.



# TOP 30

## Cranes

The crane hire market has eased a little over the past 12 months and is looking quite a bit more promising. A good number of the medium to large companies have invested in new cranes this year, although most have been replacements and upgrades rather than for fleet expansion.

Some have also changed the mix of cranes in their fleet in terms of types and capacities. The most notable change perhaps is King Lifting expanding its fleet slightly and nudging ahead of Bronzeshield with the third largest mobile crane fleet after Ainscough and Hewden.



### TOP 30 MOBILE CRANE HIRERS

Company	Total	ATs/RTs Trucks	Crawlers over 12t	Crawlers under 12t	Mobile Tower Cranes	Industrial Pick & Carry	Spider Cranes
Ainscough	458	▼	448	0	0	3	7
Hewden	125	▼	125	0	0	0	0
King Lifting	83	▲	74	0	3	1	3
Bronzeshield	71	▼	64	0	0	5	0
Baldwins	65	▲	65	0	0	0	0
Marsh Plant	62	—	62	0	0	0	0
Quinto	62	—	56	0	2	3	1
Emsley	56	▲	55	0	0	1	0
ALE	56	NEW ENTRY	45	11	0	0	0
Emerson	54	▲	42	0	6	0	6
Mammoet	44	▼	44	0	0	0	0
City Lifting	43	▲	17	1	4	17	0
Southern Cranes	40	▲	37	0	0	2	1
Sparrows	40	—	25	0	10	0	5
Hird	40	▼	0	0	0	28	12
Davies Crane Hire	38	▲	36	1	0	0	1
Bob Francis	38	▲	22	15	1	0	0
NMT Crane Hire	37	▲	34	0	0	3	0
Whyte Crane Hire	35	—	35	0	0	0	0
John Sutch Cranes	35	▲	32	0	0	3	0
William O'Brien	32	▲	32	0	0	0	0
McNally's Crane Hire	32	▼	26	6	0	0	0
Bryn Thomas Cranes	29	▲	20	0	2	4	3
Specialist Hire Group	28	▼	25	0	0	0	3
MacSalvors	26	—	26	0	0	0	0
Kavanagh Crane Hire	26	▼	24	0	0	2	0
Crowland Cranes	26	▼	22	0	0	0	2
Sarens UK	26	—	13	13	0	0	0
Dewsbury & Proud	25	—	22	0	1	0	2
J Hewitt Crane Hire	24	—	24	0	0	0	0
Crane Hire Ltd	21	▼	20	0	0	0	1
ABA Crane hire	20	—	20	0	0	0	0
Port Services	19	▲	18	1	0	0	0
Millenium Crane Hire	18	—	18	0	0	0	0

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same

### TOP CRAWLER CRANE HIRERS

Company	Total	Full size	Mini
Weldex	113	111	2
NRC Plant	78	60	18
AGD	64	44	20
BPH	44	44	0
Select Plant	40	38	2
Q-Plant	30	30	0
Bob Francis	16	15	1
Sarens UK	13	13	0
JT Cranes	14	0	14
ALE	11	11	0
Emerson	6	0	6
McNally's Crane Hire	6	6	0

### TOP MINI CRAWLER CRANE HIRERS

Company	Total	Mini	Spider Crane
GGR UNIC	145	6	139
Easi Uplifts	25	0	25
TCA Lifting	20	0	20
NRC Plant	18	18	0
Coppard Plant	15	0	15
JT Cranes	14	14	0
Hird	12	0	12
Sparrows	10	0	10





LARGEST TOWER CRANES		
Company	Capacity	Model
Select	720tm	Comedil CTT 721-40
HTC Plant	710tm	Wolff 700B
Falcon Crane Hire	410tm	Jaso J600
Bennetts Cranes	316tm	Jost JL316.16
London Tower Crane	293tm	Yongmao STT293
City Lifting	290tm	Comansa 21LC290
Mantis	130tm	Saez TLS65
Ladybird Cranes	88tm	Potain MCT 88



TOP 10 TOWER CRANE COMPANIES			
Company	Total Units	Self Erectors	Top Slewlers
Select Plant	288	0	288
HTC Plant	245	0	245
Falcon Crane Hire	184	22	162
London Tower Crane	160	20	140
Mantis Cranes	103	89	14
City Lifting	85	12	73
Ladybird	66	39	27
Bennetts Cranes	58	3	55
Irish Cranes & Lifting	29	0	29

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LARGEST MOBILE CRANES

Company	Capacity t	Model
Sarens UK	1,200	Gottwald AK680/3
Mammoet	1,200	Liebherr LTM11200
Port Services	1,000	Terex Demag TC2800-1
Baldwins	1,000	Liebherr LTM 11000D
Ainscough	1,000	Liebherr LTM11000
William O'Brien	800	Terex Demag AC800
McNally's Crane Hire	750	Liebherr LG1750
Crane Hire Ltd	750	Liebherr 1750-9.1
Whyte Crane Hire	750	Liebherr LG1750
Bronzeshield	500	Liebherr LTM1500-8.1
John Sutch Cranes	500	Liebherr LTM1500
ALE	400	Liebherr LTM1400
NMT Crane Hire	400	Terex Demag AC400
Davies Crane Hire	400	Tadano ATF400G-6
Kavanagh Crane Hire	350	Terex Demag AC350
King Lifting	350	Terex Demag AC350/6
Peterborough Crane Hire	300	Grove GMK 6300
City Lifting	220	Tadano ATF 220G-5
Crowland Cranes	220	Tadano ATF 220G-5
PP Engineering	220	Tadano ATF 220G-5
Horizon Crane Hire	220	Tadano ATF 220G-5
ABA Crane Hire	220	Grove GMK5220
Quinto	220	Grove GMK5220
Southern Cranes	220	Grove GMK5220
Walsh Crane Hire	220	Liebherr LTM1220-5.2
Emerson	200	Liebherr LTM1200-5.1
Emsley	200	Liebherr LTM1200/5
APC Crane Hire	200	Liebherr LTM1200 5.1
Specialist Hire Group	200	Terex-Demag AC200-1
Sparrows	200	Terex-Demag AC200-1
Lifterz Crane Hire	200	Liebherr LTM1200-5.1
Bryn Thomas	200	Liebherr LTM1200-5.1
J Hewitt Crane Hire	180	Grove GMK5180
Marsh Plant	130	Liebherr LTM1130-5.1
County Lifting	130	Liebherr LTM1130-5.1
Bob Francis	130	Grove GMK5130
Dewsbury & Proud	130	Grove GMK5130
Millenium Crane Hire	120	Terex Demag AC120-1
Hewden	100	Terex Demag AC100
Raymond Crane Hire	100	Grove GMK4100L



CRANE COMPANIES AND INVESTMENT

Company	Investment	Depots	Employees
ALE	£20,000,000	33	950
Weldex	£18,000,000	2	140
Ainscough	£11,500,000	28	1,058
McNally's Crane Hire	£11,400,000	6	350
Port Services	£9,515,000	3	75
Bronzeshield	£8,000,000	4	85
Falcon Crane Hire	£8,000,000	1	267
King Lifting	£5,200,000	8	178
John Sutch Cranes	£4,000,000	2	75
Emsley Crane Hire	£3,200,000	2	83
Emerson	£2,500,000	1	115
Davies Crane Hire	£2,300,000	4	50
City Lifting	£2,000,000	2	95
Marsh Plant	£2,000,000	6	105
Bryn Thomas	£1,900,000	4	48
Southern Cranes	£1,850,000	4	76
NMT Crane Hire	£1,800,000	3	54
GGR UNIC	£1,000,000	3	100
Lifterz Crane Hire	£1,000,000	1	16
Quinto	£1,000,000	7	122
County Lifting	£750,000	1	25
Hewden	£750,000	18	170
Hird	£700,000	3	55
Specialist Hire Group	£600,000	3	41
NRC Plant	£500,000	2	36
Berry Crane Hire	£400,000	1	13
Ladybird	£350,000	1	17
AGD	£250,000	1	73
Kavanagh Crane Hire	£200,000	4	50



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**TOP  
30**

# Cranes continued

## LARGEST CRAWLER CRANES

Company	Capacity t	Model
Weldex	1,800	Liebherr LR 11350 + P Boom
ALE	1,600	Terex CC8800-1
Sarens UK	1,250	Terex CC6800
McNally's Crane Hire	1,200	Liebherr LTR 11200
Port Services	650	Terex CC3800
Ainscough	600	Terex CC2800
BPH Equipment	250	Kobelco CKE2500
Q-Plant	180	Kobelco CKE1800
NRC Plant	150	Sumitomo SC1500-2
HTC Plant	120	Sumitomo SCX120-2
AGD Equipment	120	IHI CCH1200
Bob Francis	100	Manitowoc 1000
City Lifting	95	Liebherr
Davies Crane Hire	60	Terex TCC60



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# TOP 30

## Access

There have been substantial changes at the top of our chart this year with general rental company HSS acquiring UK platforms - last year's number seven - from Haulotte, which together with its large low level fleet propelled it to the number two slot. This in spite of last year's number two - AFI - acquiring ninth largest Hi-Reach taking its fleet to more than 5,000 units. Another point to note is the steady expansion of the truck mounted lift market as more general rental companies give it a try at the same time as the specialists continue to expand.



C&a

top 30



### TOP TRUCK MOUNTED FLEETS

Company	Total	Trucks	Vans
Nationwide Platforms	572	304	268
Access Hire Nationwide	522	40	482
Loxam	205	85	120
Smart Platform Rental	108	102	6
Facelift	103	75	28
Easi Uplifts	103	31	72
Orion Access	41	41	0
Manlift Hire	27	26	1
Warren Access	26	10	16
Blade Access	25	25	0
AFI	15	15	0
AA Access	12	12	0
Rapid Platforms	11	11	0

### TOP 30 POWERED ACCESS COMPANIES

Company	Total	Boom Lifts	Scissor Lifts	Spider Lifts	Push Arouds	Truck Mounts	Van Mounts	Trailer Lifts
Nationwide Platforms	10,936 ▲	3,899	5,165	0	1,292	304	268	8
HSS Hire inc. UK Platforms	6,979 ▲	1,641	4,146	0	1,068	0	0	124
AFI inc. Hi-Reach	5,210 ▲	1,833	2,690	12	652	15	0	8
Vp Hire Station	2,500 NEW ENTRY	0	0	0	2,500	0	0	0
Easi UpLifts	2,409 ▼	1,310	842	88	55	31	72	11
A-Plant	2,406 ▼	981	1,159	45	221	0	0	0
Speedy	2,033 ▼	0	605	0	1,427	0	0	1
Kimberly	2,028 ▼	823	1,150	3	52	0	0	0
Loxam	1,510 ▼	550	750	5	0	85	120	0
Hewden	1,500 ▼	800	700	0	0	0	0	0
Plantfinder	1,260 ▲	400	600	10	250	0	0	0
Charles Wilson	909 ▼	420	430	5	51	0	0	3
Facelift AL	787 ▲	251	353	31	7	75	28	42
GT Access AA	750 ▲	228	448	18	50	1	0	5
Lifterz AL	659 ▲	222	316	0	117	1	0	3
Elavation	600 ▲	125	375	0	100	0	0	0
Riwal	525 ▲	203	310	11	0	1	0	0
Access Hire Nationwide	522 ▲	0	0	0	0	40	482	0
Horizon Platforms AA	464 ▲	88	323	0	52	0	0	1
Highway Plant AL	450 ▼	155	250	5	25	0	0	15
Prolift Access AA	375 NEW ENTRY	114	214	2	39	2	1	3
KDM Hire AA	359 ▼	93	227	6	24	3	0	6
Platform Sales & Hire AA	350 NEW ENTRY	94	233	3	17	0	0	3
London Tower Service AA	334 ▲	74	180	0	80	0	0	0
Mr Plant Hire AA	319 ▲	52	153	2	112	0	0	0
Manlift Hire	308 ▼	158	110	7	3	26	1	3
Smiths Equipment Hire	305 NEW ENTRY	60	179	2	60	0	0	4
Aerial Platform Hire	300 ▼	120	160	10	5	0	0	5
Hird AL	286 ▲	111	157	5	12	0	0	1
Advanced Access AL	284 NEW ENTRY	62	156	5	57	0	0	4
1 Up Access AA	274 NEW ENTRY	121	131	0	20	1	0	1
GPT	260 ▼	125	125	0	0	0	0	10
2 Cousins AL	260 ▲	82	169	6	3	0	0	0
PAS	240 —	113	127	0	0	0	0	0
Premier Platforms AA	210 ▲	80	121	0	6	2	0	1
Brightcast Platforms AL	173 NEW ENTRY	37	112	0	24	0	0	0
One Stop Hire	163 NEW ENTRY	0	26	0	137	0	0	0
Bella Access	154 ▲	41	96	0	16	1	0	0
Clements	135 —	50	60	3	10	0	2	10
Southern Cranes & Access	126 ▲	64	62	0	0	0	0	0
Huntley Plant AL	112 NEW ENTRY	42	70	0	0	0	0	0
Higher Access	102 ▲	0	0	102	0	0	0	0
Orion Access	101 ▲	23	25	12	0	41	0	0
Rapid Platforms	76 ▼	24	26	14	0	11	0	1

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same AA - Access Alliance AL - Access Link



LARGEST TRUCK MOUNTED LIFTS

Company	Height & Model
Blade Access	101m Palfinger WT1000
Easi Uplifts	88m Bronto S90HLA
Nationwide Platforms	68m Bronto S70XDT
AA Access	68m Bronto S70XDT
Riwal	68m Bronto S70XDT
Outreach Access	68m Palfinger WT700
Loxam	63m Multitel J2365TA
Facelift	59m Bronto S61XDT
Orion Access	59m Palfinger WT610
Manlift Hire	54m Palfinger WT560
AFI	51m Palfinger WT530
Rapid Platforms	43m Palfinger WT 450
RKP Access Platforms	32m Bronto 34MDT
Warren Access	31m Ruthmann T330
Bella Access	25.3m Ruthmann T275
Smart Platforms	24m Ruthmann T265
Premier Platforms	19m CTE Zed21JH
1 Up Access	19m Gemini 20.35
Lifterz	19m Gemini 20.35
Prolift Access	19m Gemini 20.35

LARGEST SCISSOR LIFTS

Company	Height & Model
PAS	32m Liftlux SL320
HSS Hire	31.7m Holland Lift G-320
Riwal	31.7m Holland Lift G-320
AFI	31.7m Holland Lift G-320
Hewden	31.7m Holland Lift G-320
Nationwide Platforms	30m HAB S320-28
Kimberly	26m Liftlux SL260-25
Aerial Platform Hire	26m Liftlux SL260-25
Easi Uplifts	24.5m Liftlux SL245-25
A-Plant	24m JLG 245/25
Manlift Hire	21m Liftlux 2312
KDM Hire	20.5m Liftlux SL205 25
Lifterz	20.5m PB 225-12
Platform Sales & Hire	16.5m Holland Lift 165
Horizon Platforms	16.5m Holland Lift 165
1 Up Access	16m Genie GS5390
Charles Wilson	16m Genie GS5390
Plantfinder	16m JLG 180-12
Active Rentals	16m Genie GS5390
GPT	16m Genie GS5390
Loxam	16m Genie GS5390
Hird	16m Genie GS5390
Elavation	16m Genie GS5390
TCA Lifting	16m Genie GS5390
GT Access	15m Holland Lift
Premier Platforms	13.5m Skyjack 9250
Facelift	13.5m Skyjack 9250
Brightcast Platforms	13.5m Skyjack 9250
Bella Access	13.5m Skyjack 9250
London Tower Service	13.5m Skyjack 9250
Rapid Platforms	13.5m Skyjack 9250
Huntley Plant	13.5m Skyjack 9250
Advanced Access	13.5m Skyjack 9250
Prolift Access	13.5m Skyjack 9250



LARGEST BOOM LIFTS

Company	Height & Model
Nationwide Platforms	46m JLG 150HAX
Riwal	46m JLG 150HAX
Aerial Platform Hire	46m JLG 150HAX
Easi Uplifts	46m JLG 1500SJ
AFI	46m JLG 1500SJ
KDM Hire	41m Genie Z135/70
Hewden	41m Genie Z135/70
1 Up Access	41m Genie Z135/70
PAS	41m Genie Z135/70
Charles Wilson	41m Genie Z135/70
Kimberly	41m Genie Z135/70
TCA Lifting	41m Genie Z135/70
Manlift Hire	41m JLG 1350SJP
A-Plant	41m JLG 1350SJP
Plantfinder	41m JLG 1350SJP
HSS Hire	41m Haulotte H43TPX
Loxam	41m Genie Z135/70
Active Rentals	38m Genie S125
GPT	38m Genie S125
GT Access	26m Genie S85
Southern Cranes & Access	26m Genie S85
Advanced Access	26m Genie S85
Premier Platforms	26m JLG 860SJ
Facelift	24m Haulotte HA260PX
Lifterz	24m Genie Z80/60
Hird	24m Genie Z80/60
Platform Sales & Hire	24m JLG 800AJ
Brightcast Platforms	24m JLG 800AJ
2 Cousins	24m JLG 800AJ
Prolift Access	24m JLG 800AJ
Horizon Platforms	20m JLG 660SJ
Bella Access	19.8m Genie S65
Orion Access	19.8m Genie S65
Mr Plant Hire	19m Nifty HR21
Elavation	19m Nifty HR21
London Tower Service	19m Nifty HR21
Rapid Platforms	19m Nifty HR21





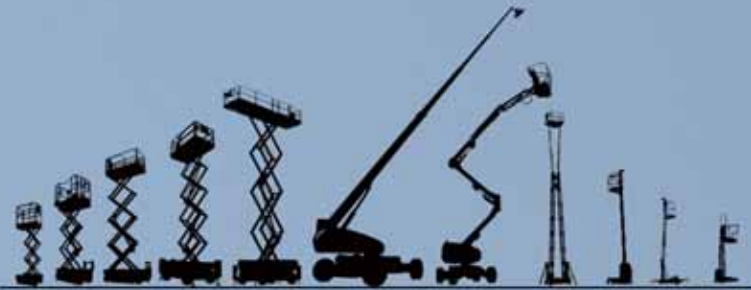


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**LARGEST SPIDER LIFTS**

Company	Height & Model
Easi Uplifts	50m Skako Lift FS 520C
TCA Lifting	46m Palazzani XTJ48
Facelift	35m Falck FS370
Higher Access	35m Omme 3700RBDJ
Riwal	34m Teupen Leo36GT
Avon Access	35m Omme 3700RBDJ
Manlift Hire	32m Palazzani TSJ34
Orion Access	32m Palazzani TSJ34
Acrolift	28m Teupen Leo30GT
Kimberly	28m Teupen Leo30GT
GT Access	28m Teupen Leo30GT
Rapid Platforms	28m Teupen Leo30GT
The Spiderlift Co.	28m Teupen Leo30GT
Highway Plant	28m Omme 3000
Loxam	23m Multitel 250MX
AFI	21m Teupen Leo23GT
Hird	21m Hinowa 23.12
Advanced Access	21m Teupen Leo23GT
KDM Hire	20m CTE 230 Traccess
Plantfinder	20m Morooka MST600



**COMPANY DETAILS & INVESTMENT**

Company	Investment	Depots	Employees	Units Added
Nationwide Platforms	£23,137,829	26	850	1,576
Loxam	£7,000,000	10	100	200
Kimberly	£5,379,000	7	104	87
Access Hire Nationwide	£3,500,000	1	16	not disclosed
Vp Hire Station	£3,000,000	10	70	1,250
Facelift	£2,984,118	6	147	78
A-Plant	£2,683,143	111	1,930	116
Charles Wilson	£2,090,000	13	215	111
Higher Access	£1,980,000	2	16	20
Platform Sales & Hire	£1,780,000	2	30	not disclosed
Advanced Access	£1,452,000	2	13	95
Prolift Access	£1,400,000	3	36	not disclosed
GT Access	£1,300,000	5	43	67
Elavation	£1,200,000	1	20	130
Smart Platform Rental	£1,101,543	4	27	22
AA Access	£1,100,000	2	8	not disclosed
1 Up Access	£1,092,000	2	20	34
Rapid Platforms	£1,000,000	1	37	18
Lifterz	£974,000	2	44	77
Premier Platforms	£768,000	1	10	48
Hird	£709,000	3	55	55
Huntley Plant	£661,282	2	14	33
PAS	£593,000	3	17	23
Smiths Equipment Hire	£552,500	10	103	41
Speedy	£456,200	84	379	201
Orion Access	£450,000	2	52	7
2 Cousins	£414,300	1	10	31
Brightcast Platforms	£368,000	1	8	39
One Stop Hire	£341,000	8	67	115
Fork Rent	£300,000	3	69	8
Mr Plant Hire	£242,000	2	48	30
London Tower Service	£230,000	1	10	12
Manlift Hire	£140,000	3	12	5



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# TOP 30



## Telehandlers

While we continue to struggle with the input from small to medium sized telehandler companies, we have had a far more willing response this year from the larger players. This is still the one area however where we do not manage to achieve our target of having to estimate less than five percent of the chart. If you have a telehandler rental fleet we would very much appreciate hearing from you so that we can add you into next year's survey.

What is notable is that the two large specialists have increased their fleets substantially since last year and that A-Plant has edged ahead of Hewden to become the third largest telehandler rental company in the

country while new entrant Morris Leslie of Scotland comes in at number five with a 500 unit fleet.



### TOP 30 TELESCOPIC HANDLER COMPANIES

Company	Total Units	Fixed	Largest Fixed	360°	Largest 360°	Compact	Main Brand	Depots	Employees	Investment
Fork Rent	2,250 ▲	1,950	20m	0	n/a	300	JCB	3	69	£37,000,000.00
UK Forks	1,300 ▲	1,130	17m	25	25m	145	JCB	6	100	£3,500,000
A-Plant	1,229 ▲	1,014	17m	0	n/a	215	JCB	111	1,950	£10,029,449
Hewden	1,000 ▼	850	17m	0	n/a	150	CAT	29	850	£1,700,000
Morris Leslie	500 <small>NEW ENTRY</small>	420	17m	0	n/a	80	JCB	9	108	£5,000,000
Charles Wilson	495 ▲	495	18m	0	n/a	0	JCB	13	215	£2,250,000
Hessle	453 ▲	395	18m	18	30m	40	Manitou	4	40	not disclosed
Hawk	289 ▼	280	17m	0	n/a	9	CAT/JCB	6	600	not disclosed
HE Services	270 ▲	250	17m	0	n/a	20	JCB	11	140	£5,350,000
Jarvie Plant	260 ▲	200	20m	20	30m	40	Manitou	6	140	£3,000,000
Plant Hire UK	250 <small>NEW ENTRY</small>	250	20m	0	n/a	0	JCB	1	n/d	not disclosed
Selwood	200 ▼	148	17m	0	n/a	52	Merlo	29	420	not disclosed
GPT	195 ▼	170	17m	25	21m	0	Manitou	10	100	not disclosed
Lynch Plant	226 ▲	184	18m	6	26m	36	JCB	3	465	not disclosed
One Call	207 ▼	162	17m	0	n/a	45	JCB	7	85	£1,000,000
Greenwood Hire	200 ▼	115	10m	75	25m	10	Merlo	4	n/d	not disclosed
ACF	150 <small>NEW ENTRY</small>	150	17m	0	n/a	0	CAT	n/d	n/d	not disclosed
Nixon Hire	136 ▲	124	17m	0	n/a	12	JCB	14	300	£5,000,000
Geoff Huntley	135 ▼	127	17m	2	21m	6	JCB	2	14	£1,671,500
Easi-UpLifts	117 ▼	72	18m	21	30m	24	Manitou	13	145	not disclosed
MJ Hire	100 ▼	85	17m	0	n/a	15	Manitou/JCB	12	150	not disclosed
Emmitt Plant	96 —	78	17m	8	16m	10	JCB	9	25	£925,000

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same



**“Without the Boom Raising System, we would have been pressed to rent another crane or wouldn’t have been able to bid on the job.”**

*Ron Babb — Crane Operator, Reed & Reed Construction*

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# The future of wind turbine erection?

Whatever an individual country's policy on wind power there is no denying that it is still growing rapidly on a global scale. According to the European Wind Energy Association statistics, the European wind energy sector installed 11.6 GW of capacity in 2012 increasing the total wind power capacity by more than 10 percent to 105.6 GW. More than a quarter of all new generating capacity installed last year was based on wind power, with an investment of up to €17.2 billion and it now meets seven percent of Europe's electricity demand - up from 6.3 percent at the end of 2011.

There are however several clouds on the horizon for wind power. The 2011 and 2012 figures in the table below do not show the negative impact on the market of the regulatory and political uncertainty sweeping across Europe since early 2011. Many of the turbines installed in 2012 were permitted, financed and ordered prior to the crisis and this will probably result in a reduced level of installations during this year, possibly continuing into 2014.

As can be seen from table, the top two EU wind power countries, Germany and Spain have by far the

largest capacity, almost three and four times greater than the third placed UK. Germany installed 2,415 MW capacity in 2012 which is more than the whole of the total capacity of Austria, Belgium and Czech Republic put together.

Wind power and wind power installation is big business, particularly for the large crane manufacturers. Germany's huge annual installed capacity is probably the main reason why so many large crawler cranes have been sold in the region. It is thought that Terex has orders for at least 15 of its new 650 tonne capacity Supalift 3800 crawler cranes (the CC2800

replacement) from Germany alone, just six months from launch - a huge number for such a large crane in one country.

On a global scale China now has the largest installed capacity with 75,564MW followed by the USA with 60,007MW, although the European Union is the largest wind power region with 105,696MW installed capacity.

South America still has a relatively small amount of wind power, with Brazil its largest producer only 15th in the world. Mexico (23rd) is set to expand significantly over the coming years. Current installed wind capacity is 1,400MW but this is set to increase to 12,000MW by 2020.

## Wind problems

While wind power is growing rapidly around the world, in the more established areas such as Europe that already have large

installed capacities there are increasing problems both in finding suitable sites and also from environmentalists wanting to stop the damage caused to areas of outstanding natural beauty or from residents that do not want them in their back yard. Increasingly sites are being found in remote areas and forests. These sites are a major challenge in both transporting the towers, nacelles and blades to site and in finding enough space to rig the larger crawler or mobile cranes needed to erect the taller and heavier turbines that best suit these sites. The concerns over environmental damage while erecting these turbines puts increasing pressure on clients and contractors to minimise the amount of space that is cleared for erection.

With Germany now the leading European wind power nation, it is not surprising that it has a very

## Top 10 EU countries for Wind Power capacity

Country	MW Installed	Total capacity end 2011 - MW	MW Installed	Total capacity end 2012 - MW
Germany	2,100	29,071	2,415	31,308
Spain	1,050	21,674	1,122	22,796
UK	1,298	6,556	1,897	8,445
Italy	1,090	6,878	1,273	8,144
France	830	6,807	757	7,564
Portugal	341	4,379	145	4,525
Denmark	211	3,956	217	4,162



*Moving equipment through remote areas and forests is a major challenge*



*The Liebherr 630EC-H70 working in Bischberg Germany*

healthy and innovative wind sector constantly looking at the trends and developments of the industry, along with new simpler ways of working.

### The tower crane solution

One interesting development over the past year or so has been the use of tower cranes to erect the wind turbines with German tower crane manufacturers Liebherr and Wolffkran at the forefront of this move. Liebherr and Neumarkt-based Max Bögl Wind were probably the first companies to develop a special tower crane for the erection of wind turbines, aimed at hub heights of 110 metres and higher, in weak-wind regions. The crane - a 630 EC-H 70 Litronic - is built-up on the foundation of the wind turbine and is configured so that the

necessary lifting height can be attained with only one tie point to the wind turbine tower. In this configuration the 630 EC-H 70 can lift up to 70 tonnes.

As a rule, wind turbines in weak-wind areas (such as Germany) are not generally part of large wind farms but are erected in forests or in inaccessible areas. According to Liebherr, using a tower crane offers particular advantages when erecting in such locations. Transportation vehicles with special permits are not required for the delivery and removal of components on roads that are often of poor quality, and the assembly of the crane and the wind turbine can be carried out in a relatively small area.

The first tower crane erection

contract was in Bischberg in the Upper Palatinate when a 630 EC-H 70 was used to erect a new generation of hybrid towers with a hub height of 140 metres. The 630 EC-H 70 can achieve a maximum lift height of 151 metres with the single tie point and can lift up to a lift height of 93.1 metres when freestanding.

The 70 tonnes capacity allowed the crane to erect the entire turbine - tower, nacelle and the rotor blades. The maximum load at the 30.9 metre jib tip is 10,700kg. The tower crane was built-up on a reusable foundation frame which means that in subsequent years smaller tower cranes can be used to cost-effectively carry out maintenance work on the nacelle or on the blades.

Just 21 trucks were needed to transport the tower crane for the Bischberg project and the area needed was 1,200 square metres, half what other cranes would have required. A mobile crane is initially needed to erect the tower crane to a hook height of 50 metres and then it climbs itself to its maximum free standing height of 93 metres. If going higher the tower is tied in at 82 metres with a patented guying system allowing the crane to then climb to its maximum height. The tower is good for winds up to 72 km/hr but over 20 km/hr the jib is released for free slew. Lifting a 70 tonne nacelle to 140 metres takes about 30 minutes, but the crane operator has an excellent view when positioning the nacelle and blades from his cab above, rather than being 140 metres below in the mobile crane.

Demand from wind turbine manufacturers following the first contract has led Liebherr to look at larger cranes to lift heavier nacelles leading to the development of the 125 tonne 1000 EC B 125 Litronic specifically for the erection of wind turbines. The crane has a new hoist solution for wind turbines with hub heights of over 120 metres. Maximum lift capacity is 125 tonnes in the six-fall version or 100 tonnes in the four-fall version. A completely new faster, safer and simpler climbing arrangement has also been developed for the 1000 EC-B 125 Litronic. Said to be twice as fast as conventional equipment, the crane will climb to a free-standing hoist height of more than 100 metres and after being anchored to the turbine tower, the climbing process can continue until the crane reaches a

hoist height of around 170 metres, a maximum height of 190 metres is possible for jobs other than wind turbine erection. Work can continue in wind speeds of up to 18 metres a second, one of the main features of using tower cranes, along with their low space and transport requirements.

Other developments on the 1000 EC-B 125 Litronic include the infinitely adjustable crane drive units ensuring high working speeds whilst 'Micromove' ensures that heavy components can be positioned and set down with greater precision. The transportation on the 1000 EC-B 125 Litronic has also been improved. Most of the various crane sections can be transported with standard semi-trailers. The crane's jib sections can also be placed inside the tower sections to save space.

### Main advantages of using a tower crane for turbine erection

- Reduced amount of space needed to erect crane
- Can operate in higher wind speeds (up to 20 m/sec)
- Reduced transport requirements
- Better operating position with the operator close to the nacelle
- Foundations already in place to erect smaller tower crane for maintenance

So with nacelles increasing in capacity, size and weight, hub heights getting higher and sites



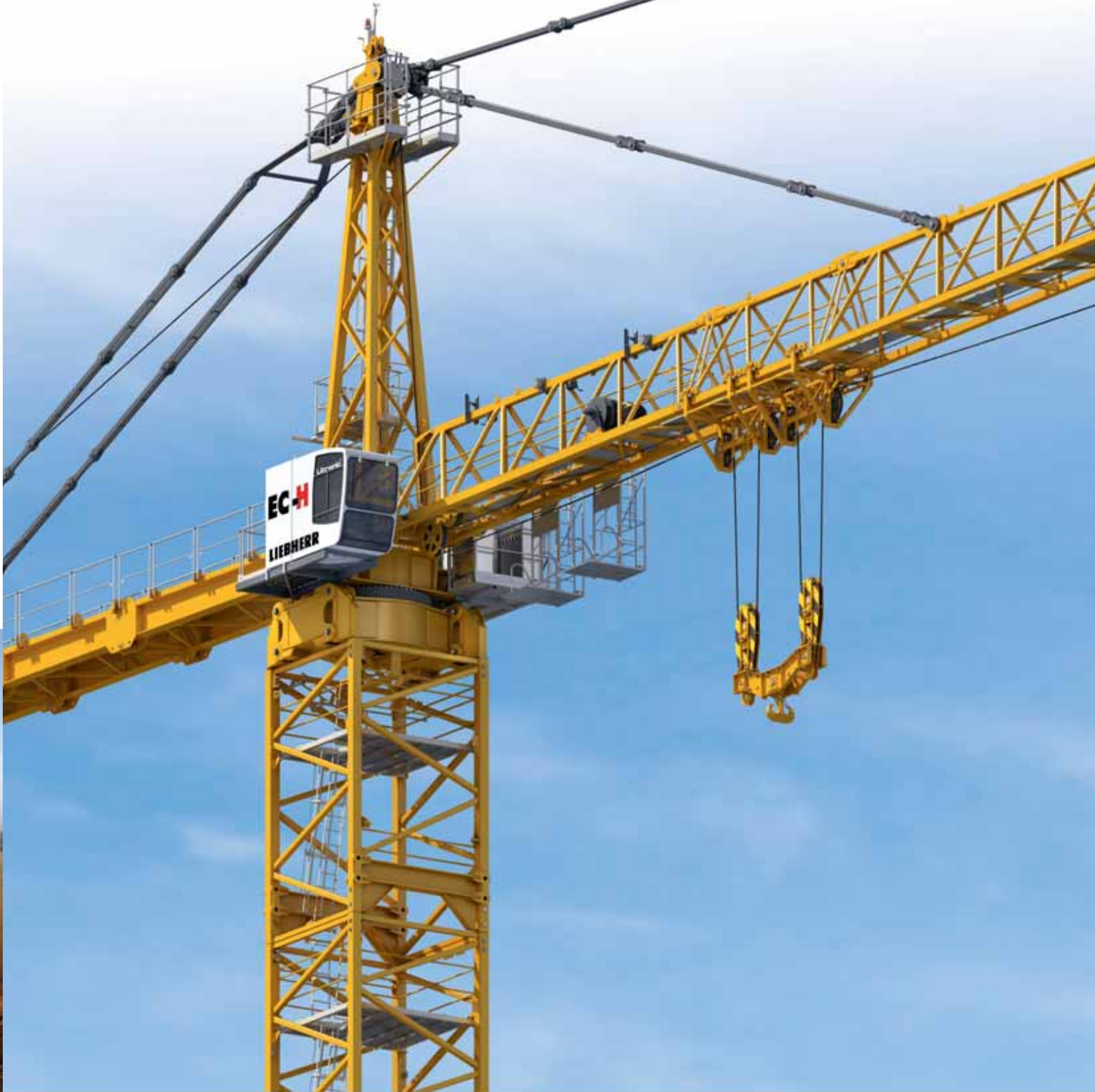
*One of the main advantages of using a tower crane is the reduced amount of space needed to erect the crane.*



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# LIEBHERR

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becoming more remote, the tower crane has an increasing number of factors in its favour - and these are likely to become more important as time goes on. Liebherr however, while convinced that the tower crane is cost effective for single, large turbine installations in remote areas, maintains that for lower height wind farms and those in less remote areas a lattice boomed crawler or telescopic All Terrain is the better solution - a sentiment that Potain also agrees with. "Wind farms are becoming more remote and wind turbines are getting bigger," said Carsten Bohnenkamp, director of special application tower cranes at Potain. "This has caused a notable rise in the number of tower cranes used to build wind farms. Remote locations make it difficult or even impossible to transport a large mobile crane or crawler crane on site, while tower cranes can be broken down into smaller sections to reach even the most remote sites. The growing scale of wind turbines means mobile cranes have not the reach or capacity to be a viable option - we expect the majority of nacelles to

weigh between 60 and 100 tonnes by 2018. Crawler cranes are strong enough but the sheer size of crane needed to build the biggest wind turbines requires far too many trucks and far too much time for their erection. In those cases, tower cranes are the best option."

"But when it comes to tower cranes at wind farms, we must remember that this is a niche market and it's not rocket science. Wind farms need cranes with big capacities that are quick and easy to erect and have excellent load control (to contend with heavy loads and high winds). Rather than developing new technology at great expense which would drive up costs, we simply adapt our current capabilities and product range to meet the market's needs. The key is to find the best compromise between light wind tower design and powerful tower crane attachments."

"While tower cranes are a powerful option for the largest wind turbine erections, mobile cranes and crawlers remain a good option for smaller wind parks and to carry out maintenance where the crane must be moved to several positions on site."



Currently the lattice boomed crawler is preferred for turbine erection



Tower cranes can operate in higher wind speeds



Just 21 trucks were needed for the Bischberg project tower crane erecting turbines with a 140m hub height

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*The Grove GTK is another solution for turbine erection*

dismantle, we think there is no time advantage for the crawler, even when carrying out multiple turbine erections in a wind park.

Advantages of the luffer are that you don't have to tie it into the tower, it uses far fewer tower sections and the erection and dismantling is therefore even quicker. True we don't have a 125 tonne maximum lift crane like Liebherr, but this lift capacity is not yet needed and it is only a five to six month development exercise if we need to do it."

### Demand increasing

So far there have only 25 wind turbines or so have been erected using tower cranes, however there has been a lot of interest in the concept. Belgium, France, Austria and Switzerland all have similar issues to Germany in that all the easy greenfield sites have been used and turbines now have to be sited in nature preservation areas or in areas that are tricky to reach.

"A crawler capable of lifting the future sized hubs to 140 plus metres is a big crane and comes with big costs," says Schiefer. "Four days hire for the crawler would be an entire month for a tower crane. On a development of say 10 turbines you could use a smaller crane for the towers and then a big crawler - but 40 days hire of a big crawler would cost a fortune - probably about 10 month's rent on a tower crane during which time you could build say 20 turbines."

"When we set up our tower cranes we install them as close as possible to the turbine tower so having a luffer with a very short counter-jib is advantageous. This also means that the tower crane base can be included into the turbine base - in such a big foundation this is a minor issue."

"The use of tower cranes to erect turbines is an important and growing market - just look at the number of turbines that need to be erected and where the sites are situated," he said. "As the turbines get heavier and hub heights higher, it plays into the hands of the tower crane. Some companies are already looking at turbines with hub heights of 160 to 170 metres - just imagine the size and cost of the mobile crane needed for those?"

### Wolffkrann's sensible solution

Peter Schiefer chief executive of German tower crane manufacturer Wolffkrann says the company has been toying with the idea of lifting turbines for about three to four years.

"In one of my previous positions I built one of the largest wind farms in Germany," says Schiefer. "At that time most were situated on greenfield sites and it was easy to move in with a large crawler crane, put up 50 turbines and leave. The new sites are now in the middle of a forest or in nature preservation areas and people are concerned about the damage caused in erecting these turbines - not only the area needed for the erection but also the road required for access. A large crawler crane takes up too much space and too much of the forest - the sensible way is to use a tower crane. Our tower footprint is 2.3 by 2.3 metres and the foundation is a little extension to the turbine base foundation. Working in inner cities we are used to coping with narrow situations so it is not a problem."

"In the early days the crawler was the number one choice but times and attitudes to power generation are changing," adds Schiefer.

"Following the Fukushima Daiichi disaster in March 2011 the focus has been more on renewable energy. The growth and expansion in wind power means having to use sites that are more difficult to access with the larger equipment. The cost of a crawler crane per day

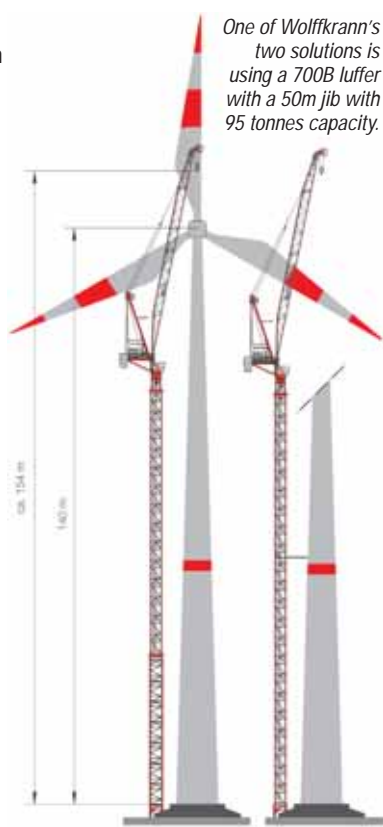
is far more than a tower crane and when the down times are added in it is killing its efficiency when compared to the tower crane."

Wolff has two tower crane solutions - a trolley jib crane similar to the Liebherr EC-B - and a luffing jib alternative which it says is ideal for wind turbines with hub heights of up to 140 metres as it can operate with or without tower ties.

The Wolff 700B luffer fitted with a 50 metre jib has a lifting capacity of 95 tonnes and a radius of 10 metres. During assembly the luffer is anchored directly into the foundation of the wind turbine and assembled to its initial height using a mobile crane. It then climbs to the final height using the Wolff external climbing unit. Due to the jib angle of the 700B, the tower height can be kept low eliminating the need to tie into the turbine tower. The crane is assembled to its initial height in one to two days and then climbs as the installation of the turbine progresses.

"With our luffer solution we can climb up and down 15/16 sections at between 30 to 45 minutes per section," says Schiefer, "compare that to erecting and dismantling a crawler with 140 metres of main boom."

"With two days to erect and



# High in the Alps

Nine wind turbines have been installed in Styria, Austria almost 1500 metres above sea level by crane and access rental company Prangl. The new wind farm situated on the Stanglalm-Hochpürschling mountain ridge has turbines with hub heights of 100 metres and rotor diameters of 92.5 metres.

Intensive planning is the key to completing such a project made easier in that all services from transport to logistics, handling and cranes were provided by a single supplier - Prangl.

Heavy transporters moved the hubs and the rotor blades from Germany to Austria. The tower segments - five units per wind turbine, each weighing between 26.5 and 60.5 tonnes and up to 20 metres long - arrived from the Czech Republic. All components were temporarily stored at a handling location in Stanz with a 220 tonne All Terrain and a 100 tonne telescopic crawler crane doing the unloading. All wheel drive trucks with heavy-duty modules shuttled the components to the installation points and due to slopes of up to 17 percent, a second

all wheel drive tractor was needed as lead vehicle.

To protect the environment Prangl used a self-propelled heavy load module with a specially developed blade transport device allowing the 45.6 metre long rotor blades to be elevated up to an angle of 60 degrees to negotiate the narrow twists and turns on the mountain roads, the 16km distance taking up to four hours to cover. Because space was so tight, it was not always possible to store the components near the cranes and therefore had to be delivered just in time which required precise logistical coordination.

The turbines were erected with a 600 tonne lattice boom crane with 102 metre main boom and 12 metre jib with the support of a 120 tonne



The 45.6 metre long blades were elevated up to 60 degrees to negotiate the narrow turns on the mountain roads.



All Terrain. Bad weather including snow, heavy storms and floods posed a further challenge but the project was completed successfully and on time.

## Canada's biggest

In rough, mountainous terrain, four Manitowoc 16000 crawler cranes are currently working on the Lac Alfred Wind Farm near Amqui, Quebec, the biggest wind farm in Canada and one of the largest in North America. The project consists of 150 turbines with an installed capacity of 300MW and is being built by Quebec-based Borea Construction.

The cranes - rented from Quebec-based Guay - are used to lift the top sections of the towers, nacelles and full rotors. The heaviest component is the 72 tonne nacelle hoisted to the top of the 80 metre towers.

The 400 tonne capacity 16000's are fitted with the Manitowoc Wind Attachment, which boosts capacity and increases maximum boom length to 96 metres. The project has been made more difficult because of the mountainous roads, extremely cold winter temperatures, snow and icy winds blowing from the St. Lawrence River.

"The four Manitowoc 16000s turned out to be the most cost-effective, productive and simple solution," said Guillaume Gagnon of Guay. "Despite the wide range of difficult conditions the 16000s have been excellent workhorses - durable, reliable and simple to operate."

The project - being developed by EDF EN Canada - began in May of 2012 and is due to finish in October 2013.





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wedge body.



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**2009 & 2010 8x2 Scania R420.**  
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**New Scania 8x2 G400.**  
Choice of cranes and bodies



**2010 Scania 8x2 R420. Fassi 455**  
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cheese wedge



**2010 8x2 Scania G400. Fassi F275**  
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**New Scania 8x2 G400. Fassi 455**  
remote crane with cheese  
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# Which way now for small truck mounts?



The 28 metre working height Socage Forste 28D is the highest articulated platform mounted on a 3.5 tonne chassis

The growth in the small vehicle mounted aerial lift sector (3.5 tonnes GVW and below) has been nothing short of spectacular over the past 10 years. Spurred on by driving licence rules it has become the most diverse in terms of products and designs.

Glancing through last month's *Cranes & Access dealer guide* shows that there are now almost 40 mainstream producers, and that does not include the numerous manufacturers that only build for local markets around the world. The vast majority of these manufacturers are European with the introduction of the standard driving licence rules in 1997 - restricting those with a car license to vehicles with a total all-up weight of 3.5 tonnes - spurring innovation. The number of different models now on offer is well into the hundreds, with working heights ranging from nine to 27 metres. However the majority of the 3.5 tonne truck mounted models fall within the 20 to 22 metre range.

The reason for such a massive selection comes from the wide range of applications they are used for and the wide range of preferences. This can make choosing a small truck mount a real challenge. Van mounts are a little easier as there are fewer active participants in this market, but given that the majority are delivered to utility and telecom companies most of them are individually tailored to the buyer. This also applies to specialist 4x4/Land Rover mounted lifts as well.

## Which one to choose?

When it comes to regular truck mounts the selection can be refined relatively quickly by a few major

choice points:

1. Articulated or Telescopic
2. One man or two man platform capacity or higher
3. With or without articulated jib - fixed or telescopic
4. Outrigger/stabilisers - None at all? Straight down with-in machine's overall width? One sided or multiple configurations?

The work being carried out will of course negate some of these decisions - for example if you must have a working height of 20 metres or more you can forget the no outrigger option. If you need more than seven or eight metres outreach forget any hankering you may have for straight down only stabilisers and so on.

For many people their choice of platform mounted on small trucks is driven by the question of driving licences. For others it may be cost, with a 3.5 tonne chassis cab costing less than half that of a 7.5 tonner. Small, compact and easy to operate are all considered important in the 3.5 tonne sector.

## Trends

With so many new models and variations popping up each year it is hard to spot any particular trends - as one emerges the market switches to something else. There are however some general longer term factors coming into play such as lower overall heights and increased platform capacities

(250kg rather than 220kg for example). Many models have the booms tucked in behind the cab providing a low centre of gravity for good driving characteristics and - increasingly important - less drag on the road for better fuel economy.

Another trend is completely variable outrigger settings, perhaps with one pair set down vertically while the second set can be extended to any length on one side only or both, with the machine automatically limiting the working envelope and or capacity to suit the footprint selected.

There is also an increasing number of platforms mounted on smaller vehicles - with Gross Vehicle Weights of under three tonnes - aimed at inner city work and this also ties in with the growth of fully electric and hybrid power sources.

## Platforms on small trucks?

This sector is usually referred to as 'small truck mounted platforms' but what we really mean is a platform mounted on a 3.5 tonne GVW or less truck. Some 30 to 40 years ago when the Simon D series truck mounted platforms were all the rage, the platform needed a 10

tonne chassis for what was effectively a 16 metre platform. Today we have 27 metres on a chassis a third of the weight. Perhaps more impres-



Smaller truck mounts such as the Co.Me.t 13.5 metre Eurosky boom mounted on a 2.1 tonne Piaggio Porter Maxxis are ideal for inner city work and restricted sites

sive are the platforms mounted on tiny vehicles such as the 13.5 metre Co.Me.t dual riser articulated Eurosky boom, mounted on a 2.1

Many models such as this Cela DT21 have the booms tucked in behind the cab providing a low centre of gravity and good driving characteristics.



tonne Piaggio Porter Maxxis. Measuring just 2.15 metres wide with outriggers deployed it has the option of using an auxiliary engine to operate the platform. This tiny truck mount has around six metres of outreach and 200kg platform capacity making it ideal for inner city work and restricted sites.

Socage - which pioneered this sector - and others also offer platforms on the Piaggio and other small chassis some of which are

yield steels and cold extruded aluminium profiles, but it has also been significantly helped by advanced CAD/CAM and finite element analysis - design systems which takes out the old-school 'guess work' by identifying the hot spots in a design which can then be strengthened or modified as required.

## Geometry

While driving licences and costs are important parameters in terms of



Until the introduction of the Socage Forste 28D the 26 metres working height CMC TB260 was the highest articulated 3.5 tonne truck mounted platform



The Multitel MX250 has a telescopic boom and jib which gives good up and over reach and low overall machine height



A Multitel MJ 201

electric driven. This size of truck mount is certain to gain in popularity for lower level work in the coming years as are electric truck and van mounts. Their major advantage is that they can work without noise or other pollution, carrying out maintenance and repair work outside normal working hours or in sensitive emission/noise areas without a problem.

## Bigger and bigger

Advances in working height have been achieved in a number of different ways. In part it is the improved materials such as high

the development of the small truck mounted market there are many that would argue that lift geometry will play an increasingly important role. They can be divided into two distinct areas - straight telescopic booms with or without jibs and articulated booms also with or without jibs. The van mounted platform is traditionally a fixed lower boom and fly jib, or a telescopic boom with or without a fixed fly jib.

The advantage of the articulated sigma type boom arrangement is the ability to reach up and over an object without tailswing, and this has become the most popular in the



The UK has a liking for van mounted platforms however in many other European countries van mounts are rarely seen

UK but not so in France, Germany or Italy. The UK preference is possibly influenced by the popularity of van mounted platforms, but more likely as a result of the larger rental companies in this segment and the sheer numbers of articulated units already in their fleets. Rental companies would argue that the articulated platform is the best all-rounder, able to carry out most jobs done by a straight telescopic boom telescopic boom with a fly jib as well as offering up and over capability. For the rental company, limiting a customer's choice to an articulated platform keeps it simple in terms of a pricing structure and the number of models in the fleet.

The articulated platform is certainly a 'jack of all trades' that will do most jobs in the volume market. The straight telescopic boom however has more outreach size for size, particularly where you have variable outreach according to the weight in the basket. Many articulated booms have a fixed envelope irrespective of the load. Some more recent models have added all in-line jacking envelopes which add to their versatility, making them capable of working in more confined spaces.

According to Melvyn Else of Access Industries - the UK Multitel distributor - while articulated models will remain popular, the real future development of the 3.5 tonne market will be the telescopic boom with telescopic fly jib configuration, which is not entirely the best of both worlds, but almost.

"The sigma boom and Multitel MX twin telescopic boom configurations suffer from the fact that they have limitations at low level. The straight telescopic has very good outreach but it has limited up and over capabilities. The telescopic boom with fly jib offers both good low level outreach and better up and over capabilities than a straight telescopic, but still nowhere near as good up and over as an articulated unit."

Perhaps the best geometry with the broadest all round capabilities is the telescopic boom with telescopic fly jib. As well as adding below ground capabilities it has good outreach at low level along with a good up and over capability. Is this the future of the 3.5 tonne GVW platform category - after all, the larger truck mounted platforms have this double telescopic boom system so why not on smaller platforms?

## Market differences

There are of course significant differences between countries around the world. Within Europe the UK has a liking for van mounted platforms however in many other European countries van mounts are rarely, if ever, seen - perhaps some in France and Scandinavia while finding such products in Southern European countries such as Italy is high on impossible.

So what replaces the van mounts in these countries? Generally it is small, straight telescopic boom platforms often with 16 or 17 metres working height. A 3.5 tonne van mounted platform generally has working height of about 12 or 13 metres - any larger and the payload in the van completely disappears. You could of course use a van with a GVW of more than 3.5 tonnes but then you lose the car driving licence aspect for all but those who passed their driving test prior to 1997. However an increasing number of buyers are opting for the larger chassis for increased carrying capacity in the van, more stability for working heights - up to 30 metres on the truck mount - and also more options when looking for a 4x4 alternative to the trusty Land Rover which is rapidly coming to the end of its useful life as a platform base, particularly now with the recent introduction of the 'Whole Vehicle Type Approval' regulation.





Aldercote recently built this one man, nine metre, demountable working height platform for a local community council. When the four locking pins are released the stabilisers are lowered to lift the platform off the truck bed. Payload with the platform fitted is about 1,000kg.

### Recent introductions

There has been a plethora of new small truck mounted models launched this year at shows such as Bauma and Vertikal Days, many falling in the 20 to 25 metre, articulated and straight telescopic boom, 3.5 tonne category. These models make up the vast majority of platforms available for hire in Europe and will satisfy the needs of most users. However for those looking for something a little different here are a few 'alternative' vehicle mounted platforms.

### Versalift Amarok platform

Time Versalift Denmark has an unusual range of three demountable platforms based on the new VV Amarok 4x4 pickup chassis. The VV Amarok 4x4 Quick Shift includes the nine metre working height LT 90 TB, the 11 metre LT 110 TB and the 14 metre LDT 140 TB and features a removable platform which can be replaced by items such as a salt spreader, water tank, loader crane, tipper or generator, giving the vehicle multi-functional capability, which is



## C&a truck mounts

The 11 metre working height LT 110 TB from Time Versalift Denmark is the middle model of a range of three demountable platforms based on the VV Amarok 4x4 pickup chassis

ideal for platform owners or smaller rental companies. The standard platform has a capacity of 200kg which gives an outreach without outriggers of five metres. A smaller one man basket (120kg) offers around 6.5 metres outreach. The truck can work on side slopes up to three degrees with no loss of performance, and up to a maximum of five degrees with reduced outreach and up to 10 degrees longitudinally.

### Mantis Access

Newly formed Mantis Access is primarily

interested in specialist access equipment and has been appointed Oil&Steel's distributor for the UK and Ireland. It has recently created a 4x4 platform using the 21 metre Oil&Steel 21.12 Snake Smart boom mounted on a six tonne Terex



The 26 metre Palfinger 260B

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*Mantis Access showed this 21 metre Mantis MD 21 AWS based on a Terex 4x4 dumper and Oil&Steel boom at Vertikal Days*



site dumper. The result is a manoeuvrable go anywhere platform with a maximum outreach of 12 metres and 360 degree continuous slew.

#### **Affordable Access**

Co.Me.t UK dealer Affordable Access has several interesting small truck mounted platforms. As well as the 13.5 metre working height, six metres of outreach Eurosky 14 mounted on the diminutive Piaggio Porter Maxxis chassis there is the X4 mounted on a 4x4 pickup. The 12 metre working height dual riser

articulated boom is mounted 'lorry loader style' across the chassis behind the cab. The design means that there is a clear pick-up body to carry tools or other materials. With



*X4 cross boom closeup*

*The Co.Me.t X4 mounted on a 4x4 pickup has a 12 metre working height dual riser articulated boom mounted 'lorry loader style' across the chassis behind the cab*



two outriggers- one either side of the boom, outreach to the rear is about 4.5 metres with 150kg capacity.

**Articulated v telescopic?**

If you really need the maximum height possible on a 3.5 tonne chassis the 27 metre straight boom Ruthmann TB270 and recently launched 28 metre articulated Socage Forste 28D are the two highest machines in their categories. You can see how they compare in the chart opposite, which is intended to highlight the differences between the two geometries. We have also added in the 25 metre telescopic boom/telescopic jib Multitel MX250 which although having a slightly lower working height it shows how this geometry compares. As mentioned earlier each design has its own advantages. The straight telescopic generally has the greater working height (although now beaten by the Forste 28D) and better outreach, but is taller and has no true up and over reach. The Multitel 250 has the best combined up and over reach and outreach and at 2.5 metres, the lowest height.



The straight telescopic Ruthmann TB270 has a maximum working height of 27 metres



Launched at Bauma the 28 metre Forste 28D now holds the record for having the maximum working height on a 3.5 tonne chassis

	Ruthmann TB270	Socage Forste 28D	Multitel MX250
Geometry	Straight telescopic	articulated	Telescopic boom and telescopic jib
Maximum working height	27 metres	28 metres	25.3 metres
Max capacity	230kg	300kg	200kg
Max outreach	14.8m (100kg)	14.5m (180kg)	12.2m (80kg)
Max outreach with max capacity	11m with 230kg	10.5m with 300kg	9.2m with 200kg
Up and over reach	N/A	9.5m up 14.5m out	12m up 12m out
Overall height	3.0m	2.49m	2.5m
Overall length with basket	6.75m	6.69m	6.82m
Basket size	1.4 x 0.7m	-	1.4 x 0.7m



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# Doing it the Collé way

You might be forgiven for thinking that Netherlands based rental company Collé is a relatively new company that is expanding rapidly. However the business was founded more than 110 years ago, when at the end of the 1800s the family business started selling agricultural machinery. In the past 15 years it has expanded rapidly particularly in the rental sector and now has revenues of almost €60 million.



Frans (Left) and Frits Collé

As well as distributing numerous well-known brands including Manitou, Magni, Genie, Aichi, H.A.B, Palfinger, Kramer Allrad, Gehl and Wacker Neuson it has a rental fleet of 3,500 machines, made up of aerial lifts and towers, telehandlers, forklifts, earthmoving equipment, site accommodation as well as having an event and special project divisions. Mark Darwin visited the company to find out more.

According to Frans Collé - the grandson of the founder and father of current owner Frits Collé - the company is a "big business but small - one that can make major purchasing decisions worth millions in seconds".

What makes this quick decision-making process possible is its flat management structure, small management team and the understanding gained over many years between the major directors - Frits, Frans and sales director Jean Schreurs - who has been with the

company since 1976. However over the past few years as the company has grown staff numbers have risen to more than 200 and with as many operations as possible carried out in-house, this must be increasingly difficult?

## 19th century company

The business was founded by Mathias Collé selling agricultural machinery in Selfkant, Germany's most westerly town, just a few miles from its current head office in Sittard, Netherlands. It has (and has always had) one single shareholder, currently owner and managing director Frits Collé. Frits is the fourth generation Collé and son of the previous owner/managing director Frans Collé. Frans passed on the company to his son in 2005 with the intention to 'take things easier' but loves the company so much that he is still found at work every day, probably working harder than ever!

For the best part of a century the company concentrated on agriculture equipment in the local



area. In 1963 it opened a depot in Limbricht (NL) and then in 1977 moved to a 10,000 square metres premises in Sittard. Expansion meant another move in 2011 just up the road to its current head office, a 50,000 square metre facility that was an ex-Daf and Volvo parts manufacturing facility, as well as retaining the older building which is also used for the storage of 1,500 accommodation units and cabin refurbishment workshops.

Through the 1980s it added to its product portfolio, importing garden and landscaping machinery (such as Goldoni and Toro) as well as industrial cleaning equipment from Kärcher. More brands were added during the 1990s with Neuson, Kramer, Manitou and Wumag (Palfinger) but the game-changing event that transformed the company was in 1998 when it sold its John Deere dealership.

"At that time sales in the agriculture sector were very poor and we decided to concentrate more on supplying construction equipment - excavators, aerial lifts, forklifts and

telehandlers - as well as starting a rental division," says sales director Jean Schreurs. "With this change of direction we opened depots in Utrecht, Bremen and Hamburg and over the past few years have moved into our larger head office in Sittard as well as opening depots in Osnabrück, Germany, Eemshaven and a new 8,200 square metre depot in Groningen, Netherlands which is being extended by an additional 1,500 square metres this summer."

The company also has plans to add a further depot in the west of Holland and one in Belgium but it is the four depots that are planned for Germany that will almost double its rental and sales area coverage. This is needed as Collé plans to double its revenues in the next two to three years, with equal contributions from its rental and sales divisions.

Collé has been selling Manitou telehandlers since 1996 but it is only a dealer for a relatively small geographic area near its head office, covering Limburg and Utrecht in the Netherlands and Limburg in



Collé is looking to expand the attachments it sells with this boom mounted façade

Part of its 50,000 sq m facility in Sittard



Collé is a big Manitou access and telehandler user



Belgium. Frans Collé's long-term association with Riccardo Magni (previously of Manitou and founder of Magni telehandlers) is obviously part of the reason that it was recently appointed distributor for Magni telehandlers in the Netherlands, Belgium, Luxembourg, Germany and Austria. With ambitious growth plans Collé needs to be expanding its new equipment sales and with a small Manitou territory Magni was an ideal opportunity.

Collé is a big Manitou user - both access and telehandlers - and claims to have the largest rental fleet - around 100 units - of Manitou 360 degree telehandlers in Europe. But with growth in mind it will be promoting Magni machines, both within its rental fleet and via sales throughout its large territory. Other manufacturer's it represents include Palfinger, Wacker Neuson and Kramer in the Netherlands and for H.A.B. for the whole Benelux region.

### Sittard head office

The Sittard head office is the hub of the whole operation. Collé has always aimed to do everything

in-house, claiming that it is 'quicker, cheaper and easier to monitor. With the company growing so much it has had to expand its internal systems to cope, creating a specific purchasing manager, and IT computer department - it is currently installing a new computer system linking all branches - security, transport and even in-house machine decal and stickers. It is truly still run like a family business, where the experience of the long-serving staff - some have been at the company for more almost 50 years - blends seamlessly with new recruits. The company has four divisions - new and used sales, rental, events and projects - however it is the sales and rental divisions that work closest together on purchasing and rent to buy deals.

"Unlike UK the Dutch/Belgian mentality means it is perfectly ok for companies to sell and rent," says Schreurs. "We started as a sales company and then went into rental. The revenue split is currently about 50/50 between the two divisions."

### Head office facility

The new head office in Sittard is very well specified with enough space for offices, workshops (including a 32 tonne overhead crane), parts and new equipment storage and more than adequate yard space for the rental fleet.

All new machines are delivered to head office with Pre Delivery Inspections being carried out before they are shipped to customers. Over €2 million worth of spare parts - 20,000 line items - are also on site both for the new equipment and maintenance or repair of rental units. The parts holding is kept

Collé has many other types of machinery and tools



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relatively low, as many parts are supplied directly from the manufacturer to the customer and many are delivered via the overnight delivery service. Major repairs are also carried out in Sittard.

"Damaged rental machines are brought here for repair so the workshops are always kept very busy," says Schreurs.

The company is also keen to use the latest technology and has most of its rental machines fitted with a track and trace system. "This is a significant investment, but we can see if rental machines are being worked evenings or weekends and

"Germany and Benelux will be our focus over the next few years. We have no intention of setting up in the markets such as the UK, although we do cross-hire machines into the UK and Ireland. We recently supplied two 30 metre telehandlers on a long-term cross-hire to a company in Ireland. Although our company colour is blue, machines that are likely to be cross-hired into Germany, Belgium, UK and Ireland to other rental companies are painted white so we can apply the other company's logos. I mean other rental companies do not want to be cross-hiring a machine in Collé colours."



Site units, forklifts and booms - Collé has such a wide range of equipment

stolen machines stand a good chance of being recovered. Last month we found a stolen machine working for a competitor just six kilometres from Sittard."

### German expansion

Growth of the next few years is centred on expanding into Germany. Collé already has depots in Bremen, Hamburg and Osnabruck in the north and has identified several different areas where it would like to site new depots.

"We are actively looking to add depots in these different areas and are interested in acquiring a company," adds Frans Collé. "We are financially very healthy and now past the pre-crisis levels of 2008. Revenues this year will be about €60 million with the last few years being some of our best ever."

"Even through the crisis years we always made a profit and now it is time to continue our expansion. I think it is realistic to double our sales of new equipment over the next two to three years, particularly with the geographic expansion and with new brands such as Magni."

"The rental side of the business is going well, although rates are under pressure - there are just too many machines in Europe," he says.

### Decisions in seconds

"Because our senior management team is still small we can and often do make decisions to purchase equipment worth millions in seconds," says Frans Collé. "We do not have or have ever had budgets for equipment purchases. Because we have such a good understanding, we don't need meetings. We do what we have to and everything is under control."

As well as being sole shareholder and owner of the company Frits is general director and mainly in charge of the rental division, Schreurs controls the sales and Frans keeps an overall watch on proceedings.

"We have a healthy steady growth but this is because we enjoy working and it is a challenge," says Frans. "We don't need to grow but, we want to. Work is a passion and if we can satisfy customers with good machines, good brands and use our own transport then it is all worthwhile. That is why we do everything ourselves."

### Equipment

"We do look for new brands to sell but only good quality ones. Keeping to the brand leaders for the rental equipment means good resale demand and values," says Schreurs.

Collé moved into its new premises in Sittard in 2011

C&a

collé



"For example we have truck mounted platforms on Mercedes and other chassis and although the Mercedes is more expensive to buy it has a far better resale value and demand from countries around the world than the other brands."

"Our favourite brand is Manitou and the company has around 500 machines in the fleet and about a 100 360 degree telehandlers and this figure is rising. The most popular sizes are nine, 16 and 18 metres with the 21 metre being the most popular roto as well as the 25 metre machines.

"We have no demand at all for a 20 metre fixed frame (such as the new JCB540-200) although I think Manitou will bring out something similar," says Frans Collé. Unable to extend its Manitou dealership, Collé has taken on Magni telehandlers and is its largest distributor in terms of geographic area as it includes Germany and Austria as well as Benelux.

"The Magni have many good features, but as they are a relatively new company the growth so far has been slow but this will pick up rapidly," says Schreurs. "As well as the 360 degree machines to 30 metres, there has been big interest in the 32 and 35 tonne capacity heavy duty machines. The Magni telehandlers have several excellent features such as the improved visibility pressurised cabs, with standard air conditioning and good capacities for the size of machine."

"Demand for 360 degree telehandlers is growing. In Holland it represents almost half of all telehandler demand, as they can replace a small crane, access platform or forklift. They are also subject to less damage and are safer as they do not travel around the site as much, setting up and working from a central position. Customers

are taking more and more attachments as well. Forks, man basket, winch or jib winch are the most popular so it is being used as a true multi-purpose machine."

The company also has around 150 tracked Aichi boom lifts in the rental fleet, although as it is now the H.A.B importer, it is slowly replacing these with the HAB machines. Collé also has 'special' machines in the rental division such as the 150ft JLG 1500SP boom, the 103 metre Palfinger WT1000 truck mounted lift, 30 metre 360 degree telehandlers from Manitou and Magni, Mec Titan boom and 32 metre Holland Lift scissors. Machines on order include the new 180ft Genie SX180 boom lift and the new 90 metre Palfinger P900 mounted on a commercial chassis - both launched at Bauma.

"We have ordered the new lighter P900 which is mounted on a five-axle 48 tonne Scania chassis 700kg platform capacity, and depending on how it performs we have an option on three more," says Schreurs. "Also

The company distributes Magni telehandlers in The Netherlands, Belgium, Luxembourg, Germany and Austria





The company has such a wide range of equipment including Palfinger, Palazzani and Manitou

on order are several SX180 booms for delivery early next year. Again the first we will try out and then evaluate the order."

"We have been partners with Palfinger/Wumag for many years and are very happy with their products. We have 100 Palfinger truck mounts in the fleet from 12 to 103 metres and would be happy to buy whatever it produces - if it was a new 120 metre platform we would buy it. We are also pleased with the Palfinger Italy development as it gives us a smaller 20 metre truck mount in the range for the future."

**Sole rental agreements**

The company has many sole supply equipment rental agreements for large contracts all over Europe. Depending on the number of machines supplied, Collé will base engineers on site for technical support. The company is also heavily involved in a new social responsibility strategy and certification that is now required in the Netherlands which means companies must show that they are actively reducing their eco footprint with activities such as recycling and reducing the amount of fuel used.



A few of its Aichi tracked booms

"We are one of the first companies that will have the full certification which has become a big issue in Holland over the past two years,"

says Schreurs. "It is just one more development that makes the company better and stronger."

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# Back with a bang!

Among the equipment we cover the telehandler is often seen as a lead 'economic indicator' giving early signs of changes in the economy. Last month JCB announced one of its largest orders ever - 900 telehandlers worth £53 million - while in the USA telehandlers have been driving much of JLG's growth. However while sales are on the rise innovation has taken a back seat to engine developments and improved operator comfort and safety. Cranes & Access investigates...

UK rental company Fork Rent's order for 900 telehandlers - to be delivered during this year - is notable on several fronts. Apart from its size, the deal means that Fork Rent is the first major rental company to buy the new 20 metre 540-200, Europe's highest reach rigid frame telescopic handler and many of the units are fitted with JCB's new Ecomax Tier 4 Interim/Stage IIIB engines which meet emission standards without using diesel particulate filters or exhaust after-treatment fluids, such as Ad Blue. The new engines are said to reduce maintenance costs, while being seven percent more fuel efficient compared to the outgoing models. It also helps maintain a compact engine compartment for better visibility from the cab.



Alan Blake (L) shakes hands on the JCB Ecomax engine agreement with Riccardo Magni

At the end of last year there was speculation that JCB and new telehandler manufacturer Magni (more on them later) were to form a joint venture, with Magni supplying JCB with 360 degree branded telehandlers - a model type JCB does not offer. Whilst negotiations appear to have ended for the time being, the two companies have entered a long-term engine agreement with JCB supplying

Magni with its new Ecomax engine for its new seven model range of rotating machines which offer lift heights from 18 to 30 metres.

It is thought that as many as half of Magni's estimated 200, 360 degree telehandler sales this year will be supplied to JCB dealers and the tie-up and distribution network will give the Italian manufacturer a significant boost of profile as it tries to break into the European market.

## Magni enters sector

Whilst Magni Telehandlers is a relatively new company, the Magni family is steeped in experience. The company was founded by current managing director Riccardo Magni's father in 1972 building Fargh hydraulic yard cranes. One of the first was the 30 tonne capacity Tipo 400 Qm in 1972, followed by some new models with rough terrain performance - the eight tonne Fargh Tipo 825F and 15 tonne Fargh 1525 FB. These two small Rough Rerrain cranes had front and rear stabilisers and although they had a front mounted cab, resembled the larger 360 degree telehandlers of today.

It was 1980 when Fargh built its first rough terrain telescopic handler. The Fargh 4000 F.S. had a four tonne lift capacity and a 10 metre working height and is thought to be the first telescopic forklift in Italy.

The father's accidental death in 1981 led to Riccardo succeeding him and a few months later an agreement was signed between Fargh and Manitou to export Fargh machines under the Manitou brand.

From 1983 there were a string of new models. Early success in the



In the USA telehandlers have been driving much of JLG's growth



One of the new 360 degree Magni telehandlers at Bauma

USA in 1983 was with the Manitou branded Fargh 5500RTL followed by the first telescopic with four drive and steer - the Fargh MT 435 CPC. Then in 1985 the Fargh MT 440 DCP was launched with a special patented boom and double telescopic jib. In 1986 Manitou purchased a stake in the business and eventually went on to own it outright. Riccardo, as head of Manitou Italy, gained enormous experience in the design and production of fixed and rotating telehandlers, but departed in 2009. When his three year non-compete clause ended in 2012 Riccardo, together with his two sons and two daughters formed Magni Telehandlers with its new, two assembly line 6,000 square metre plant (opposite the old one!) and a claimed potential production capacity of 1,000 machines a year from its 80 staff.

## Magni current 360 range

Magni has seven 360 degree RTH models from two 'simple' 18 metre lift models (four and five tonnes capacity) with folding stabilisers, to five tonne 23 metre and 26 metre lift machines with a 'Super Scissor' stabilisation system and a five tonne 30 metre ultra-high lift unit with straight scissor style outriggers. All share a new ROPS/FOPS cab where the operator has superb forward visibility as the conventional dashboard is replaced by a steering binnacle more akin to a wheeled excavator, which gives a clear view to the ground in front. A curved windscreen gives equally unrestricted upward view. The cab is luxurious compared to most and has air conditioning and is fully pressurised to keep weather and dust out.

The usual plethora of switches and controls are largely replaced by a



The Magni HTH 30.12 claims to be the biggest telehandler in the world with a 30 tonnes maximum capacity and 11.7 metre maximum lift height

glass touch-screen that is very reminiscent of an iPad which provides a high-resolution photographic quality display of the load diagram, stabiliser controls (including auto-levelling) and general settings – both intuitive and good-looking.

The 23 metre and 26 metre machines have a stabiliser system combining the folding feet of the simpler models with the extending legs of larger ones. This arrangement produces stabilisers that do not need to overlap across the machine, leaving chassis length available for increased wheelbase and stabiliser footprint. According to Magni the result is 500mm more footprint in both length and width which results in more capacity than its competitors.

Attention to detail is evident in the quality of componentry. There are no cheap hoses and fittings and

and guides and only two bolts are required to release the whole package for maintenance. An automatic attachment RF recognition system takes the guesswork out of using winches, jibs etc by automatically selecting the respective load chart for the load moment control system.

### World's biggest

An even bigger surprise at Bauma was Magni's HTH range – quite simply the largest rough terrain telehandlers in the world. On show was a HTH 12.30 (12 metre lift/30 tonnes capacity) - with at least one already sold - and a prototype 25 tonne HTH 11.25.

Magni has strategically decided not to take on all the other players in the telehandler sector but rather to concentrate on areas of speciality. Typical applications for these fully hydrostatic machines are mining and quarrying, principally for maintenance duties.



The new Farasin FH8.40 telehandler

the boom hoses are run internally inside the boom for extra protection. The advantages says Magni is that all six hoses are glued together so they can't run off rollers

The HTH 30.12 displayed was fitted with a Magni-designed clamp for handling tyres of up to 64 inches which weigh in at up to 16 tonnes when fitted with chains.

### New 36 metre rotary telehandler?

We also understand that Magni is working on a 36 metre 360 degree telehandler the 5-36RTH. The 2.5 metre wide unit has an overall length of 7.75 metres and is just over three metres high. The fully deployed telescopic pivoting stabilisers have a width of just under six metres.

### Attachments

For several years Riccardo's son Carlo has been running an attachment company supplying telehandler manufacturers. That experience has now come in-house and a very clever work platform, which can be quickly opened in mid-air, has also been launched. With only two locking pins this must be one of the easiest EN280 compliant extending

a new parts and service organisation, Magni Sales and Parts Maastricht.

### 360 degree sector numbers

Accurate numbers for 360 degree telehandler sales are tricky to obtain, but we understand that in 2011 the total sales in Europe were about 2,300 with almost half of them five tonne, 21 metre units. The 16-18 metre sector was second most popular at just under 25 percent, 25 metre models around 20 percent, with the balance being 18 to 20 metre models. Of the total Manitou and Merlo accounted for just over 85 percent of the sales.

### JCB gets bigger

JCB's new 20 metre 540-200 is now in production. With a nominal 20 metre lift height, the 540-200 is



(L-R) Fork Rent's Guy Nicholls and Trudi Nicholls with Watling JCB managing director Richard Telfer

platforms so far. Magni's hydraulic locking system includes fixed metal arms that prevent a jib or platform detaching from the machine unless flat on the ground so tilting the head will not cause departure and potential fatalities at ground level.

### Distribution

Collé Rental & Sales has been appointed distributor for the Netherlands, Belgium, Luxembourg, Germany, Austria (see article page 44) however as part of the deal to take JCB Tier 4 Ecomax engines, Magni will have access to the JCB dealer network with yellow-painted machines.

Both Magni and JCB point out that this is not a formal distribution agreement. JCB dealers are not obligated to take the new machines and all parts and service support is via Magni. Indeed, to support European JCB dealers, there is

the highest-reaching European fixed chassis telehandler. When introduced some may have seen this as merely a specification exercise, but JCB say that the production machines are selling well especially to existing rental customers. The lift height is particularly attractive in comparison to the more expensive and complex solution of roto-style handlers. The problem with previous large fixed machines has been to keep a reasonable overall size for manoeuvring on site. The 540-200's turning circle is just 4.1 metres, the same as its 17 metre 540-17 stable mate, although it is 500mm longer at just over 6.8 metres.

### Manitou

Manitou claims to have completely renewed its mid-lift range, with the European rental customer and user

in mind. Standardisation of parts and controls, easier maintenance and a choice of torque converter or hydrostatic transmissions on a machine offered at the same price were all a part of this package idea. Certainly, the new cab design and simple control system look the part. Manitou's JSM joystick combines loader hydraulics and forward/reverse selector into a single controller, completely removing the numerous levers of the past. Some have queried the safety aspects of this in the past, but it is very well accepted in the agricultural market and commonality means it is easy to transfer from machine to machine.

All new models - the eight metre MT 835, 11 metre MT 1135 and the 13 metre MT 1335 - are rated at 3.5 tonnes lift capacity and share a common chassis. Stabilisers are standard on the MT 1335, optional on the 1135 and not available on the MT835. The 11 and 13 metre models have standard 10 degree frame levelling and platform-equipped models have automatic rear axle locking.

Each is also available in three builds. Taking the 11 metre models as an example; the MT 1135 comes with a torque converter transmission, the MT 1135H has hydrostatic, whilst the MT 1135 HA is pre-loaded with the equipment necessary for work platform use (hydrostatic drive only). All have the same Stage 3B Perkins engine, delivering 75kW and will travel at up to 25 km per hour (35 km per hour is an option). There has been much improvement in the area of engine and transmission access and there are no longer complicated access panels to remove for anything other than daily maintenance - a big time saving for the new models!

A 'digicode' is needed to start the machine which can be disabled if required and the tilt controls can be electrically isolated for use with certain attachments. The ECS (easy connect system) ensures that attachment lines can be instantly de-pressurised to facilitate attachment changeovers. The JSM joystick can also be disabled for road travel.

Manitou has also updated its MRT 360 degree machines including auto-recognition (E-Reco) of attachments, which have their load charts stored within the KMI unit. Attachments not equipped with this recognition system can have

it retro-fitted.

Perhaps the biggest practical change is to the load management system which now permits variable and asymmetrical deployment of the stabilisers with the machine automatically adjusting the capacity to suit the stabiliser configuration. Safety zones can be pre-set and up to four sets of speed parameters can be stored for varying applications.

### Merlo

The largest Italian telehandler manufacturer, Merlo, is normally the first place to go for innovations,

*Manitou has three all new models - the eight metre MT 835, 11 metre MT 1135 and the 13 metre MT 1335 (below) - are rated at 3.5 tonnes lift capacity and share a common chassis*



however with almost 70 percent of sales going into the agriculture sector that sector has taken up much of its design time. However its latest models include the five tonne capacity, eight metre lift P50.8 CS - the construction variant of Merlo's latest generation of high duty-cycle telehandlers. The CS has a suspended cab - a first for a construction telehandler - which is proving a big hit with drivers.

The machine is the first to feature a new hydrostatic drive system with a continuously variable (vario) transmission. The new M CVTronic drive utilises a single variable delivery hydrostatic pump driving two hydrostatic motors, connected to a central dropbox. At lower speeds, both motors work together, delivering maximum torque to the wheels. As speed rises, the second pump disconnects, directing all the pump flow through a single motor and producing more speed (up to 50 km per hour where permitted) albeit



*JCB 542-200 2 [With a nominal 20 metre lift height, the 540-200 is the highest-reaching European fixed chassis telehandler*

When coupled with Merlo's EPD (EcoPowerDrive) software control, this more elegant solution claims a fuel saving of up to three litres an hour, with no interruption in torque delivery to the wheels.

The P50.8 CS also has the latest Merlo cab design which will probably be gradually introduced throughout the range. The joystick now includes transmission forward/reverse, which is rapidly becoming one of the 'must-have' items on telehandlers.

Merlo was the first telehandler manufacturer to feature automatic attachment recognition as a part of its M CDC load management system. This latest version has a full 8.5 inch sized screen for a clearer, brighter display of load moment indications. Merlo has always produced its own cabs 'in-house', which sometimes results in a rather utilitarian appearance however this cab is a big improvement.

The other new product is the Roto 40.18 S, completing the range of 'simple' Rotos with non-continuous

at reduced torque. This replaces the two-speed mechanical gearbox previously favoured by Merlo - a simpler solution, but one that required coming to a full stop to change speed ranges.



*Latest models from Merlo include the five tonne capacity, eight metre lift P50.8 CS*



Dieci has several new telehandlers including the 360 degree Pegasus 40.25 and the 50.21

slew. Compact and relatively light at 13 tonnes, it has a four-section boom lifting to 17.7metres and four tonnes maximum capacity with 2.75 tonnes at full height.

### New Pegasus

Italian manufacturer, Dieci has been expanding its sizeable range launching an all-new 10 tonne Hercules 100.10 at SAIE show last year. It has also launched two new Pegasus Roto models and a new range of small pivot-steer loader/handlers.

The two new Pegasus models are continuous-slew machines, with combined sliding outriggers and vertical jack legs. The Pegasus 40.25 can lift to 24.5 metres with a maximum capacity of four tonnes while the 50.21 claims a maximum lift capacity of five tonnes and lift height of 20.5 metres.

Both machines use a four-section boom, but the 25 metre model is 850mm longer overall, at just eight metres without forks fitted.

Both machines have full CANBUS digital control systems and fully asymmetrical jacking. Unusually, the self-levelling stabilisers can be operated directly from the new fully proportional joysticks.

The 'deadman' trigger on the joysticks has been replaced by a 'touch-sensitive' device serving the same function, which drivers will appreciate (it also prevents them taping them up!).



A new one-piece panel includes a self-test device and the usual graphical load moment display. An unusual feature is an automatic direction sensor, which ensures that a 'forward' command to the transmission always results in 'forward' relative to the driver.

A new rotary coupling indicates superstructure position in degrees.

The eight new pivot steer units with or without telescopic booms, are creating interest in among those farmers that appreciate the old Matbro-style telehandlers.

### More Genies

Genie has launched two brand new models, in the popular four tonne high-lift sector. Based on a common chassis, the GTH-4014 lifts to 13.6 metres and the GTH-4018 to 17.6 metres. Both share the Perkins 75kW Stage IIIB engine, driving a hydrostatic transmission, with a 33 km per hour maximum travel speed. Genie claims that the new design is optimised for easy field maintenance as well as providing 'market-leading' lift performance and compactness.

A new 21 metre Genie 360 degree GTH-5021 R, enters the growing five tonne lift market. It can take 2,500kg to full height and is a continuous 360 degree slew machine with combined sliding/vertical jackleg outriggers.

### Players

Bobcat/Doosan and Faresin are both in the middle of changes to incorporate Stage 3B engines. However Faresin also has the new FH840 – an eight metre lift height, four tonne capacity machine - which slots between the existing seven and nine metre models and aimed particularly at the biomass market. Haulotte continues with the HTL range which is now manufactured wholly in France.

Turkey-based Sanko claims to build a total of 2,500 backhoe loaders and telehandlers a year. Its telehandler range is from seven to 17 metres but it is hard to see why any of these products would appeal to the mainstream European market and established players.

Genie has the GTH-4014 lifts to 13.6 metres and the GTH-4018 to 17.6 metres in the popular four tonne high lift sector

## Three machines in one results in big savings

A Genie GTH-4018R 360 degree telehandler working in confined areas within a chemical plant is said to be doing the job of three machines saving the customer about £1,000 a week compared to alternative equipment.

Commissioned to install new processing equipment inside a gasholder on a chemical plant, the unit was rented from Hull-based Sangwin Plant Hire as an alternative to two cranes and a fixed telehandler. However, after further investigation it also appeared that the ground in certain areas of the site would not take the load of a fully rigged 25 tonne crane.

"This would have meant using a second smaller crane which, besides being extremely difficult to handle in such a tight area, would have increased costs for our customer," said Andrew Fenton, Sangwin's operations director. "The GTH-4018R telehandler provided a far more productive and economical solution. Once we had trained our customer's operators on its capabilities and limitations, they were safe to begin work as planned almost immediately."

The 4018 was delivered fully road registered, complete with four metre jib and winch attachments, and weighing 10 tonnes less than the crane. Working back and forth between the storage compound and the gasholder, the telehandler unloaded components weighing up to a tonne, carried them to the jobsite, lift and position them ready for fixing at a height of 17 metres at between six to 10 metres outreach.



The telehandler is used to unloaded components, carry lift and position them ready for fixing at a height of 17 metres.



The Genie GTH-4018R working in a chemical plant is said to be doing the job of three machines saving the customer about £1,000 a week

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# CPA and IPAF work together

Two of the UK's leading industry associations are coming together to work on improving communications and understanding of the use of aerial work platforms on construction sites. The Construction Plant-hire Association (CPA) and the International Powered Access Federation (IPAF) are re-establishing the Strategic Forum Plant Safety Group sub-group which last met in 2010.

The move reflects a desire to strengthen the involvement of contractors in discussions about all aspects of aerial lift operational safety on site. This is topical, given the recent policy statement by UK Contractors Group, requiring defined levels of training for some classes of aerial lift operator. The work and objectives of IPAF's UK Safety Forum are being incorporated into the re-formed Strategic Forum sub-group on aerial lifts.

Secretariat services to the Strategic Forum's sub-groups are provided by the CPA which will also provide a chairman, while IPAF will fund the activities of the group and provide the services of its technical officer, Chris Wraith, to act as technical author for the group.

The initiative has received the full support of both Simon Mantle,

chairman of the Strategic Forum's Health & Safety Committee and Joy Jones from the HSE, who stressed the importance of providing continuity to the projects already launched by the IPAF Safety Forum. "We look forward to creating a truly inclusive group which will address all aspects of safe aerial lift operations and lead to the implementation of agreed best practices," said IPAF chief executive Tim Whiteman who currently chairs the IPAF Safety Forum. "Annual research by IPAF into the powered access industry shows that the UK is one of the world's most mature powered access rental markets. The UK aerial lift rental fleet size is estimated at close to 50,000 units and fleet expansion continued in 2012, rising an estimated four percent."

"Around 40 percent of aerial work



platform use is now non-construction, but our experience of working on the previous sub-group which produced anti-crushing guidance leads us to believe this group can be very inclusive and agree standards relevant to the whole sector."

The first meeting of the new group took place on 3rd September. Interested parties are invited to contact IPAF or the CPA for further information, although all of the members of the earlier group have been contacted, as well as other organisations and companies who have had an involvement in the subject since then.

The chairman of reconstituted group will be CPA director Kevin Minton, who led the earlier group between

2009 and 2010. There will be continuity with the work previously done by the Strategic Forum Plant Safety Group, which led to the publication of the Best Practice Guidance on avoiding trapping/crushing injuries to people in the platform. Minton said: "One of our underlying principles is about free exchange of information. We know that many organisations are considering steps they could take to manage risk better. These are good intentions, but we are not confident that all of the duty holders have good access to the best information about what steps to take. The best information could simply be reference to the existing guidance, or a better understanding of what other bodies are doing - including manufacturers."

"Also, when setting policies, there is a risk of bringing about unintended adverse consequences. Wider consultation can help avoid this. It also helps with adoption of the policy because third parties understand and empathise with the thinking that led to it."

Whiteman added: "The UKCG has shown a continuing desire to lead the industry to manage risks, and its recent policy requiring PAL+ or CPCS Competent Operator certification for net riggers and steel erectors is an example of this. But a lot of other work is being done by IPAF, HSE and others, and the reconstituted working group will be a good opportunity to promote better understanding of this."





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# Safe Use of Remotes – Campaign Update

As reported in the July issue, following two fatalities in the last few months involving radio remote controls with loader cranes, ALLMI has launched an intensive campaign to raise awareness of the issue and promote the correct and safe use of the equipment. The campaign is now well underway and the association has made a number of tools available to the industry.

The following can be accessed via the ALLMI website:

- A web-based video accessed via the home page - 'Safe Use of Remote Controls'. ALLMI is also happy for industry stakeholders to upload this video to their company websites. If this is of interest, please contact ALLMI for a copy of the required embed code.
- A leaflet aimed at operators and their immediate supervisors (found under 'Guidance Documents' on the website). ALLMI is also offering hard copies of the leaflet to any companies that request it.
- A ready-made toolbox-talk template for use by supervisors and managers (also found under 'Guidance Documents').

ALLMI chief executive Tom Wakefield said: "The reaction to the campaign has been extremely positive. The message has been embraced by all those involved with lorry loaders and the material is being widely used to strengthen and improve working and training practices throughout the industry. However, we are very keen to increase the reach of this information and so urge all recipients of the campaign material to pass it on to customers and colleagues, or to contact us with any ideas they have for raising awareness of this important topic."

The safe use of remote controls leaflet



## Gary Critoph receives Operator of the Year Trophy

This year's ALLMI Operator of the Year Competition winner, Gatwick Group's Gary Critoph, has been presented with his trophy by ALLMI technical director Alan Johnson, and received the £250 cash prize.

"It was a great feeling to win the award in what was a very tight competition, and having Alan present the trophy has really brought it home to me. My employer is delighted, because as well as the right to use the Operator of the Year logo, the prize includes a free ALLMI course and so the next step is to decide which of the training programmes to go for" he said.



(L-R) Bob Toon and Gary Critoph of Gatwick Plant with Alan Johnson of ALLMI at the trophy presentation.

Johnson added "The ALLMI scheme is all about the safe and efficient use of lorry loaders and the competition is specifically designed to prove that operating in this way yields the best results. In what was an extremely competitive event this year, with a high standard of operation, Gary did well to finish ahead of his peers and is a worthy winner."

## ALLMI to launch Pre-Operational Checks Campaign

ALLMI has announced that it will soon be running an industry-wide campaign to promote the importance of carrying out pre-operational checks.

"The safety of the operator and often other persons is heavily dependent upon the machine being in a safe working condition and so the operator should carry out pre-operational checks at the start of each shift or when taking over the equipment," said ALLMI's Alan Johnson. "Pre-operational checks are a legal requirement and they should cover all aspects of the lorry loader, as well as any attachments and lifting accessories, and of course the relevant documentation. A system should also be in place to ensure that



the checks are recorded and any faults reported, and under no circumstances should a machine be used if it is considered unsafe."

"Whilst ALLMI members are well aware of the importance of this requirement, we feel that there are still areas of the wider industry where practices can be improved and an education process needs to take place. For this reason we will be highlighting the importance of pre-operational checks using a variety of tools, including a pre-operational check sheet for owners and an online video, which will be freely available."

## BS7121 Part 2-4 Released

BS7121 Part 2-4 Code of Practice for the Safe Use of Cranes - Inspection, Maintenance and Thorough Examination - Loader Cranes, was released at the end of July. The new Standard contains recommendations and guidance for establishing a comprehensive maintenance and inspection regime, from daily pre-operational checks through to annual thorough examinations and overload testing. BS7121 Part 2-4 is available to purchase from BSI.

## ALLMI TV launched

ALLMI TV is a new area of the ALLMI website featuring a range of videos, providing guidance and advice on various aspects of lorry loader use. "In recent years we have produced a wide range of training related videos, so this is a natural progression, which enables website users to find the material in a single, convenient location," said ALLMI's Tom Wakefield."

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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.



Barnes blatantly disregarding safe work practices

# Upstream without a Paddle

Blackburn-based building constructor Paddle and its director Derek Hugh Barnes have been fined nearly £90,000 plus costs of £22,000 after being prosecuted following two serious incidents at a new-build development in South Wales, UK.

The first incident occurred in August 2011 when self-employed bricklayer Daniel King fell approximately four metres from a poorly constructed scaffold injuring his back and left foot. After investigating the Health & Safety Executive found no evidence to suggest that the scaffold had been designed, erected and inspected by a competent person and stated that it was overloaded and posing a clear fall risk. Six months later in March 2012 a concerned passer-by sent the HSE a photograph showing director Barnes overseeing a contractor working at height from the elevated bucket of an excavator. Both incidents occurred at the same site at Cae Canol, Baglan.

Swansea Crown Court handed Barnes an eight month suspended sentence, disqualified him from acting as a company director for three years and fined him £32,000 plus £11,000 costs. His company, following a long history of HSE enforcement action and a number of prohibition notices for unsafe work at height, was also fined a total of £56,000 and ordered to pay £11,000 in costs.

HSE inspector Phil Nicolle said: "Paddle Ltd and Derek Barnes have, over the years, shown a blatant disregard for health and safety management on their construction sites. Worker safety was clearly compromised on both occasions and the failings we identified are textbook examples of why falls from height remain such a common problem in the construction industry. Companies and directors have clear duties of care and safety responsibilities, and it is vital they properly assess, manage and supervise all work activity to mitigate risks at all times."

# My future my choice



The educational charity at this year's Vertical Days

Can our industry sector do more to inspire and encourage young people into engineering? Educational charity My Future My Choice believes we can and through several projects and activities it hopes to bring young people and the engineering industry together. With its project Lifting Aspirations, which intends to apply science taught at schools in a workplace context, it has set out to provide a solution for businesses which are willing to allocate staff time, equipment or funding to engage young people.

The charity has been set up specifically for the purpose of bringing people who are not teachers together with young people in order to explore principles of pneumatics, hydraulics, gears and pulleys as well as the life style opportunities available through hard work in the lifting and access industry sector. It hopes to make it both fun and easy for volunteers and youngsters to work together, constructing, operating and competing with lifting devices.

My Future is looking for support to help build, promote and develop the Lifting Aspirations programme. It is also in need of volunteers to visit schools, museums, science centres and is even looking for volunteers willing to support a programme of educational activities at next year's Vertical Days. If this is something you or your company thinks it can help with please get in contact Hugh Thomas at: [hugh@myfuturemychoice.co.uk](mailto:hugh@myfuturemychoice.co.uk).

# HSS opens training academy

UK's second largest access rental company HSS has opened a multi-million, purpose-built training academy in Reading which will enable the company to deliver a wide range of training as well as both personal and professional development for its staff.

New employees will receive six weeks residential training at the academy, followed by a further six weeks practical training at their local distribution centre. Existing employees will attend a two week residential refresher course to develop customer service skills and product knowledge. The academy will also be used

to support the company's long-term National Vocational Qualifications (NVQ) and City & Guilds apprenticeship programmes of which a total of 60 apprentices are currently in training. HSS's chief executive Chris Davies said: "The core purpose of the Academy is to ensure HSS continues to invest in the career progression of young adults as well as more seasoned colleagues and managers."



The inauguration of HSS' new training academy

# Who trained him then?

Spotted in Constanta, Romania, a man standing on the top frame of a scaffold precariously resting on a narrow kerb and a small pile of bricks.





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## UKCG makes PAL+ training mandatory

The UK Contractors Group (UKCG) will make it compulsory for net riggers, steel erectors and all associated employees who work on UKCG sites to hold an IPAF PAL+ or CPCS competent operator certification from October 31st as part of its policy to address the risk of entrapment when using aerial work platforms.

It has also highlighted guidance from the Strategic Forum for Construction Plant Safety Group publication *Avoiding Trapping/Crushing Injuries to People in the Platform* and IPAF's

Guidance on Selection of Anti-Entrapment Devices for MEWPs, available for download at [www.ipaf.org](http://www.ipaf.org).

The UKCG is also consulting with a view to extending the requirement for IPAF PAL+ or CPCS competent operator certification to other trades. More information on IPAF's one day category-specific PAL+ training courses which have been designed for operators working in higher risk or challenging environments, can be found at [www.ipaf.org/palplus](http://www.ipaf.org/palplus).

## IPAF welcomes CPA statement

IPAF has welcomed the letter issued by the Construction Plant-hire Association's Tower Crane interest group, clearly stating that tower cranes are not suitable for lifting people for entertainment purposes.

The CPA letter says: "The use of tower cranes for lifting persons at work is permitted by the Lifting Operations and Lifting Equipment Regulations 1998 (LOLER) only 'in exceptional circumstances, when it is not practicable to gain access by less hazardous means'. BS 7121-1:2006 gives detailed advice on planning and carrying out such operations."

IPAF chief executive Tim Whiteman said: "IPAF has repeatedly highlighted its position that purpose-built powered access equipment is an infinitely safer and more precise method of providing access for temporary work at height. We welcome the CPA statement and remind operators and managers that cranes should be used for lifting loads, not people."

## CITB grants

IPAF's UK member companies which are levy payers and eligible for the CITB Grants Scheme may be able to claim significantly more than the levy they paid in as the payments have significantly increased (e.g. from £17.50 to £50).

It may also be possible to claim grants for IPAF training completed by their employees. As a further incentive to participate, there is a supplementary payment programme of approximately 22 percent for

anyone who participates in the scheme.

IPAF estimates that close to 90 of its UK member companies could benefit from the scheme and, as an added IPAF member service, a dedicated training advisor from CITB-ConstructionSkills can provide support in the creation and provision of business-related training.

IPAF levy paying members may also apply for and benefit from several other grants that are available. Details can be found at [www.ipaf.org/news](http://www.ipaf.org/news).

## Thinking Outside the Basket

The Europlatform access rental conference on the theme of "Thinking Outside the Basket" will be held in Istanbul, Turkey on the 3rd October.

Pierre Boels, chief executive of Netherlands-based Boels Rental, will give the keynote address and share his company's experience of opening up rental operations in new countries.

Other confirmed speakers are Soren Rosenkrands, chief operating officer of Riwal, who will speak on the topic of managing big self-propelled booms, and Michael Rohmeder, European accounts manager at Ritchie Bros, who will examine the impact of new engine regulations on asset values. Also on the panel of speakers are Andy Studdert, chief executive of US-based NES Rentals, Mustafa Bilgin, owner of Istanbul Vinç, Serkan Acar, general manager of Acarlar Makine and Faruk Aksoy, secretary-general of IMDER and ISDER.

The conference will be preceded by an evening networking reception on the 2nd October. Early bird conference rates are available until the 9th September.



Pierre Boels

## IPAF considers special precautions for large lifts

The IPAF UK Country Council will meet on September 19th in Reading to discuss a report by the working group which was set up in May to look at whether additional guidance is needed for the use of larger and more complex aerial lifts. The working group which first met at Vertical Days is considering whether additional training should be recommended or required for very large lifts, including booms and scissor lifts.

## IPAF events in September

Don't miss these IPAF events in September:

19th September: West London Regional Meeting in Reading

24th September: Professional Development Seminar (North) in Gateshead, Tyne & Wear

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

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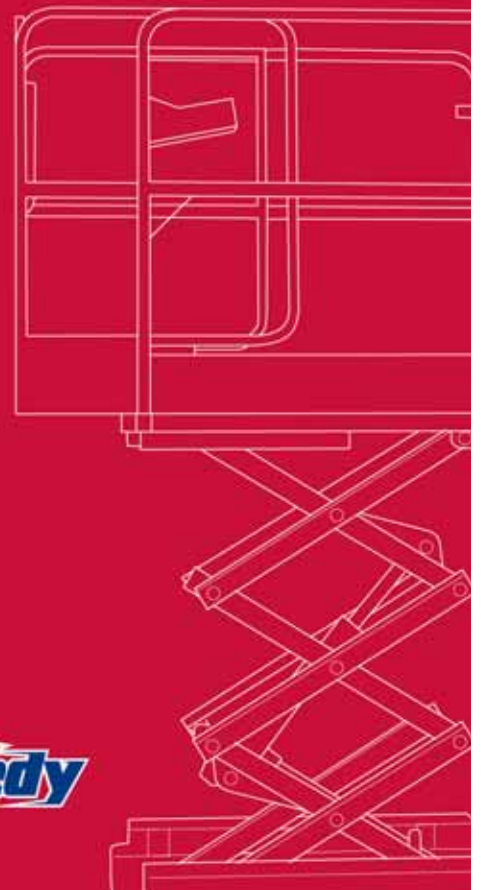
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# PASMA Tower Week goes national

11–15th November 2013

## What is Tower Week?

Sponsored by PASMA, PASMA Tower Week is a safety-led event for the UK and Ireland, managed by the association and delivered locally by its member organisations. Its roll out this year follows a successful, Yorkshire-based pilot carried out in 2012.



## What are its objectives?

PASMA Tower Week 2013 has four distinct objectives:

1. To promote safety in the work at height sector generally and the mobile access tower industry in particular.
2. To make a practical contribution to helping reduce the number of deaths and injuries resulting from falls from height.
3. To promote best practice and competency through industry-recognised standards, guidance and training.
4. To grow awareness and understanding of the benefits of towers and their increasing use in a wide variety of different applications.

PASMA Tower Week will also collate information about current tower use. The data will be used to inform future safety campaigns and initiatives.

## Tower Week website

A dedicated website will be the focus and resource hub for PASMA Tower Week 2013. It will host a range of resources - advice, information and guidance - including a diary of events and activities planned by PASMA members on a local basis.

Social media will also form an important part of this year's campaign.

## What's happening?

In the run up to PASMA Tower Week 2013 the association will engage with the national and regional press - including the broadcast media - trade and professional publications and other 'safety focused' organisations, including the Access Industry Forum (AIF).

In addition, Cranes & Access will

carry a 2-page feature in its October issue.

These communications will publicise a range of PASMA Tower Week events and activities, including:

- Free 'tower topics' packs
- Tower workshops and surgeries
- On site health checks
- Training taster sessions
- Tower demonstrations and displays
- Ask the expert panels
- Competitions and quizzes

As part of Tower Week, PASMA's managing director, Peter Bennett, will be one of the speakers at this year's IIRSM Annual Conference at the Birmingham Think Tank on 14th November. He will join, amongst others, Judith Hackitt from the Health & Safety Executive, Neal Stone from the British Safety Council and Richard Habgood from the Association for Project Safety.

## Who is Tower Week aimed at?

Any organisation or individual using towers on an occasional, frequent or daily basis. It will have something for everyone - from directors, managers and supervisors to anyone assembling and using towers on a day-to-day basis.

It is aimed at a wide variety of sectors including major civil engineering and construction contractors, the self-employed, facilities management companies, maintenance and refurbishment specialists, the utilities, local authorities, the health service, retailing, warehousing and distribution companies.

For more information contact: [lynn.reid@pasma.co.uk](mailto:lynn.reid@pasma.co.uk) or visit [towerweek.pasma.org.uk](http://towerweek.pasma.org.uk)



Delegates at a 2012 Tower Week presentation

## New chairman for PASMA



Chris Blatern

**Chris Blatern, 54, is PASMA's new chairman. He takes over from Roger Verallo who steps down after a period of four years in office. He is the first chairman of the association to come from the hire assembly membership category.**

Managing director of Sheffield-based Hi-Point Access, a company he formed with his brother in November 1991, Blatern has spent virtually all his working life in the access industry.

Throughout his career he has been an enthusiastic champion of aluminium towers and the wide and varied applications for which they can be used. He has also consistently advocated the need for the highest standards in training and safety for anyone involved in the work at height sector.

Significantly, Hi-Point Access -

which operates nationally and employs 60 people - was one of the first mobile access tower rental specialists to appoint a health and safety director to its board.

PASMA's new chairman first joined the association in 1995, becoming a member of the training committee in 1997 and chairman of the inaugural hire assembly committee in 2007, a position he held until 2012. During this five year period he was responsible for pioneering a code of conduct for PASMA's hire assembly members, contributing to the development of a training programme for aluminium tower riggers and supporting the introduction of a local authority pavement licence.

"In taking over I must first pay tribute to Roger Verallo who has done an exceptional job as chairman," said Blatern. "I intend to follow his example and build on his legacy. Over the next two years my aim is to promote safety and best practice across the industry. I want tower users to know that when they specify a PASMA member organisation, they can do so confident in the knowledge that they are dealing with a competent, professional company that satisfies industry-recognised standards."



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



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IF IT'S NEW,  
IT'S HERE



Penny + Giles has introduced a new ICT800 and ICT820 in-cylinder linear transducers suitable for intelligent mobile hydraulics. The company claims the new products combine the features of its LVDT and potentiometer technologies into a single displacement transducer which provides an almost limitless, maintenance-free working life with excellent body to stroke length ratio.

The ICT800 features a 12bit resolution and operates from either an unregulated eight to 30 volt DC, or regulated five volt DC supply, providing an analogue output signal of either 0.5 - 4.5 volt DC or 0.2 - 4.8 volt DC. Operating with the same supply the ICT820 features a 13bit resolution with a CAN SAE J1939 interface, which allows the device to operate without the need to use I/O or gateway modules. The ICT800 and ICT820's integrated signal conditioning eliminates cables interconnecting which often reduces the reliability of a control system.

Both models are ideal for small-bore cylinder applications or for installation into hydraulic and pneumatic cylinders and have been specifically designed to simplify installations. Available in a sleeved or threaded version, the sleeved version provides manufacturers with the option of retro-fitting existing cylinders with the threaded version providing designers with the smallest body size available.



*Penny + Giles ICT820 in-cylinder transducer*

## Electric range motors on

Ashwoods Electric Motors, a division of one of the UK's largest producer of hybrid light vehicles Ashwoods Automotive, has commenced production of a range of low cost, powerful and efficient electric motors.

After securing £1.8 million funding from the Technology Strategy Board in 2011 the company has been developing its new range of axial flux permanent magnet motors aimed at both highway and industrial vehicles. Assembled at the company's facility in Exeter the range can operate from 24 to 400 volts and produce two to 60kW of continuous power.

The company claims that the new motors provide one of the lowest cost per-kilowatt on the market.

At the same time it says the motors are highly durable, with long service intervals and that they can also be easily integrated into a variety of applications and operate with or without feedback devices, depending on the level of control required.



*Ashwoods' new axial flux permanent magnet electric motor.*

## Nifty new interface

Australian mounted lift producer Nifty-Lift (not to be mistaken for UK's aerial lift manufacturer Niftylift) has introduced its second generation Canbus control system for its aerial platforms.

Fitted with a high resolution colour screen the operating system has been designed to assist inexperienced users in the correct operation of the lift, as well as highlighting key features such as lighting, door locks and traffic signal boards. It also features built-in fault diagnosis, code logging and overrides as well as detailed servicing information and customisable options for warning messages, alarms and interlock logic. An optional monitoring service allows owners and engineers to remotely diagnose faults or operation issues from anywhere in the world.

As well as being both reliable and easy to use the company claims that the system reduces costs due to a reduction in operator and technician training costs and the removal of unnecessary service callouts.



*Nifty-Lift's enhanced user interface.*

## Two-in-one control system

Prolec has launched its two-in-one PME500 safety and control system which combines a load indicator with a 3D display of the machine's working envelope.

Aimed at mobile cranes, telehandlers and excavators, the graphic interface informs operators - in real-time - of the load being lifted, whilst also showing the available working envelope, whether that be the height or outreach of the machine. The working envelope can also be programmed to take operational or environmental restrictions in to account. A warning alarm is sounded to notify the operator when the machine comes close to exceeding the imposed limits or is close to its maximum lifting capacity. According to Prolec, the PME500 is compatible with equipment from all major manufacturers and is available as a stand-alone system or as an upgrade.



*Prolec's PME500 safety and control system.*

enquiries

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

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

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# Tadano ATF 70G-4

The Tadano ATF-70G is a 70 tonne capacity crane with a maximum hook height of 61 metres. This model is by WSI in 1:50 scale and both the box and model are branded Tadano with no reference to the previously used Tadano Faun brand name. Included is a very good instruction manual which clearly lists all of the parts and describes the functionality of the model.

Ready for the road



The chassis is very detailed with the suspension and transmission fully modelled, and various fuel and oil tanks are also present. All axles steer to a degree, with the driven axles having a 'notched' feel, and they are independent so all modes of steering can be reproduced. Each axle also has excellent sprung suspension.

The carrier is very detailed. Behind the cab there are some fine quality mesh panels and non-slip surfaces extend to the rear. The outriggers have detailed metal beams and the cylinders on each leg are smooth rather than threaded and they have adjustable pads with transport locks. A set of plastic spreader plates is also included.

Detail on the crane superstructure includes metal handrails (which are permanently folded into a transport position), hydraulic cables and tiny graphics/decals and nicely modelled components. A very detailed engine is revealed under the opening engine covers.

The counterweight is made up of four metal plates and a particularly nice aspect is the main boom hydraulic lift cylinder, which is all

metal and the extension is set by locking a grub screw.

The five stage telescopic boom is metal and the bottom section has a metal spool, a pair of lights and brackets for the boom extension. The bi-fold swingaway boom extension is metal and is well cast. It has a pop-out guide sheave.

While the fold-out section is two lengths which can be chosen and the offset angle is controlled by a cylinder which was stiff enough on the review model to hold any pose. The hook block is metal and the hoist drum is operated by a supplied key.

In summary this is a high quality model with good functionality and great details. Plastic is used appropriately and the all-metal main boom lift cylinder is a nice touch. It is good value at around €129.

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

#### Cranes Etc Model Rating

Packaging (max 10)	9
Detail (max 30)	26
Features (max 20)	17
Quality (max 25)	20
Price (max 15)	12
Overall (max 100)	84

Lifting on the extension boom



Main boom partially extended



Tiny graphics add detail



Opening engine covers



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# Readers *Letters*

C&a readers letters



## Dear Leigh, Mediaeval Building Site

At Guedelon in Burgundy, during the course of a recent French holiday, this retired Crane Salesman had the great pleasure of witnessing a mediaeval crane in operation on a site where since 1998, a 13th century castle has been in the process of construction, utilizing building techniques and materials of the time. All the workmen are of course suitably attired in smocks of the period. There I saw quarrymen, stonecutters, basket makers, rope-makers, woodcutters, carpenters, blacksmiths, tillers and of most interest the two cranes, known as 'squirrel cages', one of which was in operation.

The name is clearly derived from the means of propulsion - a man on a treadmill inside a large wooden drum. Depictions of these machines were found on old manuscripts, and it took many months of research to complete the designs. In order to comply with modern safety regulations, a braking system was added, together with modern ropes and pulleys with known breaking strains.

I watched them lifting blocks of stone on a primitive pallet - the line speed was not very fast! The second crane at the top of the almost completed tower was not in operation at the time of my visit. Any of your readers who might be interested to know more about this fascinating project can visit the website at [www.guedelon.fr](http://www.guedelon.fr)

Your Sincerely

RJ Lloyd



*The ground based crane at work*



*Guedelon Castle*



*The second crane at work*



# CRANES ARE NOT FAIRGROUND TOYS!

Dear Sir,

Health and safety is generally considered to be in the best interests of all of us and if one examines the position of most European Safety Authorities in any particular situation where health and safety of individuals needs to be considered, regulations are generally sensible and adequate for people of average intelligence.

Sadly, there is one glaring exception to that statement which makes a mockery of all the good work that has been done by so many people over the past four decades and believe it or not, it falls within the category of 'Falls from Height'.

I refer in particular to the use of cranes for what has become to be known as 'joy-riding', where persons are suspended either in a cage, a pagoda, a bird-like structure or even a "flying garden" and hoisted to extreme heights for some sort of a thrill, akin to that experienced in fairgrounds - the only difference being that in fairgrounds the apparatus used is a specifically designed piece of fairground equipment, whereas cranes were never designed to lift people. It seems strange that the use of cranes within the construction and related industries is so carefully controlled by European regulations, yet any fool wishing to promote his or her business, or ego, can use cranes as a means of entertainment in the lifting of people in the ways mentioned above and indeed, other even more absurd situations such as dining out on a platform suspended beneath a crane hook 100ft in the air.

A example of apparent total dis-interest and irresponsibility on the part of safety authorities was witnessed at this year's BAUMA exhibition in, of all countries, Germany, in the form of 'flights' from tower cranes. Even more recently, we hear of an accident involving a crane lifting 13 people in a pagoda type device, whose lives were only saved after the crane overturned, by the presence of a building which cushioned the landing of the boom, and by a miracle, the winch wire holding the pagoda and its 13 occupants did not break when it came to an abrupt stop. Even more miraculously, only two people were seriously injured, whilst the others only required medical treatment on site.

In recent times efforts have been made, by the European crane industry, to impose a formal ban on the use of cranes for lifting people but through lack of interest from the appropriate safety authorities in European countries, this well-intended move fell flat on its face. In the UK, we have the Health & Safety Executive, who have for many years made it quite clear that cranes and aerial work platforms should not be used under any circumstances for joy-riding. Yet, when an Irish gardener decided to suspend a complete garden from a crane at the Chelsea Flower Show two years ago, the chair lady of HSE was quite happy to fly in the face of all the recommendations supported by her predecessors since the 1970's and support her immediate subordinates who had satisfied themselves that "HSE was content that the local authority inspector had taken the necessary steps to satisfy himself that the appropriate and sensible precautions had been taken to allow the



Flying Garden to go ahead". Those were the words written to me by Judith Hackitt, CBE, the chair lady of the Health & Safety Executive on 9th June, 2011 during our lengthy correspondence over this issue.

As a matter of fact I had already spoken to the person appointed by Kensington and Chelsea Borough Council to have responsibility for Health and Safety at the Flower Show and he told me quite positively that he "knew absolutely nothing about crane safety rules" so I utterly fail to understand how HSE could express 'contentment' with that state of affairs!

That, admittedly, is just one example of the attitude of Health and Safety management in the UK which I don't believe for one minute is shared by its many responsible officers working to ensure health and safety is enforced. I do feel that the attitude, expressed by Judith Hackitt, typifies that of many safety authorities in Europe who seem too scared of the threat of criticism in the media to take action to prevent a serious accident, which is so clearly waiting to happen in one of these stupid situations where cranes are used to give a few members of the public a quick, cheap thrill.



But for the grace of God, these two examples in Germany could well have cost the lives not only of those experiencing the joy-ride but of people on the ground who may have been underneath the crane when it tipped over or had objects dropped on their heads by those experiencing their thrill at BAUMA!

Surely, these examples alone prove the folly of allowing this practice to continue and the sooner European authorities 'bite the bullet' and introduce EC regulations to prohibit the use of cranes, in any form of fairground activity, the better, not only for the good of those who manufacture and use cranes but for members of the general public who may well become the victims of this folly if this stupidity is not 'reined in' once and for all.

If any of these dangerous escapades had taken place on a construction site during the lunch hour as an amusement for the workers, prosecutions would follow without a doubt. So why is it permissible elsewhere?

To Judith Hackitt and her opposite numbers in those countries where this folly is still permitted, I have to say "What are you going to say when the first death or serious injury occurs in your country as a result of your negligence?"

**Paul Adorian**

## Dear Editor,

### CPCS fear signalling errors with fixed cab-type cranes.

The CPCS and their lifting operations working group have stated that they fear inadvertent and incorrect signalling when slinging and signalling is under way utilising fixed cab-type cranes, such as the Iron Fairy. Additionally the CPCS worry that incorrect signals will disadvantage a candidate for testing, resulting in an appeal being made against a CPCS centre.

I think most sensibly minded professionals associated with lifting operations would agree that this decision by the CPCS is risk averse to the extreme, bordering on ridiculous. There are probably scores of Iron Fairy type cranes undertaking a plethora of standard and complex lifts, at pan sector sites across the UK, all complying with relevant legislation, working perfectly safely and competently, within their lift plans.

If the responsibility for directing the load is to be transferred to another person the slinger signaller should clearly indicate to the, (crane operator), that this responsibility is being transferred, and to whom. The slinger signaller should also clearly indicate to the, (nominated person), that this transfer is taking place. The, (crane operator), and the new, (nominated person), should clearly indicate that they accept the transfer of responsibility. These responsibilities are key in ensuring that any CPCS tester or signaller candidate is sufficiently versatile to cope with blind lifts with a fixed cab-type crane such as the Iron Fairy.

Why are leading stakeholders for operator training, such as the CPCS and it's management committee, taking it upon themselves to continuously dumn down vital duties such as described here for signallers, working with fixed cab-type cranes? In the current climate of commercialisation of training for the construction sector we have witnessed a steady erosion of quality training due to deregulation, or, as in this case, the fear of appeals or a court appearance. Skill fade encroaches the workplace at an ever increasing pace and we can do without those, based at Bircham Newton in Norfolk, who might find a particular crane/signalling discipline burdensome or awkward, and to which they perceive the possibility of being embroiled in litigation.

Give the signaller the responsibilities he/she deserves.

Mick Norton BEM MInstRE

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# Whats on?

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## Verticaaldagen Benelux

September 19-20, 2013  
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Safaripark Beekse Bergen, Netherlands  
Tel: +31 (0)6 30 421 042  
Website: www.verticaaldagen.net



## GIS - Giornate Italiane del Sollevamento

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



## ICUEE - The Demo Expo

October 1-3, 2013  
The US show for the utility industry, Louisville, Kentucky, USA  
Tel: +1 866-236-0442  
www.icuee.com



## Europlatform

European access conference  
October 3rd 2013.  
Istanbul Turkey.  
Tel: +44 (0) 15395 62444  
www.ipaf.org



## IPAF US Convention

October 22-23, 2013  
IPAF's third national convention in the USA which will focus on management responsibilities  
Chicago, Illinois, USA  
Tel: +1 518 280 2486  
Website: 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: +1 800 334 2177  
www.therentalshow.com



### Samoter 2014

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www.samoter.com

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## Vertikal Days 2014

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## Apex 2014

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## 2015

### Intermat 2015

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301 Liebherr LTM 1030/2	2003	4x4x4	30,00m + 15,00m
331 P&H S 35	1987	4x4x4	25,90m
351 Terex Demag AC 35	2006	4x4x4	30,00m + 15,00m
401 Faun ATF 40G-2	2007	4x4x4	35,20m
401 Terex Demag AC 40/2L	2008	4x4x4	37,00m + 8,00m
401 Demag AC-40-1 City	2000	6x4x6	31,20m + 13,00m
401 Liebherr LTM 1040-1	1999	6x4x6	30,00m + 14,50m
501 Faun ATF 50-3	2000	6x6x6	38,60m + 16,00m
501 Faun ATF 50G-3	2008	6x6x6	40,00m + 16,00m
551 Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
551 Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
551 Liebherr LTM 1055-3.2	2008	6x6x6	40,00m + 16,00m
551 Krupp KMK 4055	1989	8x6x8	35,10m + 16,00m
551 Grove GMK 3055	2005	6x6x6	43,00m + 15,00m
601 Liebherr LTM 1060/2	2000	8x6x8	42,00m + 17,00m
701 Krupp KMK 4070	1995	8x6x8	38,10m + 16,00m
701 Faun ATF 70-4	1999	8x8x8	40,50m + 16,00m
801 Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m
801 Krupp KMK 4080	1993	8x6x8	43,00m + 13,00m
1201 Terex-Demag AC 120-1	2006	10x6x8	60,00m + 17,60m
1301 Liebherr LTM 1130-5.1	2007	10x8x10	60,00m + 19,00m

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1151 Link-Belt HC 238	1982	10x6x6	48,00m/18,00m
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[www.timbermat.co.uk](http://www.timbermat.co.uk)

- Timbermat holds the UK's largest stockholding of bog mats
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- Distribution centres in Manchester, Oxford and Forth Scotland



# Weblinks [www.vertikal.net](http://www.vertikal.net)

online Access&Lifting directory – Visit these companies in one click

## Access Equipment Manufacturers

Ascendant Access	<a href="http://www.ascendantaccess.com">www.ascendantaccess.com</a>
Aichi	<a href="http://www.aichi-corp.jp">www.aichi-corp.jp</a>
AIRO	<a href="http://www.airo.com">www.airo.com</a>
Alimak Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
ATN	<a href="http://www.atnplatforms.com">www.atnplatforms.com</a>
Barin	<a href="http://www.barin.it">www.barin.it</a>
Basket	<a href="http://www.basket-platforms.com">www.basket-platforms.com</a>
Bil jax	<a href="http://www.biljax.com">www.biljax.com</a>
Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Bravi	<a href="http://www.braviisol.com">www.braviisol.com</a>
CMC	<a href="http://www.cmc-platforms.com">www.cmc-platforms.com</a>
CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
Dino Lift	<a href="http://www.dinolift.com">www.dinolift.com</a>
Dingli	<a href="http://www.cndingli.com">www.cndingli.com</a>
Falck Schmidt	<a href="http://www.tcalift.com">www.tcalift.com</a>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
Genie Global	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
GSR Spa	<a href="http://www.gsrspa.it">www.gsrspa.it</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
Hinowa Tracked Aerial Platforms	<a href="http://www.hinowa.com">www.hinowa.com</a>
Holland Lift	<a href="http://www.hollandlift.com">www.hollandlift.com</a>
Imer Access	<a href="http://www.imergroup.com">www.imergroup.com</a>
Isoli	<a href="http://www.isoli.com">www.isoli.com</a>
Iteco	<a href="http://www.imergroup.com">www.imergroup.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Ladder Safety Devices	<a href="http://www.laddersafetydevices.co.uk">www.laddersafetydevices.co.uk</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Leguan Lifts	<a href="http://www.leguanlifts.com">www.leguanlifts.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Mantall	<a href="http://www.mantall.es">www.mantall.es</a>
Matilsa	<a href="http://www.matilsa.es">www.matilsa.es</a>
MEC	<a href="http://www.mec-awp.com">www.mec-awp.com</a>
Niftylift	<a href="http://www.niftylift.com">www.niftylift.com</a>
Oil&Steel	<a href="http://www.oilsteel.com">www.oilsteel.com</a>
Omega Platforms	<a href="http://www.omegaplatforms.com">www.omegaplatforms.com</a>
Omme Lift	<a href="http://www.ommelift.dk">www.ommelift.dk</a>
Palazzani Industrie	<a href="http://www.palazzani.it">www.palazzani.it</a>
Palfinger Platforms	<a href="http://www.palfinger-platforms.com">www.palfinger-platforms.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
PB Liftechnik	<a href="http://www.pbgmbh.de">www.pbgmbh.de</a>
Platform Basket	<a href="http://www.platformbasket.com">www.platformbasket.com</a>
Ranger tracked access	<a href="http://www.tracked-access.co.uk">www.tracked-access.co.uk</a>
Ruthmann	<a href="http://www.ruthmann.de">www.ruthmann.de</a>
Skyjack	<a href="http://www.skyjack.com">www.skyjack.com</a>
Snorkel	<a href="http://www.snorkelusa.com">www.snorkelusa.com</a>
Socage	<a href="http://www.socage.it">www.socage.it</a>
SUP	<a href="http://www.supelefant.com">www.supelefant.com</a>
TCA Lift	<a href="http://www.tcalift.com">www.tcalift.com</a>
Teupen	<a href="http://www.teupen.info">www.teupen.info</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Versalift distributors (UK)	<a href="http://www.versalift.co.uk">www.versalift.co.uk</a>
Youngman	<a href="http://www.youngmangroup.com">www.youngmangroup.com</a>

## Alloy Scaffold Towers

Eurotowers	<a href="http://www.eurotowers.co.uk">www.eurotowers.co.uk</a>
Instant	<a href="http://www.instantupright.com">www.instantupright.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Svelt	<a href="http://www.svelt.it">www.svelt.it</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
Youngman	<a href="http://www.youngman.com">www.youngman.com</a>

## Mastclimbers & Hoists

Adastra Access	<a href="http://www.adastra-access.co.uk">www.adastra-access.co.uk</a>
Alimak-Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
Harsco Infrastructure	<a href="http://www.harsco-i.com">www.harsco-i.com</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## Specialist Scaffolding

Advance	<a href="http://www.advancedscaffoldingltd.co.uk">www.advancedscaffoldingltd.co.uk</a>
Scaffolding (SW)	
Harsco	<a href="http://www.harsco-i.co.uk">www.harsco-i.co.uk</a>

## Platform Rental

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

## Notified Body

Powered Access Certification	<a href="http://www.pac.uk.com">www.pac.uk.com</a>
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## New & Used Platforms

IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
Advanced Access Platforms	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.Flesch-Arbeitsbuehnen.de">www.Flesch-Arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kunze GmbH	<a href="http://www.KUNZEgmbh.de">www.KUNZEgmbh.de</a>
Lavendon Sales	<a href="http://www.lavendonsales.com">www.lavendonsales.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mech-Serv (GB)	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>

Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Peter-Hird	<a href="http://www.peter-hird.co.uk">www.peter-hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>
Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special/Bespoke Access & Lifting Solutions

APS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Ladder Safety Devices	<a href="http://www.laddersafetydevices.co.uk">www.laddersafetydevices.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>

## Special & Niche Access

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher Access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special Lift & Transport Equipment

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

## Self-Propelled Modular Transporters

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

## Telescopic Handlers

Dieci	<a href="http://www.dieci.com">www.dieci.com</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
Manitou	<a href="http://www.manitou.com">www.manitou.com</a>
Merlo	<a href="http://www.merlo.co.uk">www.merlo.co.uk</a>

## New & Used Telehandlers

Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Riwal	<a href="http://www.riwal.com/used">www.riwal.com/used</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsbladel.nl">www.vhsbladel.nl</a>

## Telehandler Rental

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

## Site Safety Audits

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
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## Industry Associations

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
CICA	<a href="http://www.cica.com.au/">www.cica.com.au/</a>
CPA	<a href="http://www.cpa.uk.net">www.cpa.uk.net</a>
EWPA	<a href="http://www.ewpa.com.au">www.ewpa.com.au</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
OSHA	<a href="http://www.osha.gov">www.osha.gov</a>
PASMA	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

## Crane Manufacturers

Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Galizia	<a href="http://www.galiziagrupo.com">www.galiziagrupo.com</a>
Grove	<a href="http://www.groveworldwide.com">www.groveworldwide.com</a>
Jekko	<a href="http://www.jekko.it">www.jekko.it</a>
JMG	<a href="http://www.jmgcranes.com">www.jmgcranes.com</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>

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

### Lorry/Truck Loader Cranes

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Effer	<a href="http://www.effer.it">www.effer.it</a>
Hiab	<a href="http://www.hiab.com">www.hiab.com</a>
Palfinger	<a href="http://www.palfinger.com">www.palfinger.com</a>
PM Cranes	<a href="http://www.pm-group.eu">www.pm-group.eu</a>

### New & Used Cranes

AGD Equipment	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Cranes UK	<a href="http://www.cranesuk.net">www.cranesuk.net</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
E.H Hassells	<a href="http://www.hassells.com">www.hassells.com</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
IMC Cranes	<a href="http://www.imc-cranes.com">www.imc-cranes.com</a>
Jones-Iron Fairy	<a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
M. Stemick	<a href="http://www.stemick-krane.de">www.stemick-krane.de</a>
P.V. Adrighem BV	<a href="http://www.adrighem.com">www.adrighem.com</a>
Rivertek Services	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>

### Heavy Lifting Equipment

Lifting Gear UK	<a href="http://www.lifting-equipment.co.uk">www.lifting-equipment.co.uk</a>
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### Crane Hire

AB2000	<a href="http://www.ab2000.co.uk">www.ab2000.co.uk</a>
Ainscough	<a href="http://www.ainscough.co.uk">www.ainscough.co.uk</a>
Berry Cranes	<a href="http://www.berrycranes.co.uk">www.berrycranes.co.uk</a>
Bob Francis Crane Hire	<a href="http://www.bobfranciscranehire.co.uk">www.bobfranciscranehire.co.uk</a>
City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>
McNally crane hire	<a href="http://www.cranehire-ireland.com">www.cranehire-ireland.com</a>
Port Services	<a href="http://www.portservices.co.uk">www.portservices.co.uk</a>
Heavy Crane division	

### Mini Crane Hire

A Mini Crane Hire Company	<a href="http://www.aminicranehire.co.uk">www.aminicranehire.co.uk</a>
Easi Up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Emerson Cranes	<a href="http://www.emersoncranes.co.uk">www.emersoncranes.co.uk</a>
GGR	<a href="http://www.unic-cranes.co.uk">www.unic-cranes.co.uk</a>
Hire Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
JT Mini Crane Hire	<a href="http://www.jtminicranes.co.uk">www.jtminicranes.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>

### Self Erecting Tower Cranes

City Lifting	<a href="http://www.citylifting.co.uk">www.citylifting.co.uk</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
John Sutch Cranes	<a href="http://www.johnsutchcranes.co.uk">www.johnsutchcranes.co.uk</a>
King Lifting	<a href="http://www.kinglifting.co.uk">www.kinglifting.co.uk</a>
Ladybird tower crane hire	<a href="http://www.ladybirdcranehire.co.uk">www.ladybirdcranehire.co.uk</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.ie">www.mantiscranes.ie</a>

### Tower Cranes

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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### Heavy Lift Management

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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### Heavy Lift Planning & Risk Analysis

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
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HLI Consulting	<a href="http://www.hliconsulting.com">www.hliconsulting.com</a>
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### Ancillary Equipment

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

Ritchie Brothers	<a href="http://www.rbaction.com">www.rbaction.com</a>
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### Battery Manufacturers

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
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Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>
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UK Batteries	<a href="http://www.ukbatteries.co.uk">www.ukbatteries.co.uk</a>
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### Control Systems

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
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Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>
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### Generator Sales & Rental

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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### Insurance

First Insurance Solutions	<a href="http://www.firstins.co.uk">www.firstins.co.uk</a>
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Specialist Insurance	<a href="http://www.cover1.com">www.cover1.com</a>
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### Online Technical Help

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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### Outrigger Pads, Mats & Roadways

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

Aerial & Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
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Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
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Caunton - Access	<a href="http://www.caunton-access.com">www.caunton-access.com</a>
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Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
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C-Tech Industries	<a href="http://www.ctech-ind.com">www.ctech-ind.com</a>
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Davis Access Platforms	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
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Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
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IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
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JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
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TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
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Unified Parts	<a href="http://www.unifiedparts.com">www.unifiedparts.com</a>
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### Innovations

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

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

Higher Concept Software	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
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Inspire	<a href="http://www.inspire.com">www.inspire.com</a>
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MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>
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### Replacement Filters

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

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

Higher Concept	<a href="http://www.higherconcept.co.uk">www.higherconcept.co.uk</a>
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inspHire	<a href="http://www.inspire.com">www.inspire.com</a>
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Matusch GmbH	<a href="http://www.matusch.de">www.matusch.de</a>
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MCS Rental Software	<a href="http://www.mcs.co.uk">www.mcs.co.uk</a>
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### Structural Repairs

Avezaat Cranes	<a href="http://www.avezaat.com">www.avezaat.com</a>
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Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
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John Taylor Crane Services	<a href="http://www.jtcranes.co.uk">www.jtcranes.co.uk</a>
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### Training Associations & Networks

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
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AWPT	<a href="http://www.awpt.org">www.awpt.org</a>
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IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
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NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
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Pasma	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>
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### Training Centres & Trainers

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

Teufelberger Seil	<a href="http://www.teufelberger.com">www.teufelberger.com</a>
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TMC Lifting	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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V12580 - Genie GS1930 - 2006  
Electric - 7.80 Mtr. - 314 Hrs.  
€ 4.500 - New batteries!



V13374 - Skyjack SJ3219 - 2006  
Electric - 7.80 Mtr. - 169 Hrs.  
€ 4.500



V14216 - Haulotte Compact 8 - 2007  
Electric - 8.20 Mtr. - 353 Hrs.  
€ 4.750



V14547 - Haulotte Compact 12 - 2006  
Electric - 12 Mtr. - 308 Hrs.  
€ 6.000



V14494 - Liftlux SL 102/14E - 2000  
Electric - 12.20 Mtr. - 564 Hrs.  
€ 3.500



V14516 - Haulotte H125X - 2006  
Diesel 4x4 - 12 Mtr. - 709 Hrs.  
€ 9.500



V13652 - JLG 40RTS - 2001  
Diesel 4x4 - 14.04 Mtr. - 2506 Hrs.  
€ 7.000



V12953 - Genie GS4390RT - 2004  
Diesel 4x4 - 15.11 Mtr. - 1510 Hrs.  
€ 10.000



V13795 - Skyjack SJ9250 - 2007  
Diesel 4x4 - 17.20 Mtr. - 177 Hrs.  
€ 21.000 - DEMO!



V13361 - JLG SL 203/24 - 2007  
Diesel 4x4 - 22.30 Mtr. - 1555 Hrs.  
€ 29.500



V13606 - Grove Toucan 860 - 2000  
Electric - 8.80 Mtr. - 422 Hrs.  
€ 3.750



V13649 - Grove Toucan 1100C - 2001  
Electric - 11 Mtr. - 142 Hrs.  
€ 5.000



V13945 - Genie Z30/20NRJ - 2003  
Electric - 10.89 Mtr. - 514 Hrs.  
€ 11.500



V13312 - JLG E300AJP - 2007  
Electric - 11.14 Mtr. - 697 Hrs.  
€ 14.000



V14323 - O&S Octopussy 1412 - 2007  
Bi-energy - 14 Mtr. - 321 Hrs.  
€ 16.500



V14034 - Genie Z45/25JRT - 2000  
Diesel 4x4 - 16 Mtr. - 5133 Hrs.  
€ 10.500



V14272 - Haulotte HA16PXNT - 2003  
Diesel 4x4x4 - 16 Mtr. - 3372 Hrs.  
€ 12.500



V14340 - JLG 450AJ - 2007  
Diesel 4x4 - 15.72 Mtr. - 575 Hrs.  
€ 23.500



V14394 - JLG 510AJ - 2006  
Diesel 4x4 - 17.81 Mtr. - 2124 Hrs.  
€ 23.500



V14562 - Genie Z135/70RT - 2009  
Diesel 4x4x4 - 43.15 Mtr. - 1541 Hrs.  
€ 120.000



V13268 - CAT 303.5 - 2002  
Perkins KE27/3000 - 2820 Hrs.  
€ 12.500



V13280 - CAT 304CR - 2005  
Mitsubishi S4L2/E2 - 3343 Hrs.  
€ 18.500



V13283 - CAT 305CR - 2003  
Mitsubishi K4N/Y1D - 3361 Hrs.  
€ 19.500



V13289 - CAT 308CCR - 2007  
Mitsubishi 4M40/E1 - 3093 Hrs.  
€ 38.000



V13292 - CAT 314C LCR - 2005  
Mitsubishi S4K/T2 - / Hrs.  
€ 42.500

# Machinery For Sale



## Battery Scissors 7.6m - 19.8m

Genie GS-1932	7.8m	2005/6/7/8
Genie GS-2032	8.1m	2005/6
Genie GS-2632	9.9m	2005/6/7/8
Genie GS-2646	9.9m	2004/5/6/7/8
Genie GS-3232	11.7m	2007/11
Genie GS-3246	11.7m	2004/5/6/7/8
Liftlux SL 153-12	17.3m	2001
Liftlux SL 180-12	19.8m	2008
JLG 1930ES	7.7m	2007
JLG 3246ES	11.6m	2007
JLG M4069	14.1m	2008
Skyjack SJ-4632	11.8m	2005
Skyjack SJ-4626	9.9m	2007

## Diesel Scissors 11.5m - 26m

Skyjack SJ-6832	11.5m	2007/8
Genie GS-3384 RT	12.0m	2005/6/7
Skyjack SJ-7135	12.5m	2007/8
Skyjack SJ-9250	17.1m	2007
Genie GS-5390 RT	18.1m	2005/6/7/8
Liftlux 210-25	23.5m	2006
Liftlux 245-25	26m	2007/8/9

## Electric Booms 9.4m - 13.5m

Genie Z-30/20N RJ	11.1m	2006/7/8
Genie Z-34/22N	12.5m	2005/6
Upright AB38	13.5m	2004/5/7/8

## Diesel Booms 16m - 20.4m

Genie Z-45/25J BI	16m	2005/6
Genie Z-45/25J RT	16m	2006/7/8
Genie S-45	15.7m	2005/6/7
Genie Z-51/30J RT	17.6m	2007
Genie Z-60/34	20.4m	2003/4/5/6/7
JLG 460 SJ	16m	2007

## Diesel Booms 21.8m - 43.1m

Genie S-65	21.8m	2005/6/7/8
Genie Z-80/60	26.4m	2005/6/7/8
Genie S-85	27.9m	2005/6/7/8
Genie S-125	40.1m	2007/8
Genie Z-135/70	43.1m	2007/8
JLG 660 SJ	21.9m	2008
JLG 800 AJ	26.2m	2008
JLG 860 SJ	28.1m	2008
JLG 1250 AJ	40m	2008
JLG 1350 SJ	42.9m	2008

## Specialised 12.2m - 42m

JLG Toucan 861	8.7m	2008
JLG Toucan 1010	10.10m	2007/8
Nifty TD 120 TN	12.2m	2007
CTE Traccess 135	13m	2010
CTE Traccess 170	17m	2010
Scanlift SL 185	18.5m	2000
Scanlift SL 190	18.4m	2001
Omme 2200 RBD	21.8m	2006/7/8
Denka Lift DL-22N	22.0m	2008
Aichi SP21A-J	23m	2005
Omme 3000 RBD	29.7m	2006/7
Spider FS 420C	42m	2008
Spider FS 520C	52m	2012

## Telescopic Forklifts 4m - 21m

Manitou SLT 415	4m/1.5 tonne	2004/5/7
Manitou BT 420	4m/2 tonne	2007
Manitou MLT 523T	5m/2.3 tonne	2006/7/8
Manitou MT 932	9m/3.2m tonne	2008
Manitou MT 1030	10m/3 tonne	2006/8
Manitou MT 1435	14m/3 tonne	2006/7
Manitou MLT 1740	17m/4 tonne	2005/6/7
Manitou MT 1840	18m/4 tonne	2008
Manitou MRT 2150	21m/5 tonne	2006/7
Manitou MRT 2540	25m/4 tonne	2006/7/8
Manitou MRT 3050	30m/5 tonne	2008

## Mini Crane 2 - 5 tonne

Valla 35E	6.5m/3.5tonne	2003
Maeda MC285 CRM E	8.7m/2.82 tonne	2006/7
Maeda MC305 CRM E	12.1m/2.9 tonne	2006/7
Maeda MC405 CRM E	16.8m/3.8 tonne	2007/9
Maeda LC785	16.3m/4.9 tonne	2007/9

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**Patrick McArdle** Mob: +353(0) 87 7975919

Ashbourne Business Centre, Ballybin Road,  
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## Easi UpLifts

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