

# cranes & access

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March 2014 Vol.16 issue 2

Scissor lifts  
Mid-range AT  
cranes  
Conexpo, ARA  
show reviews

...JLG unveils 185ft boom...'game changing' crawlers from Manitowoc...Synthetic rope future?...



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## On the cover:

A 70 metre working height, 400kg capacity Barin AP 70/33 J2 truck mounted lift sold to Ace Tower Hire & Services was recently used to work on the Southern Star Wheel in Melbourne. The Wheel offers views of up to 40 kilometres - as far as Mount Macedon, Arthur's Seat and the Dandenong Ranges.



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Cranes & Access takes a look at the mid-range All Terrain crane sector comparing the 220 tonne class Terex Explorer 5800 with its main rivals as well as looking at two new single engine 160 tonners - Liebherr's LTM 1160-5.2 and the Terex Explorer 5600 - both launched at Conexpo.

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This year's Conexpo show in Las Vegas attracted almost 130,000 visitors - the second highest attendance in its history - and set new records for exhibitor space and the number of exhibitors. Our comprehensive round-up covers the show's major new products.

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This year's American Rental Association rental show was held in Orlando, Florida a few weeks before Conexpo. Publisher Leigh Sparrow reports on the more interesting exhibits and developments, while Ed Darwin visits the UK's Executive Hire Show.



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## In the next C&A

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**There is only one real sin, and that is to persuade oneself that the second-best is anything but second-best.**

Doris Lessing

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## Something old, something new?

Having just been to a wedding I was reminded of the phrase 'Something old something new, something borrowed, something blue'. In equipment terms it would appear that everywhere you turn manufacturers are offering 'something old refurbished into something new'. But is this the way we should be going?

True, recycling reduces waste and saves resources but what about the associated problems with older equipment - surely we should looking to cut the average age of fleets rather than tarding up the very old to look like new?

At Conexpo crane manufacturer Lampson promoted its 230 tonne 4100 Millennium which is basically a refurbished and completely updated Manitowoc 4100 crawler crane. Forgive me if I am wrong but don't these date back 40 years? The 4100 was a fantastic, almost legendary crane, but surely it has earned its retirement?

Old lifting equipment - and I am thinking 15 to 20 years or more - has more issues than just ageing controls and drive trains. Time, usage and the environment inevitably take their toll. Look at the uproar in New York and London after a 25 year old tower cranes collapsed with fatal consequences and moves in the UK and USA to limit the age of cranes allowed on site to arbitrary levels. But should a main contractor accept a 25 or 30 year old machine?

Speaking to several crane and access manufacturers which offer good refurbished equipment they estimate savings of around 30 percent on the price of a new machine, but is it really worth it? Some countries such as Australia and Finland have for a long time had rules that require equipment approaching 10 years to undergo intensive inspections or rebuilds, including a full check of the structure for defects and fatigue. This often leads to equipment - rightly or wrongly - being exported before the deadline is reached.

While I applaud the skill and engineering know-how needed to revive old machines and turn them into an 'as new' item (as well as the 'green' benefits) are you telling me that a 30 year old complex steel structure such as a long lattice boom, has the same structural integrity as one manufactured using the latest steels and techniques and modern corrosion protection? I think not - surely the work required to properly check every strut and weld on a crane boom and seek out internal corrosion etc makes it at best marginally economic?

Would you be happy if a 40 year old crane was delivered to your site? If so would you equally happy to board a commercial aircraft built in the 1970's, even if it had been refurbished a few years ago?

With the advances in design standards, materials and modern manufacturing I think we need to consider - for better or worse - pulling the plug on older equipment whether in sickness or health - 'til death do us part.

Mark Darwin

*Comment and feedback is most welcome via post, email, fax or phone stating if we may publish them or not: editor@vertikal.net*

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## Vertikal .net



The chassis on Genie's SX-180

## Genie warns JLG

Genie/Terex AWP has written a letter to JLG expressing concern over the design of the chassis on its new 185ft boom lift, the 1850SJ, pointing out that it looks very similar in concept to the 'patented' chassis design on its Genie Z135/70, ZX135/70 and new SX-180.

JLG launched the 58.5m working height 1850SJ boom lift at Conexpo (see Conexpo review on page 35), topping the Genie SX-180, by almost two metres. The X-type axle configuration does look quite similar that used on the Genie SX-180 and ZX135/70 and the retracted and extended dimensions are almost identical - as they would be. We asked JLG about the similarity of its design and were told that it has applied for several patents for its new chassis design and does not believe that it infringes any Genie/Terex patents.

Genie unveiled the X-type chassis at the Rental Show in 2005, and updated it last year, switching from the original cast legs/arms to fabricated ones for the SX-180 and ZX135/70.



The new chassis on JLG's 1850SJ

## Counterfeit CraneSafe stickers spotted

The Crane Industry Council of Australia (CICA) found counterfeit CraneSafe Green stickers on three cranes in Australia over the past few weeks - all three were spotted in Western Australia and Queensland.

Preliminary investigations suggest that the cases are unrelated, it says it is looking to make the stickers more difficult to forge and easier to verify. So far the counterfeit Green Stickers have been easy to identify due to their quality. CICA has warned everyone to be extra diligent until new measures are in place. For more information on identifying and verifying Green Stickers see [www.vertikal.net/en/news/story/19641/](http://www.vertikal.net/en/news/story/19641/)



## Hertz to split off Equipment Rental

Hertz, the car and US equipment rental company, has approved plans to separate into two independent, publicly traded companies. The car group will be called Hertz, while the equipment rental operation will be Hertz Equipment Rental Corporation.

The separation will be in the form of a tax-free spin-off to existing Hertz shareholders by the first quarter 2015. The senior directors will remain with the car rental business, while the Equipment operation will need to find a new chief executive and form its own board of directors. The Equipment business saw revenues rise 11 percent in 2013 to \$1.54 billion, while pre-tax profits for the business improved 53.5 percent to \$233.3 million.

## Speedy concludes financial investigation

UK-based rental company Speedy has confirmed the results of the investigation into financial irregularities in its overseas division, which led to the resignation of chief executive Steve Corcoran.

The investigation by Addleshaw Goddard and Deloitte concluded that the irregularities were the result of deliberate actions by a small number of employees who have now left the business and that the financial impact will be £4.8 million plus fees - £2.7 million in the current fiscal year. The company has also strengthened internal cost controls and implemented a new reporting structure to provide greater transparency on activities within the International Division.

## HSE issues tower crane alert

The UK's Health & Safety Executive has issued a safety alert following the recent collapse of three Jost luffing jib tower cranes during high winds.

The alert is intended for tower crane operators and serves as a reminder that any luffing jib cranes left unattended in the out of service condition must be in free slew with the jib at a safe out-of-service radius. It also states that operators must ensure they have the most accurate, up to date information from the supplier or manufacturer, as some manufacturers have recently changed their guidance.

We also understand that Jost is now looking into structural modifications and may recommend the use of a sail device to help its cranes weathervane when the jib is left in its fully elevated out of service position.



One of the jib failures

## ATN to add spider lifts

French aerial lift manufacturer ATN plans to introduce two new products later this year, taking it into two new product sectors. The first is a new 23 metre compact spider lift with a telescopic riser, telescopic top boom and articulated jib.

As with all ATN product the new model will have a family name - Mygale which roughly translates as a tarantula spider - making the new product the Mygale 23. Details are very limited, but expect it to have good outreach.

The second new product the PVR79 Compact Piaf uses the same forklift style vertical mast as its mast booms, but with a fixed platform. Although dimensionally similar to 12ft mast models, such as Snorkel's TM12, JLG's 1232ES and Skyjack SJ12/16 it has a 19ft platform height for 7.9 metre working height compared to 6.8 metres on Skyjack's SJ16 and 5.6 metres on the 12ft units.



ATN Mygale 23



PVR79 - Compact Piaf



Wolffkran's new six tonne flat top Wolff 5014 City crane

## Wolffkran unveils City crane

German tower crane manufacturer Wolffkran unveiled its six tonne flat top Wolff 5014 City crane at the Baumaschinenmesse Bern in Switzerland.

The crane can handle 1.4 tonnes at its 50 metre jib tip and when erected on Wolffkran's TFS 15 tower offers hook heights of up to 43.5 metres although this can be increased by using stronger tower elements and an adapter.

Depending on the requirements the 5014 can be operated from the ground or from the optional cab. The crane's radio remote controller features a full digital display that not only provides the load data of the crane but also shows wind speeds, hook height, rotation angle and error messages.

A redesigned hoist offers greater storage capacity, handling up to 190 metres of rope. The hoist/winch is mounted on the first jib section, allowing for the entire fully reeved jib to be easily and safely assembled on the ground. If space allows it can also be pre-assembled with the counter jib. In confined locations assembly can be in the air with the jib extended in 2.5 metre segments to between 25 and 50 metres.

## Buoyant Conexpo

This year's Conexpo show in Las Vegas attracted almost 130,000 visitors - the second highest attendance in its history.

The improving economy in North America resulted in an optimistic mood with many exhibitors having a very good show in terms of enquiries and orders. There were

several surprise launches including two Manitowoc crawler cranes with Variable Position Counterweights (VPC), a 185ft boom lift from JLG, two 160 tonne single engine All Terrains from Terex and Liebherr, a new luffing jib tower crane from Potain, two new telescopic crawler cranes - the 100 tonne Sany and 50 tonne Link-Belt - and Tadano's largest RT crane to date the new 145 tonne three axle GR 1600XL-2 RT. All these and more are covered in our extensive Conexpo review starting on page 35.



The 185ft JLG 1850SJ Ultra Boom



The new synthetic rope on the Manitowoc stand on a Grove RT770E Rough Terrain crane

## New synthetic crane rope

Manitowoc and Samson Rope launched a revolutionary synthetic crane hoist rope at Conexpo said to be a first for mobile cranes. The KZTM100 has a number of significant benefits including being 80 percent lighter than wire rope and boasts torque neutral construction that eliminates load spin and cabling.

The new rope is also very easy to handle for reeving and installation and is resistant to kinking, 'bird caging' and damage from other types of cable-spooling issues. The cost is said to be close to double that of an average wire rope, but could easily last twice as long. And when coupled with its other benefits and efficiencies will make it commercially viable for some applications. Manitowoc says that it has an 18 month exclusivity deal on the use and sale of the new rope.

## Dingli launches 10m mast boom

Chinese manufacturer Dingli is to expand its mast boom range with the addition of the 10 metre AMWP10-8100. The model is almost identical to its 11.2 metre AMWP11.5-8100 the first production units of which shipped in mid-March to the company's Turkish dealer Mak-Ser Makina.

The 10 metre working height model uses one less mast section than its larger brother, while all other physical dimensions and features are identical, apart from its weight which at 2,890kg is 60kg lighter. Up and over height is 6.69 metres.

Dingli expects to ship a further 35 AMWP11.5-8100s over the next 30 days to customers in Australia, Finland, France the UK, Netherlands, Russia and New Zealand.



The first production units of Dingli's 11.2 metre mast boom have started to ship

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## JLG launches true Hybrid boom

JLG has launched a 4x4 hybrid diesel/electric version of its 34ft 340AJ articulated boom lift - the H340AJ. The new lift offers improved fuel economy with lower emission and noise levels.

The boom uses four brushless AC electric drive wheel motors, powered by eight, six volt maintenance-free batteries alongside an 8.9hp Kubota Z482 engine - compared to the 24.8hp Kubota on the diesel boom. The engine drives a generator which can power the machine directly and/or be used to re-charge the batteries or the two power sources can combine for maximum power boost. The boom can be used as a pure electric machine for internal use or outside locations where low noise levels are required. It can also be set in hybrid mode for the engine to cut in automatically when battery charge falls below a pre-set level.



The JLG H340AJ uses four AC electric drive motors



The Hybrid is also available as a two-wheel drive unit and all other specifications are the same as the diesel powered unit, including its 12.3 metre working height, 6.1 metres outreach, overall dimensions, work speeds and steel covers.

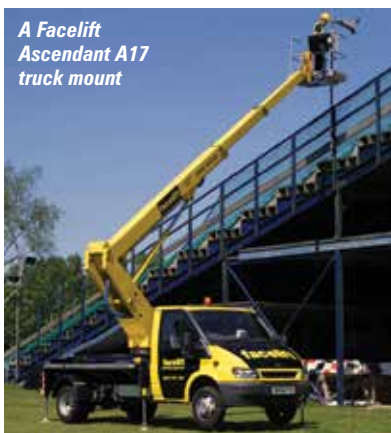


The new JLG H340AJ Hybrid boom lift.

## 74 new Ascendants for Facelift

UK rental company Facelift has invested £3.5 million in 74 new Ascendant truck mounted lifts.

The order includes 50 units of Ascendant's 12.5 metre van mounted platforms and 12 each of the 22 and 18 metre self-drive truck mounts. Managing director Gordon Leicester said: "We've have big plans for 2014 and at the heart of that is making sure we've the kit our customers want."



A Facelift Ascendant A17 truck mount

## Frost to chair CPA crane group

Bill Frost, managing director of UK-based crane rental company Bronzeshield has been elected chairman of the UK's CPA Crane Interest Group, following the departure of previous chairman Neil Partridge, who has retired. The first Open Meeting of the CPA mobile crane interest group he will chair is scheduled for Tuesday 16th September.



Bill Frost



The Skyreach drill attachment in action

## Boom lift rock drilling attachment

Australian rental company Skyreach has developed a new rock drilling attachment for use on its boom lifts. The company says the compact attachment has been "thoroughly developed and tested to overcome problems with side loads and excessive weight on the platform causing excessive damage".

The system uses a box truss frame which pivots through a zero to 45 degree arc to allow drillers to operate specifically on rock faces. A completely new platform was constructed to remain within the standard weight and size of the original. The major design challenge centred on the absorption of side loadings of the impact drill so they do not transfer back to the boom.

Mitch Ely of Skyreach said: "We decided to find a safer and more productive solution for drillers operating at height - rather than abseiling down a rock face - by building a platform with drill carrier which could be attached to our 86ft boom lifts. We are very pleased with the performance and are looking to apply this technology to a 135ft boom."

## Liebherr statement on Sao Paulo stadium collapse

Liebherr has issued a statement concerning the fatal crane incident in November at the Itaqueroo Stadium in São Paulo, Brazil, in which a 1,350 tonne capacity LR 11350 crawler crane collapsed killing two men.

The statement says that all investigations conducted to date by Liebherr - including those at the accident site - have shown that the LR 11350 crane was free of any technical defects. It concludes that the ground was unsuitable and unable to carry the combined weight of the crane and the suspended load. Because of this the crane's tracks sank and the excessive inclined angle caused a massive overloading to the crane causing its collapse. Liebherr says that an independent, internationally acknowledged crane expert has also reached the same conclusions.

The company says the cause of the accident can be confirmed by subsequent static-load calculations and assumes that all the accident reports currently being prepared will reach a similar conclusion. Analysis of the data logger by Liebherr has shown that it had not been recording data since November 2012, although it points out that the data logger cannot influence the crane functions.

In conclusion it says it is continuing to do everything in its power to help bring the accident investigation to a speedy and logical conclusion and will continue to cooperate closely with the Brazilian authorities.



An overview of the scene shortly after the incident occurred.





# Liquidator for Evans Platforms

Evans Platforms Ltd of Newhouse, Motherwell, Scotland has appointed WRI Associates of Glasgow as provisional liquidator. Meanwhile owner David Gwynne Evans has established a new company.

Evans also owns Evans Training and Evans Access Platforms, which has changed its name to 3443 Platforms. Evans Platforms rents out truck mounted lifts and was incorporated in March 2012, with the Training company established in May 2013.



An Evans truck mount

Evans Platforms is both an IPAF member and an approved IPAF training centre.

# JLG to drop Lull

JLG has announced that it will discontinue manufacturing its Lull telehandler product line from the start of 2015. The company will continue to provide product support for all Lull machines, including replacement parts and service, but will focus its engineering and development efforts on its Skytrak and JLG branded telehandlers.

Brian Boeckman global product director for telehandlers said: "The market for Lull telehandlers has been in decline for several years, which combined with increased costs of complying with new EPA engine standards, led us to the decision to discontinue the product line. Our telehandler portfolio remains solid however, and we believe that our other models will support the shift for our Lull customers beyond 2015."



A Lull 644E-42

# New Hybrid crane maker

Bailey Cranes, the company formed by Jeff Bailey - founder and previous owner of Man Lift Manufacturing - made its debut at the ARA Rental Show in Orlando, 12 months after it was established. The company's first products include an eight ton TC18 hybrid powered carry-deck crane, and the Brandon - a new glass handler/super-compact telehandler/mini crane which offers a seven metre tip height with main boom and over eight metres with short luffing jib. The company also showed a fully self-contained quick-fit pipe and box section manipulator.



C&A

news

Gordon McGruer ordered the first four units of JLG's new 1850SJ 185ft boom lift at Conexpo

# Kardon takes first 1850SJs

Gordon McGruer of UK-based Kardon Contracts placed one of the first orders for the new 185ft JLG 1850SJ boom lift at Conexpo, ordering four units for his rental fleet. McGruer maintains that initially few rental companies will be willing to invest the substantial sum (around €300,000) required for a machine for which demand needs to be created, preferring to re-rent from Kardon. Delivery is expected later this year.

# GSR launches compact E140P

Italian truck mounted lift manufacturer GSR has launched its ultra-compact 13.6 metre truck mounted lift. First shown as a prototype last October, the E140P is mounted on a Piaggio chassis with a gross vehicle weight of just 2.2 tonnes.

Features include variable position outriggers, up to six metres of outreach and an unrestricted 250kg platform capacity. It is also available on pick-up chassis from manufacturers such as Land Rover, Toyota, Ford and Isuzu. The company said: "Following months of hard work, research, design and testing the new E140P is now ready. This new model is marked by its simplicity, ease of use and extreme compactness which is ideal for working in confined spaces, particularly in congested urban areas."



GSR's new E140P offers a working height of 13.2 metres and an outreach of six metres



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Alan Peck of Kranlyft UK (L) hands over the new crane to Trevor Jepson of City Lifting

## Böcker for City Lifting

UK-based crane rental company City Lifting has taken delivery of a three tonne capacity Böcker AK35-3000 aluminium boomed truck mounted crane. The crane has a maximum tip height of 36 metres, comprising a 25 metre main boom and two section telescopic luffing jib.

It can take 250kg out to a radius of over 26 metres and is mounted on a 7.5 tonne truck. City Lifting's managing director Trevor Jepson said: "We chose the Böcker product because of the flexibility, as it has multi-variable outrigger positions with very low ground pressure thanks to its 7.5 tonne carrier. The crane also meets Euro 5 emission standards making it ideal for lifting applications in London."

## Terranova Cranes to liquidate

UK-based Terranova Cranes Ltd appointed London-based liquidator Baker Tilly Restructuring and Recovery in mid-January.

The crane company is 100 percent owned by Jean Glover with two directors, Alexander Nicholas Glover and Alexander Richard Glover (snr). The original Terranova (Crane Hire) Ltd was formed in 1979 and failed in 1992. Another company, Terranova Lifting was set up and in 2010 that morphed into Terranova Cranes Ltd. Terranova is still trading under the new name of Terranova Crane Sales Ltd which was formed by both Glovers at the end of October last year, and once again Jean Glover is sole shareholder.

## Ruthmann adds 40m



Ruthmann's 40 metre T400 truck mounted lift

German truck mounted lift manufacturer Ruthmann has announced plans for a 40 metre truck mounted lift, the T400. The new unit will be unveiled this summer and fits between the company's 38 metre T380 and 46 metre T460. The lift will be mounted on a two axle chassis and offer an outreach of up to 31 metres. It will also include the same technical features as the other models in Ruthmann's height performance range.

## New business for John Ball

John Ball, previously managing director of Easi Uplifts/Height for Hire has established a new company Velocity Rental Solutions - to help and support rental companies, entrepreneurs and manufacturers interested in expanding or moving outside their area of expertise.

He will also help with procurement, fleet management and rental fleet sales and marketing. Ball spent more than 20 years with the Irish-based international company and is a past president of IPAF.



John Ball

## Link Belt ATs for Crane Service

Albuquerque, New Mexico-based Crane Service has taken delivery of one of Link-Belt's new ATC-3210 185 tonne All Terrain cranes as well as adding its fifth 249 tonne Link Belt ATC-3275 to its fleet. The official hand over occurred on the manufacturer's Conexpo stand.

The first Link Belt ATC-3210 arrives in Albuquerque



## Cat launches compact telehandler

Caterpillar has launched a new compact telehandler - the 2,500kg capacity TH255C with a maximum lift height of 5.6

metres. The new model is available as a Tier 4-Final/EU Stage IIIB or Tier 3/EU Stage IIIA version for less regulated regions. Overall width is 1.8 metres with an overall height of 1.9 metres. It weighs just under five tonnes.



The new Cat TH255C telehandler

## 42m Omme hybrid spider

Danish spider and trailer lift manufacturer Omme Lift is to launch a new lightweight 42 metre working height, 15.2 metre outreach hybrid spider lift. The 4200 RBDJ will be the company's largest crawler mounted boom to date and uses a seven section boom and 130 degree articulating jib. Platform capacity is 200kg.

In transport mode the unit is 8.9 metres long (8.3m without basket), is less than two metres high and has a retracted width of 1.35 metres. The extended width is 1.75 metres for increased stability when required. The outrigger footprint is 5.33 metres at its widest.

Total weight is 6,800kg and the two speed tracked undercarriage can set up on inclines of up to 27 percent. Carsten Poulsen, area sales manager for Omme Lift, said: "This is a lightweight 42 metre boom, with a true battery-diesel hybrid drive train. The battery power provides self-drive and fast lift operation without the inconvenience of connecting to the mains. Moreover, power cuts or local voltage fluctuations do not have an influence on a battery lift performance." First shipments are expected in late summer.



The Omme Lift 4200 RBDJ has a 42 metre working height

## Tracked telehandler from Moorend



The Four-Track telehandler offers an approximate lift height of six metres

UK specialist tracked vehicle supplier Moorend has developed a 3.2 tonne tracked telehandler. The new Four-Track has a lift height of around six metres and features an articulated, pivot-steer system.

Overall weight is about 10 tonnes, with an overall length of 6.3 metres, an overall width of 2.1 metres and a height of three metres. The company says that it reduces surface damage as well as offering good traction especially when used with a bucket for loading duties. The company said it is also developing a Four-Track crawler carrier with a 10 tonne carrying capacity.



Bay Crane now has three 500 tonne Liebherr LTM1500-8.1

## Bay Crane expands

US crane rental company Bay Crane is adding 26 new All Terrain and Rough Terrain cranes and boosting its transport fleet to support its new branch in Carlstadt, New Jersey.

The order includes 12 ATs from Grove and Liebherr topped by the company's third 500 tonne Liebherr LTM 1500-8.1 and 14 new Tadano Rough Terrain cranes including the new 145 tonne three axle GR 1600XL. Half of the new

cranes have already been delivered with the rest expected to by the end of the second quarter. The transport fleet has been increased with eight new Kenworth heavy duty tractors and 32 Goldhofer SPMT axle lines.





Kurko-Koponen operates a wide range of Merlo telehandlers

## Ramirent beefs up telehandler business

Finnish-based rental group Ramirent has acquired the telehandler business of Kurko-Koponen, the leading telehandler rental company in Finland.

The company also signed a co-operation agreement with Kurko-Koponen for the provision of operated telehandler services. According to Ramirent this makes it the largest telehandler provider on the Finnish market. Annual rental volume of the acquired business is around €6 million and

under the agreement seven telehandler dedicated employees will transfer to Ramirent. Kurko-Koponen has been providing telehandlers since 2010. Its current fleet includes Merlo fixed frame and Rotos models as well as Manitou.

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# Financials round-up

## Record year for Palfinger

Palfinger achieved record revenues of €980 million in 2013 up 4.9 percent, pre-tax profits improved 12 percent to €61.1 million, also a new record. Net debt remained at €217.9 million.



## ATN up 26%

French aerial lift manufacturer ATN increased revenues 26 percent in 2013 to €10.7 million, almost two and half times the €4.45 million achieved in 2011. Net profits increased almost 10 fold, from €34,000 in 2012 to €302,000, while the number of machines shipped increased by 45 percent. The company hopes to achieve €15 million of sales in 2014.

## Skyjack at \$500 million

The Industrial division of Linamar, of which Skyjack is the major constituent, reported a 16.5 percent rise in revenues for 2013 to \$561.5 million, while operating income more than doubled to \$52 million. Fourth quarter sales increased 28 percent with profits of \$5.2 million compared to \$300,000 in 2012.



## Strong growth continues at Ashtead

Revenues at Ashtead, owner of Sunbelt Rentals and A-Plant, increased 23 percent to £1.25 billion, while pre-tax profits jumped 73 percent to £285.7 million. US-based Sunbelt increased revenues 21 percent to \$1.66 billion, while A-Plant revenues increased 31 percent to £201 million and profit doubled to £21.4 million.

## Sluggish year for Terex Cranes

Terex has published a poor set of results for 2013, with revenues down three percent to \$1.93 billion while operating income slipped more than 35 percent to \$110.5 million.

## Speedy issues warning

UK-based rental company Speedy has warned that full year results are likely to fall short of expectations, contrary to a recent update.

## Poor fourth quarter for Essex

US-based Essex Crane Rental capped a poor set of numbers for 2013 with a dismal fourth quarter. Revenues for the 12 months dropped three percent to \$95.54 million, pre-tax losses were \$14.7 million. The only positive news was new equipment sales tripled to more than \$11 million.

## Dismal update from Tanfield

Now an investment company with a minority stake in two companies - Snorkel and Smiths Electric Vehicles - it looks less likely to extract any significant return from its holdings.

## 19% growth at Manitex

Manitex International, the owner of Badger, Little Giant, CVS Ferrari and Load King boosted revenues by more than 19 percent in 2013 to \$245 million, while pre-tax profits improved over 21 percent to \$14.45 million.

## Lavendon profit lift

Revenues at Lavendon improved one percent to £237.5 million. Pre-tax profits however grew by 12.5 percent to £23.4 million. Net debt remained close to last year's level of £97.7 million.



## Mills Rental up 41%

Brazilian-based access and telehandler rental specialist Mills Rental posted another year of strong growth. Revenues for the rental division increased 41 percent to R357.3 million (\$151 million). Pre-tax profits improved 40 percent to R121.4 million (\$51.3 million).

## Haulotte returns to profit

Haulotte has turned a loss of €6.7 million in 2012 into a net profit of €1.1 million for 2013 - excluding the €8 million gain on the sale of UK Platforms. The company also cut net debt from €102.2 million at the end of 2012 to €41.6 million.



## Bronto edges up

Bronto, the Finnish-based truck mounted lift producer has posted revenues for 2013 of \$138.4 million, 2.5 percent up on 2012. Operating income was two percent higher at \$9 million.



## H&E up 17.5%

US-based distribution and rental company H&E saw revenues grow 17.5 percent to \$987.8 million, while pre-tax profits jumped 47 percent to \$65.1 million.

## Export led recovery at Tadano

Nine month revenues at Tadano increased 33 percent to ¥125 billion (\$1.23 billion). Pre-tax profits for the same period almost doubled to ¥15.3 billion (\$150.2 million). Exports were up 43.5 percent and now represent more than 55 percent of sales.



## Profit slump at Manitou

Manitou has confirmed 2013 revenues for 2013 of €1.176 billion, down seven percent, while pre-tax profits dropped to €8.2 million from €36.9 million in 2012. Net debt was cut by 18 percent to €84.5 million.



## Record year for Ruthmann

German truck mounted lift manufacturer Ruthmann has reported sales of €104 million for 2013, an increase of 9.4 percent and the first time the company has achieved sales of more than €100 million.

## Solid year for Genie

Terex AWP/Genie reported a 22 percent hike in revenues to \$2.13 billion, while operating profits jumped more than 54 percent to \$325.8 million.

## Profit rise at Cramo

Cramo has reported a four percent drop in revenues to €657.3 million for 2013, while pre-tax profits climbed 17.4 percent to €51.9 million.

## Ramirent profit crash

2013 revenues at Ramirent slipped nine percent to €647.3 million, while pre-tax profits crashed 23 percent to €63.9 million.



## Tat Hong slowdown continues

Singapore-based crane group Tat-Hong has reported nine month revenues 17 percent lower at S\$528.2 million, while pre-tax profits dipped 46 percent to \$40.7 million.





(L-R) Dieci owner *Ciro Correggi* with *Milos Lesina* owner of *Manatech CZ* and the telehandler that will attempt the new record

## Dieci goes the distance

Italian telehandler manufacturer **Dieci** and its Czech distributor **Manatech CZ** launched a combined attempt to set a new world record for the unassisted distance travelled by a telehandler.

The chosen machine, a Dieci Agric Plus 40.7 EVO2 left the Dieci plant in Montecchio, Italy on March 17th. To set a new record it must travel more than 840km in six days to the Techagro exhibition in Brno, Czech Republic, crossing Northern Italy, Austria and Germany. It will be monitored by official judges from the Guinness Book of World Records.

## Ainscough goes for Brakesafe

UK-based **Ainscough Crane Hire** has purchased **Turnkey's Brakesafe** portable brake testing equipment to use with its fleet.

Unlike traditional rolling road testing the portable device is placed in the passenger footwell of a vehicle and can measure the braking efficiency and left/right pull without having to connect to further devices.

The tester simply drives the vehicle at a constant speed and then applies the brakes in an emergency stop procedure. The device senses then indicates a pass/fail as well as storing the data



The *Brakesafe* portable tester



The blade can be raised to 70 degrees

## 62m rotor blade record

German crane rental company **Wiesbauer** has been testing its second generation **Scheuerle Inter Combi 126SP** transporter and rotor blade adaptor with a record 62 metre long, 13.4 tonne blade at the **Vestas** wind turbine plant in Denmark.

The transporter can raise the blade to an angle of up to 70 degrees to negotiate tight bends in wooded areas and rotate it to the position with the least wind resistance. The blade is bolted to a quick release plate that can be used on regular trailers as well as the 126SP, allowing a normal truck and trailer to move the blade over greater distances, while making it easy to shift over to the Inter Combi SP for challenging bends, usually limited to the last few miles of the journey



The rotor blade adaptor can be fitted to trailers as well as the SP

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• Terex Cranes has appointed Steve Headden as vice president of sales for North America.



**Steve Headden**

• Australian-based Lincon Hire has purchased a Barin AB 10.5 Combi road/rail under bridge platform.

• US-based rental company Crane Service has ordered a 400 tonne six axle Grove GMK6400.

• UK-based M&M Mobile Crane Hire has taken delivery of a new 130 tonne Tadano ATF 130G-5.

• The long-running pay dispute at the Liebherr Container cranes plant in Ireland has been resolved.

• Manitowoc has appointed Irlequip as its Crane Care dealer for Grove cranes in all of Ireland.

• Mark Woody of Palfinger has been appointed president of the National Truck Equipment Association.



**Mark Woody**

• H&E Equipment Services has appointed Rob Hepler as senior vice president rental sales.

• The Norwegian personal lifting association (PLF) held its annual meeting at Time in Denmark.

• Manitowoc has announced further sales, marketing and product management appointments as it restructures its organisation.

• Rental software specialist MCS is opening a Benelux sales office in Zwolle, the Netherlands.

• UK rental company Tracked Access Hire has ordered three new CTE truck mounted lifts.

• UK-based crane company AB2000 has taken delivery of its first new Liebherr cranes.

• Galizia has delivered a GF28 electric pick&carry crane to Trellerborg Sealing Solutions.

• UK-based Liftout has purchased a new Valla 25ELDC pick&carry crane.

• UK-based rental company Lifterz opened its third location in Sutton in Ashfield, Nottinghamshire.

• JLG has appointed Jean-François Sourdoire as after-market director and Richard Puglia as marketing director.



**Richard Puglia**



**Jean-François Sourdoire**

• Two tower cranes collided over Canary Wharf, London, seriously injuring a 35 year old man.

• UK-based Briggs Equipment has purchased two CTE truck mounted lifts for N.Ireland.

• Italian crane and lift manufacturer Manotti delivered 19 truck mounted lifts to Centlec in South Africa.

• JLG is expanding its McCallsburg training centre with a \$2.5 million, 1,400 square metre investment.

• German aerial lift manufacturer Teupen has appointed Riwal as its exclusive distributor in Brazil.

• IPAF's operator eLearning online training module is now available across the USA in both English and Spanish.

• Trojan Battery has appointed Alexander Hofmeyer to manage its sales to Africa.



**Alex Hofmeyer**

• UK-based Platform Sales & Hire has expanded its Midlands access centre with Skyjack scissors and Easy spider lifts.

• Mammoet has opened a new company and location in Cairo, Egypt.

• UK-based rental company Midland Truck Mounts has purchased its first spider lift, a Multitel SMX225.

• UK-based York Crane Hire has taken delivery of its third 40 tonne Tadano ATF 40G-2.

• Manitowoc has appointed Therese Houlahan as treasurer replacing Dean Nolden who moves to Manitowoc Cranes.



**Therese Houlahan**

• UK stone wholesaler Gerald Cullifords has purchased a new 40 tonne Grove RT540E-2 Rough Terrain crane.

• JLG has launched European Rental Spec telehandlers and upgraded Skytrak models.

• UK-based Emerson Crane Hire has opened a new west London depot in Iver, Buckinghamshire.

• Janne Niska, founder/owner of Finnish rental company Janneniska has died age 38.



**Jaane Niska**

• The Kimberly group has consolidated 1st Access Rentals, High Level Platforms and Kimberly Access.

• UK rental company Geoff Huntley Plant has taken delivery of eight heavy duty and 360 degree Manitou telehandlers.

• Dingli has shipped the first production unit of its 11.2 metre mast-boom to Turkey.

• Lavendon has appointed non-executive directors John Coghlan and John Wyatt, while Jan Åstrand has resigned.

• Manitowoc Crane Care has certified Paterson Simons as an EnCORE rebuild partner for West Africa.

• Lavendon has appointed Paul Rankin as managing director of its Middle East business, Rapid Access.



**Paul Rankin**

• UK rental company RKP Access Platforms has added a 22 metre GSR E228TJ truck mounted lift to its fleet.

• ECT Delta Terminal has taken delivery of seven Liebherr straddle carriers for its deep-water terminal in Rotterdam.

• Italian spider manufacturer Bluelift launched the hybrid C22/11 and appointed a new dealer in Russia.

• South Korean shipyard Hyundai Heavy Industries has ordered two MacGregor AHC subsea cranes.

• Cargotec has appointed Mikael Laine as senior vice president of strategy.



**Mikael Laine**

• The Swiss Army has taken delivery of four Liebherr LTM 1055-3.2 cranes with special attachments.

• UK Tool Hire has ordered a significant number of Ram Gemini 20:35PTJ truck mounted lifts.

• German rental company Gerken has placed an order for 17 Teupen Leo spider lifts.

• AEM and AEMP have announced a new standard for remote data collection/trouble shooting.

• UK-based Boss Training has expanded with a number of new appointments.



**Roger Cross**

• Tadano Oceania has appointed Roger Cross as sales manager for Western and South Australia.

• Graham Maddocks, a well-known scaffold and mobile tower engineer, has died.



**Graham Maddocks**

• DP World has ordered new generation Kalmar reachstackers for the new Jebel Ali container terminal.

• Italian rental company Boiano Service has taken delivery of three new Platform Basket spider lifts.

• Iraq's Ministry of Water Resources has taken seven 55 tonne Tadano GT-550E-2 truck cranes.

• Swedish rental company Stavdal has purchased a large number of Bravi Leonardo HD lifts.

• One of the first 180ft Genie SX180 boom lifts deliveries went to US-based Acme Lift.

• South African gold miner AGA has purchased seven bespoke Manitou MHT-X 860L telehandlers.



**Tomasz Walawender**

• Ramirent's senior vice president, Poland - Tomasz Walawender - has left the business after 13 years.

• UK-based Kingfisher Access has promoted Samm Reid to director taking over from Mandy Reid.

• Transnet Port Terminals purchased four Liebherr ship to shore cranes and 18 rubber tyred gantry cranes.

• German lifting company Klema has added five Grove All Terrain cranes to its fleet.

• Dutch rental company HWS has purchased a 26ft electric MEC 2684ES Speed Level.

• Skyjack veteran Dave Stewart has joined JLG as VP strategic accounts.



**Dave Stewart**

• Mumbai international airport has acquired three Palazzani TSJ25/C and two 27 metre TSJ27/C spider lifts.

• Tigieffe/Airo has moved into the UK with the joint venture Airo UK.

• Swedish-based rental company Rallco has purchased a 22.5 metre Isoli PT225 truck mounted lift.

• The first 36 metre Isoli PTJJ36.29 truck mounted lift has shipped to the UK.

• IPAF has confirmed that 500,000 valid PAL Cards are in use worldwide.

• USA-based distributor ReachMaster is to distribute Galizia pick&carry cranes.

• All Erection & Crane Rental has ordered 30 new Link-Belt cranes.

• PASMA launched an advanced tower training course.

• UK-based rental company Warren Access has won Safecontractor accreditation.

• Hiab has announced plans to restructure its operations in Hudiksvall, Sweden.

• Custom Equipment introduced three new push-around scissor lifts.

• Genie has added marketing to Brad Allen's role as VP product management and engineering.

• Swedish container terminal Stockholms Hamnar has ordered four Kalmar reachstackers.

• Volvo Rents has changed its name to BlueLine Rental, following its acquisition by Platinum Equity.



**Andries Slootmans**

• Andries Slootmans who helped put Tadano on the European map has died.

See [www.vertikal.net](http://www.vertikal.net) news archive for full versions of all these stories

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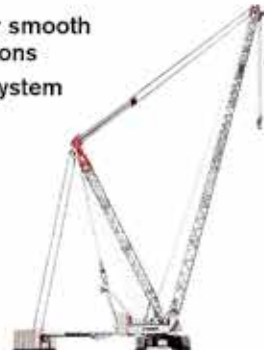
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# One lump or two?

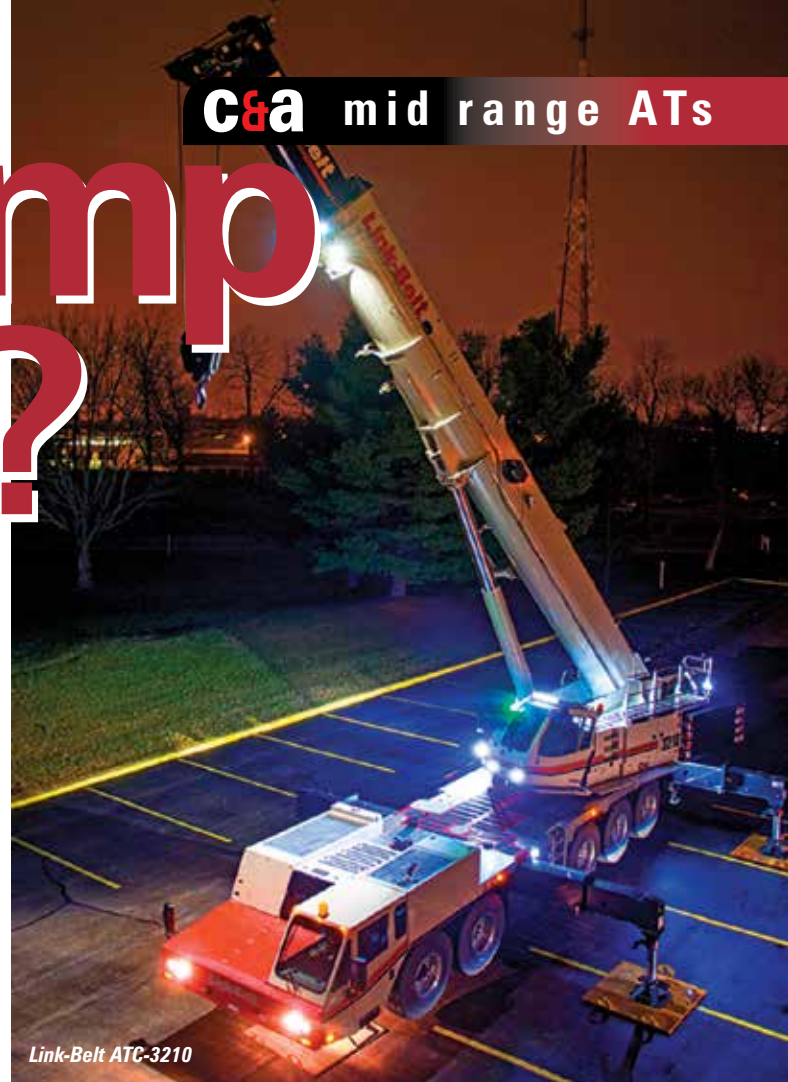
Like many things, size increases with age. Take modern cars such as the Mini and VW Golf and compare them with the originals of the 1950s and 70s. The modern versions are significantly larger and more powerful. The same goes for All Terrain cranes. Three years ago we looked at the increase in the nominal capacity of All Terrain cranes and identified the 100 tonner as having almost become a taxi crane. Over the last few years the average capacity of AT deliveries has continued to grow, with an increasing number of rental companies topping out their fleets with 250 tonners, while the 90-130 tonne class has now become the most popular, at least in Europe.

There are various reasons for this shift, not all of it is down to larger load modules, or the move towards alternatives such as loader cranes at the bottom end of the capacity range. In many countries very poor rental rates, and therefore financial returns from smaller (up to 60 tonnes) cranes almost force rental companies towards higher capacity models for better returns on investment.

In this issue we take a look at the slightly larger capacity mid-range class - five and six axle cranes between 150 and 250 tonnes - where there have been several

new additions, including two new single engine 160 tonners - the Terex Explorer 5600 and Liebherr LTM 1160-5.2 - both of which were launched at Conexpo.

We have written many times about Terex's move towards giving its new cranes a name, along with non-descript numbering (Challenger 3160, Quadstar 1100, Superlift 3800 etc...) the Explorer 5800 and now Explorer 5600 follow this policy. Given that Terex classifies its Explorer as 'capacity class' cranes - 220 tonnes for the 5800 and 160 tonnes for the 5600 - we have compared each against its major competitors to see how they



Link-Belt ATC-3210

stack up. For the Explorer 5800 this includes the Liebherr LTM 1220-5.1, the Grove GMK 5220 and Tadano ATF-220G-5. As well as the new Terex and Liebherr 160 tonners we take a look at the new 185 tonne Link-Belt ATC-3210 aimed primarily at the North American All Terrain market.

## Single engine or two

Over the past year or so, the concept of a single engine 'large capacity' All Terrain has grown significantly, topped by the two new 160 tonners from Terex and Liebherr. Liebherr, Terex and Manitowoc all have even larger capacity single engine cranes, but not all manufacturers buy into the single engine concept for larger cranes. Tadano Faun maintains that there are greater benefits to customers from the traditional two engine design, claiming that it offers customers the best overall package. Those manufacturers that have adopted the single engine concept usually cite advantages such as weight saving, lower overall cost of ownership and reduced working at height. However Tadano maintains that the smaller upper engine is much more efficient than powering the crane from the larger carrier

engine, which is grossly oversized for the job. Other advantages of the twin set-up include less wear, tear and maintenance on the swivel connection/power transfer between carrier and superstructure. The use of two separate diesel tanks gives more capacity and reduces risk of the crane operation running out of fuel after longer drives to site. Another problem Tadano identifies with the single engine concept is that the engine/exhaust is in a fixed position so uncomfortable for the operator when he is alongside, while the superstructure engine is always behind him.

Tadano says that having two engines provides fuel savings and increased engine life resulting in better resale value and benefits for the second owner. Service intervals are reached later and it avoids excessive operational hours on the larger, more expensive carrier engine. For example crane work can add a further 1,500 hours to the carrier engine over and above its normal road duties. It also maintains that the weight saving is really marginal (perhaps as little as 100kg) as this is offset by the installation required to bring the power to the upper structure. Tadano suggests



The new 160t Liebherr LTM 1160-5.2

# mid range ATs C&A



Explorer 5800 rear storage box



Explorer 5800 camera and load monitor



Explorer 5800

that manufacturers benefit more than the customers from adopting a single engine - saving the cost of one engine as well as design and redesign costs when complying with new emission regulations.

"There are significant savings with twin engine cranes - fuel, engine replacement costs and other swivel maintenance issues over a typical ownership period - as well as an increased residual value," says Tadano's Thomas Schramm. "Manufacturers favour the single engine because new engines require a complete redesign of the engine compartment, saving a huge cost in design work every time the engine changes. We think having two engines is the best solution for the customer so that is what we will provide."

## Explorers

Prior to last month's launch the Explorer 5600, the Explorer 5800 was the latest model in Terex's 17 model AT crane line-up, slotting between the 200 tonne AC200-1 and the 250 tonne AC250-1. In a comparison with its direct competition, it is clear that Terex wanted the new crane to be best in class in terms of key specifications. It also claims that it is the "strongest All Terrain crane over the entire working range" and also that it is "the most compact crane" in its class and that its single engine concept provides "reduced operational and maintenance costs". We compared it against the 220 tonne capacity cranes from Liebherr, Grove and Tadano. As the world's leading All Terrain crane producer, Liebherr has an extensive range of 21 models with the 220 tonne LTM 1220-5.2 fitting between its five axle 200 and six axle 250 tonner.

Grove's GMK5220 dates back to 2006 but is still surprisingly

competitive with its 68 metre main boom, 108.5 metre system length, 220 tonne maximum capacity (over the rear) and features such as Megatrak suspension and hydraulic luffing extensions.

Making up the quartet is the 68 metre boomed Tadano Faun ATF 220G-5. Prior to the 400 tonne ATF-400G-6 it was the largest in the company's nine model line-up, which the company says is in the process of being extended upwards.

## Terex Explorer 5800

One of the main features Terex targeted with the Explorer is that it is a global model. It has variable axle load configurations from less than 9.1 tonnes to 16.5 tonnes at which it can carry 18.7 tonnes of



Explorer 5800 Load monitor



Explorer 5800 external control panel for outriggers



Explorer 5800

counterweight along with boom extensions. For the USA it has eight foot (2,440mm) axle

How the new Explorer 5800 compares: (figures in red are best in class)

	Terex Explorer 5800	Liebherr LTM 1220-5.1	Grove GMK 5220	Tadano ATF-220G-5
<b>Max capacity with full counterweight:</b>	130t @4m	220t @3m over rear	220t @3m over rear	220t @2.5m w/extra equipment
<b>Max unrestricted capacity no counterweight:</b>	130t@ 3.0m	134t @ 3.5m	134t @3.0m	108t @4.5m
<b>Main boom length:</b>	70m	60m	68m	68m
<b>Axles:</b>	5	5	5	5
<b>Swingaway extension :</b>	21m	29m	21.3m	37.2m
<b>Max. system length:</b>	102m	103.3m	108.5m	109m
<b>Max. load fully extended main boom:</b>	12.7t	19.3t	14.0t	13.8t
<b>Max. counterweight:</b>	70.2t	74t	77t	71t
<b>Max. load moment:</b>	660mt	638mt	625mt	669mt
<b>Total length:</b>	14.45m	15.6m	15.08m	15.92m
<b>Carrier length:</b>	13.22m	13.38m	13.39m	13.45m
<b>Front overhang (max):</b>	1,230mm	1,980mm	1,690mm	1,605mm
<b>Height (14.00 R25)</b>	4.0m	3.95m	3.95m	3.94m
<b>Outrigger width:</b>	8.4m	8.3m	8.1m	8.3m
<b>Carrier Engine:</b>	405kW	370kW	420kW	405kW
<b>Superstructure engine:</b>	single engine	180kW	170kW	143kW

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Liebherr LTM 1220-5.2

spacings, 20.50" tyres for Australian road regulations, a boom off solution for Japan and dolly operation for lower axle load areas in Canada, USA and Norway. In the traditional 12 tonne EU axle load configuration, the 5800 needs two additional trailers to deliver all the equipment required. The optional dash board mounted axle load indicator gives the operator the actual readings for compliance in the various countries. Terex has also included its new electronic disc brake system with ABS, exhaust brake and retarder. The system also includes its dynamic launch control aiding acceleration up-hill when moving the crane from standstill without rolling back. Routine maintenance and visual checks are accessible from the ground or cab and the crane features storage boxes at the side and rear for outrigger pads and timber and a tackle box on the deck. A good deal of attention has been paid to safety, with folding ladders and telescopic handles as well as cameras both on the carrier and on the hoist and jib tip and working lights all over.



Grove GMK 5220

## How does the 5800 stack up?

As with all of Terex's new cranes, the 5800 is described as being in a 'capacity class' and as can be seen from the chart, it does not feature a maximum nominal capacity. The problem of being a '220 tonne class' crane begs the question - is it a 220 tonne crane or not? As we saw a few months ago, its big brother, the AC1000 is described as a 1,200 tonne capacity crane but really has the performance of a 1,000

## MTT-Cranes

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Tadano Faun  
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## C&A mid range ATs



Tadano ATF 220G-5

Liebherr LTM 1220-5.1 working in Orkney



Grove GMK 5220

tonner. The same may be said for the Explorer 5800 in that it performs well against 220 tonne competition but is not a performance class leader. It does have the longest boom and is the most compact, but overall it is merely competitive, rather than class leading. It is

currently the only crane in the group that features a single engine - a 405kW Euromot IV/Tier 4 - which as discussed above will appeal to some and not to others. It will be interesting to see the uptake of these single engine cranes against the traditional twin engine as

customers have the opportunity to try them for themselves.

Terex says the Explorer 5800's control system automatically senses demand on the engine to offer power when required and fuel economy when not. The latest operator's cab has a variable tilt up to 20 degrees, helping improve load visibility at steep angles. It comes with the standard IC-1 control system which stores all load charts and offers easy configuration based on load and radius input and can be quickly configured by operators.

The Liebherr - despite having been around for several years - still has one of the strongest overall load charts but is a little short on main boom with 60 metres - 10 metres shorter than the new Terex. Certainly its extensions, all of which

can be offset by up to 45 degrees, give it a competitive maximum tip height, but increasingly on this size of crane main boom length is important. The carrier is still one of the most refined with active rear-axle steering and a choice of six steering programmes.

The Tadano ATF 220G-5 dates back to 2006 and has proved a popular crane over the years, partly due to its specification, by also due to its bullet-proof reliability. It features a seven section 68 metre boom with single cylinder extension system, allowing partial telescoping of loads. The crane's nominal rating is at 2.5 metres over the rear, while at three metres 360 degrees it is rated at 182.5 tonnes. Examples of its load chart include 3.9 tonnes to 60 metres radius, over 34 tonnes at 20 metres and 10.6 tonnes at 40

metres. Extensions add 37 metres and include a 5.4 metre heavy duty section that can offset by up to 40 degrees. Size-wise it is the largest of the cranes although it is not significantly larger than the Grove or Liebherr. Drive steer configuration is 10x8x8, with the third axle lifting for crab steer, while the rear two axles feature Faun's electronic steering system that automatically shuts off at speeds of over 25kph. 16.00 tyres are standard with 20.5's as an option.

The Grove GMK 5220 also dates back to 2006 and like the Tadano has a 68 metre boom but is more compact and thanks to its class leading 77 tonnes of counterweight has a good load chart.

If Terex is pitching its Explorer against 220 tonne cranes it has picked some strong opposition. It is by far the most modern of the cranes but will its single engine win over or put off customers - only time will tell.

## 160 tonners shift to one engine

Conexpo saw the introduction of several new All Terrains in the 160-180 tonne category including the Terex Explorer 5600, Liebherr



Liebherr LTM 1160-5.2 was launched at Conexpo

LTM1160-5.2 and the Link-Belt ATC-3210.

The new 160-tonne LTM 1160-5.2 is the successor to the LTM 1160-5.1. Liebherr has a long and successful history with 160 tonne ATs, the original six axle machine was a strong performer and this was superseded by the 1160/2 oval boom machine in 1996. Liebherr says that the LTM 1160-5.2 is completely new, from the ground up. While the crane was unveiled at Conexpo we still haven't seen full specification details yet. What we do know is the load chart has been increased by around 20 to 25 percent whilst the main boom has remained at 62 metres. Chassis width has been reduced from three metres to 2.75 metres, making it both



Grove GMK 5220

easier to drive on public roads and easier to handle in congested areas on site. Being a single engine crane, the superstructure is powered by the 400kW chassis engine using a mechanical shaft transfer - similar to the company's first large single engine crane - the 300 tonne LTM 1300-6.2 launched at Bauma. Liebherr claims that this is most efficient form of power transfer - important when you are running that big engine to run the upperworks.

The six section 62 metre boom uses the Telematik telescoping system and has a 10.8 to 19 metre swingaway extension with zero, 20 and 40 degree manual or hydraulic offset and additional extensions taking the maximum tip height to 93 metres, with a reach of up to 76



Tadano ATF 220G-5

metres radius. A second hoist and a 2.9 metre assembly jib or auxiliary boom nose are also available. The maximum counterweight is 54 tonnes. Within its total 60 tonne gross vehicle weight - 12 tonnes per axle - the new crane can carry its bi-fold swingaway extension, a three sheave hook block and spare capacity for the storage box.

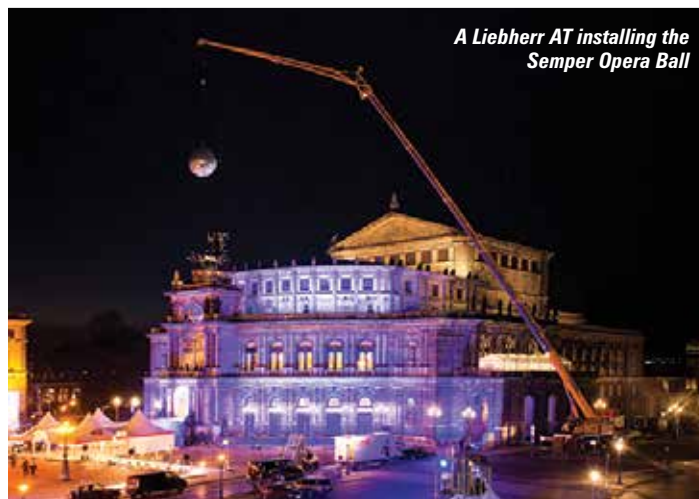
In order to keep fuel consumption down when used for crane work, the complete pump drive can be disconnected automatically when the engine is idling and then reconnected by the intelligent controller in a matter of seconds, when required. The ECO mode program allows the operator to set the required working



Tadano ATF 220G-5



Liebherr LTM 1160-5.2 single engine



A Liebherr AT installing the Semper Opera Ball



Grove GMK5170



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## mid range ATs C&a

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### Terex Explorer 5600

The Explorer 5600 is the second member of the Explorer family, designed along the same lines as its bigger brother the 5800 with almost the same main features, such as a compact carrier at 12.6 metres long and all-axle steering. Featuring a 68 metre main boom, maximum 95 metre system length and a maximum load moment of 480 metre tonnes, the 5600 can telescope up to 35 tonnes, while the hoist boasts a 9.9 tonne line pull for less reeving and increased performance. Power is supplied by a single 405kW Scania Euromot IV/Tier 4 final compliant diesel engine. The outrigger footprint is 8.14 x 7.5 metres - the largest in its class. Options include a xenon working lights package, pendulum load camera, tail swing camera and hoist and right-hand side cameras for improved visibility even at night. The crane also features the latest Terex cabs with electronics compartments moved to provide more inside space for operators. The 2.55 metre wide carrier cab has had the B-pillars removed for improved visibility.

### 185 tonne Link-Belt

The final crane in our review is the slightly larger capacity 185 tonne, five axle Link-Belt ATC-3210 aimed primarily at the North American market. It follows on from the 250



Explorer 5600 at Conexpo



Explorer 5600 cameras and light

tonne five axle ATC-3275 introduced three years ago. Link-Belt says a fully equipped ATC-3210 can be moved anywhere in the USA in just three truckloads each weighing 20.5 tonnes or less. The crane's 10x6x10 drive/steer carrier boasts axle weights of under 10 tonnes and a high level of equipment including anti-lock (ABS) disc brakes, transmission retarder, engine compression brakes, cruise and traction control as standard. Extra steering cylinders are provided for manoeuvring on difficult terrain, while the traction control has a mud and snow setting.

The ATC-3210 meets Tier IV final and EPA 2013 on-highway requirements and uses Hydrogas suspension with inter-axle and cross-axle differential locks.

Moving up to the superstructure, the six section boom has seven boom telescope modes to maximise capacities. Boom extensions include a 3.7 metre heavy-lift fly and an optional three-piece bi-fold swingaway, which hydraulically offsets from two to 45 degrees. A

manual version is also available. A new lighting package includes engine and storage compartments illuminated with internal LED lighting. The lights on the front of the operators cab and at the outriggers are high intensity LED lights and these can also be found in areas for fuel fills, ground control stations and other various locations throughout the crane.



Explorer 5600 is quickly ready to work



Explorer 5600 dash

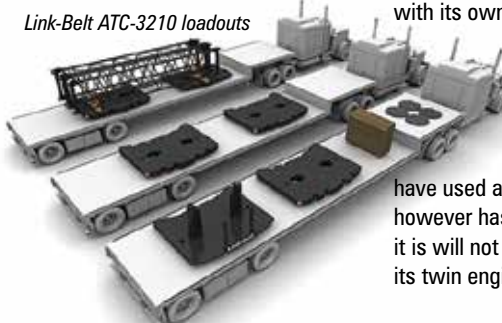
The superstructure cab tilts up to 20 degrees, while an engine-dependent warm water cab heating, a sun screen and a five-way-adjustable seat with headrest ensure a comfortable work environment. All connections and service points are centralised and easily accessible. Similarly, the pressure for every

hydraulic system in the upper can be checked from a single location. Other features include Link-Belts 3D Lift Plan and ground bearing calculator, five carrier cameras, a watertight storage box, quick disconnect connections for trailer or boom dolly and variable speed on-highway steering. Another feature that impressed many visitors to the company's stand was its new Pulse integrated telematics and crane information and overload system.

### Other cranes in the class

Competition also includes the 170 tonne Grove GMK 5170, while the closest Tadano to the new cranes is the 180 tonne AFT 180G-5. With both the new cranes supporting the single engine concept it will be interesting to see if Grove follows with its own single engine 170 tonner - you would certainly expect so, given that all of its new AT launches up to 400 tonnes have used a single engine. Tadano however has made it very clear that it is will not be changing over from its twin engine concept.

Link-Belt ATC-3210 loadouts



The 185 tonne Link-Belt STC-3210



Link-Belt ATC-3210 was launched at Conexpo



Explorer 5600



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# All electric

c&a

scissors

One of the most significant product development trends for scissor lifts in the past year or two has been that of compact electric Rough Terrain units. This was largely pioneered by MEC as early as 2008 when it launched the 3072 and 3772 models, however they were not the first battery powered Rough Terrain scissor lifts by any stretch of the imagination.

UpRight offered electric drive versions of its full size LX models, with diesel/bi-energy recharging units as early as the late 1990s. However the trend for compact electric RTs kicked off by MEC has recently gathered steam, with all of the major manufacturers now signing up to the concept. Both Genie and Skyjack launched bi-energy/hybrid versions of electric models at the recent ARA and Conexpo shows in the USA.

It is now possible to buy such machines from around half a dozen manufacturers, with more on the horizon. Most units are around 68 or 69 inches wide - 1.7 or 1.75 metres - and around three metres long. The detailed specifications do range quite widely, so for this study we have limited the models we looked at to units less than 3.1 metres overall length and less than 1.8 metres wide. To properly qualify, machines need to have at least

200mm of ground clearance, more than 25 percent gradeability and ideally are four wheel drive. Snorkel, Imer, Airo and Dingli all have electric powered Rough Terrain scissor lifts that might be described as compact, but are in fact larger than the machines we are looking at here. As are MEC's electric powered Speed Levels, although they are all more compact than the full-size Rough Terrain products used for cladding work etc.

As the chart below shows, while there is a good deal of similarity between the products on offer, the specifications do differ in some key areas, including dimensions, platform capacity, overall weight and extended deck size.

### Why electric?

One of the major driving forces behind the shift towards electric and bi-energy scissor lifts is almost certainly the increasingly tough



The new Skyjack SJ6832 RTE at its Conexpo launch

engine emission regulations obliging manufacturers to redesign machines to take the latest engines, helped along by improved electric drive technology and lower componentry prices. Rather than trying to keep up with the engineering challenges of installing these new, more expensive engines, it makes sense to convert to electric or hybrid

power, which can also offer users a number of substantial benefits. The latest electric AC wheel drive motors and efficient motor controls have also encouraged manufacturers, and provide excellent lugging power/traction to cope with off road conditions and steep grades as well as providing excellent braking and dramatically extending battery life.

Adding a small diesel power pack to the package and you have the very best of both worlds in terms of performance, while overcoming the high cost of engineering a new engine installation. The diesel power packs currently seen on scissor lifts are not however true hybrids, they tend to be simple recharging units that can be used either for remote recharging or for topping up the batteries. The latest units do though have a hybrid setting, which allows the system to monitor the charge in the battery pack and then kick in automatically when the batteries reach a certain level of discharge. Alternatively the operator can select 'always off' so that the engine will not start up on its own for when working indoors, or 'always on' useful when working outside and when the batteries are in need of topping up.

### Compact Electric/Hybrid Rough Terrain scissor lifts

Manufacturer	Model	Platform height	Overall width	Overall length	Platform capacity	GVW GVW	Deck Extension
Genie	GS2669E	26ft	1.75m	3.1m	680kg	3,442kg	1.52m
Genie	GS2669BE	26ft	1.75m	3.1m	680kg	3,445kg	1.52m
MEC	2659ERT	26ft	1.5m	2.67m	450kg	2,750kg	1.07m
Holland Lift	Y-83EL16-4wd	26.7ft	1.66m	2.95m	350kg	2,830kg	900mm
Haulotte	Compact 10RTE	27ft	1.8m	2.65m	565kg	3,380kg	1.2m
Skyjack	SJ6832 RTE	32ft	1.7m	3.1m	454kg	3,500kg	1.52m
Genie	GS3269	32ft	1.75m	3.1m	454kg	3,623kg	1.52m
Genie	GS3269BE	32ft	1.75m	3.1m	454kg	3,650kg	1.52m
MEC	3259ERT	32ft	1.5m	2.67m	340kg	3,150kg	1.07m
JLG	3369LE	33ft	1.75m	3.07m	454kg	4,600kg	910mm
JLG	M3369LE	33ft	1.75m	3.07m	450kg	5,250kg	910mm
Haulotte	Compact 12RTE	33ft	1.8m	2.65m	450kg	3,800kg	1.2m
JLG	4069LE	40ft	1.75m	3.07m	360kg	5,300kg	910mm
JLG	M4069LE	40ft	1.75m	3.07m	360kg	5,700kg	910mm
MEC	4069ERT	40ft	1.75m	3.20m	360kg	4,900kg	1.21m
Genie	GS4069	40ft	1.75m	3.1m	363kg	4,810kg	1.52m
Genie	GS4069BE	40ft	1.75m	3.1m	363kg	4,850kg	1.52m

## Full hybrid on the horizon?

The next step for manufacturers will surely be to follow Niftylift and more recently JLG, both of which have installed true hybrid power systems in boom lifts. These use a smaller diesel engine with a generator and an electric motor which combine to provide the machine's maximum tractive effort when needed, such as on steep muddy slopes. In these systems the engine and its generator can also input current directly into the machine's power system, rather than running through the batteries.

Genie's 69E and BE scissor lift range also include regenerative braking, so that as the machine slows down or runs downhill it generates power which is used to top up the battery pack. This principle could also be applied to the lift function, so that gravity platform descent generates power. However the amount of power generated hardly seems worth the added complexity.

Another advantage of the electric powered models is simpler maintenance, especially if the batteries are equipped with automatic top-up systems, or are sealed. There are simply fewer components that require attention or to go wrong.

Conversely the latest diesel engines require more care than older power units, with additives, particulate filters and special oils often required. The full impact of looking after the latest tier engines has yet to hit most rental companies, and may well be something of a shock when it does. Finally another advantage of electric powered models for end users is the fact that the running/



JLG 4069LE



Skyjack 6832 RTE tilt and turn generator

fuel costs are substantially lower than for diesel units. Add to this the noise issue, with battery powered models helping keep work sites quieter, while they can also be used both indoors and outdoors allowing one machine to stay on site for the duration of the contract, saving on delivery and collection costs etc.

## New Skyjack SJ6832 RTE

The Skyjack SJ6832 RTE launched at Conexpo claims to be the only machine in its category with four wheel drive and 45 percent gradeability as standard, as well as providing end users with a zero emissions and low running costs. The unit is likely to be the first of a number of electric powered RT scissors from the company, as it moves towards a full conversion from diesel to electric power for these lifts. To simplify operator and service training, not to mention efficient manufacturing, the new model uses the same chassis as the existing 68RT diesel/dual fuel units, while the elimination of air, fuel and oil filter servicing, oil changes, belts and coolants etc reduces maintenance costs and time. Almost all non-power plant related parts are common with the internal combustion 6832RTs. Easy access to components includes being able to service the generator when the machine is stowed,

thanks to a clever twist and tilt mounting. Standard drive is direct electric through a crossover symmetrical four-wheel axle drive system to foam-filled non-marking tyres. The company claims that the unit also has the tightest turning radius in its class and uses Skyjacks normal relay driven controls for ease of service and replacement.

The generator pack can either be manually controlled from the platform



MEC 3259 ERT

or set to come on automatically when the batteries drop to 50 percent of charge. The RTE has a 454 kg platform capacity and is available with auto-levelling outriggers.

## Genie bi-energy hybrids

Genie has expanded its 69 inch wide compact Rough Terrain scissor lift range with the addition of a recharging package that creates three new bi-energy (BE) hybrid versions the 26ft GS-2669BE, the 33ft GS-3369BE and 40ft GS-4069BE. The new models will be available for all markets early in the second quarter and feature four AC wheel mounted drive motors, an active oscillating front axle and the integrated BE generator pack to recharge the batteries as well as supply power to outlets installed on the platform and the chassis. As with the straight battery powered versions which were launched two years ago, the bi-energy machines can all be driven at full height and include the 1.5 metre slide-out deck extension. Platform capacities range from 680kg for the 26ft GS-2669, to 454kg for the GS-3369 and 363kg for the GS-4069.



Genie's new bi-energy hybrid

The BE scissor lift series features two selectable operating modes. In 'hybrid mode' the system automates the charging function of the integrated generator, maintaining the battery charge by coming on automatically as and when required. All models are also equipped with a regular on board charger for normal mains re-charging. Non-marking foam-filled rough terrain tyres are of course standard, which allows the machines to be the first on site and the last to leave, as they are used for finishing work on indoor slab surfaces.



Skyjack SJ6832 RTE



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# scissors

**C&A**



Compact 10DX with stabilisers



JLG M3369LE



Hy-Brid HB 1430



MEC Titan 60S and 6092 scissor at Conexpo

## A hybrid Holland Lift?

With regards to other new hybrid products we understand that Holland Lift is currently working on at least one fully hybrid scissor lift model and possibly a new range for introduction later this year. The company already offers several of its larger models including its largest - the 106ft platform /34 metre working height Megastar G-320EL30 4WDS - with battery electric power packs and 4x4 drive and steer. It also had one

model that fell within our look at compact 4x4 battery electric RT models, the 26.7ft Y-83EL16-4WD. At least two of the leading Chinese manufacturers are also planning the introduction of electric powered versions of mid-range Rough Terrain lifts, while Haulotte has had some success with its Compact 10 and 12RTE models, which are significantly shorter than other machines that we compared, although they are also wider topping the pre-set limits of our study. So far

the company has not yet dipped its toe into the hybrid market, either for its booms or its scissor lifts, but this may well change as it emerges from economic hardship.

Rising fuel prices and the increasing demand for zero-emission equipment will surely lead to more hybrid machines especially as the hassle of looking after the latest engines becomes apparent. When it comes to scissor lifts, we can see a day - in the not too distant future - when electrics or hybrids will outsell

diesel powered units, at least in developed markets. Expect further product launches over the next 12 months.

## A small scissor with a difference

At Conexpo, Xtreme unveiled a small highly specified slab electric self-propelled scissor lift, the 32" wide, 12ft platform height XS3212 with a 227kg platform capacity, overall length of 1.37 metres and 635mm long deck extension. Overall

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Snorkel TM12

weight is just 844kg making it competitive with 12ft mast type lifts. The unusual machine has a very low step-in height of just 463mm, with saloon-style gates. Most unusually it has four wheel steer, including two wheel, four wheel co-ordinated and crab steer. The control box is fixed in position and includes a two axis joystick for full proportional control of the steering, drive and platform lift. Snorkel - now part of Xtreme - says it will introduce a simplified two wheel steer version of the new lift. The company has also re-introduced the TM12 name on its popular 12ft mast lift at least in North America. The choice of products competing in the 12ft lift sector has expanded rapidly in the past couple of years and appears to be gathering pace, with Custom Equipment now shipping its new self-propelled 12ft HB-1230 scissor lift, while French



The new ATN PVR 79 mast-type lift



MEC Titan 60S



Xtreme XS3212

manufacturer ATN says that it will introduce a mast-type lift later this year. The ATN PVR79 Compact Palf will use a forklift style mast and offer a 19ft platform height, although dimensionally it will be similar to the existing 12ft mast lift models such as Snorkels TM12, and those offered by JLG and Skyjack - which also builds a 16ft model.

### Unusual MECs

MEC has been busy with a variety of other interesting platforms including the new 60ft 6092RT scissor lift which it claims is the largest scissor lift produced in North America. The company has also delivered the first units of its Aircraft GSE - ground support equipment - series of scissor lifts and started shipping its Titan Boom 60S, the high capacity scissor lift sized platform on a telescopic boom with 20 metre working height and a huge 6.7 x 2.28 metre deck and 1,350kg capacity. Optional platform accessories include pipe, glazing and cladding cradles and racks and a sheet material rack and platform

canopy. The unit has the advantage over a scissor lift in that it offers 14.6 metres of outreach over the front, with the stabilisers deployed and three metres of outreach to the rear.

The new dual deck 6092RT scissor has a 20.1 metre working height with one-touch outrigger auto levelling. Weighing 9,300kg it has a platform capacity of 540kg with 227kg on each deck extension. Width is 92" (2.38m), while platform length is 5.23 metres extending to 7.54 metres when both decks are used.

### Aircraft GSE range

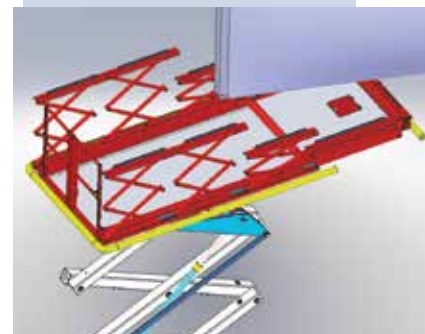
The diesel/gas powered MEC 4069RT-A and battery/hybrid electric 4069ERT-A are the first units in the company's Aircraft GSE range, with a working height of 14 metres, they have been specifically designed for maintenance work on both jumbo jets and smaller aircraft. Designed in partnership with the engineering team of major international airline, the units have a 4.22 metre extended deck with 400kg platform capacity. The most significant feature is its unusual scissor style sectionalised guardrails - the VVC (Variable Vertically Collapsing) concept - that adjust to the curvature of an aircraft's fuselage, without compromising the fall protection benefits of the guardrails. The design also incorporates an over-wing maintenance hatch, allowing work on the wing surface without reaching outside the guard rails.

Aircraft bumpers with shut down sensors, aviation paint and adjustable programmable speed controls are just a few of the features that tailor the unit to the aircraft support industry. Its first order for around 20 units has now been delivered and the units are said

to be performing well. They can be spotted at work around on aircraft at Heathrow's Terminal 5.

"The VVC guardrail system allows the operator to position each guard rail independently, in a manner that forms to the curvature of the aircraft's fuselage," said Jim Tolle MEC's director of international markets. "This can be accomplished not only in the front of the machine but also on both sides. Our reverse mounted scissor linkage also allows the scissor stack to move towards the rear of the machine when elevated, providing the operator with more out-reach."

### MEC's Aircraft GSE scissor with variable folding guardrails



# Scissor attachments



Scissor lifts, with their larger, higher capacity platforms are ideal for applications that involve bulky or heavy materials for construction and the fitting-out stages of a building. However long or bulky items - such as lengths of tubing, boards and cladding - cause problems by not fitting easily or safely in the platform and are therefore often carried on top of the handrails or in positions outside of the platform that could compromise stability or safety.

There are several side mounted rack-type attachments that hold materials such as boards, but the first to offer a handling and positioning capability for wall boards was Italian manufacturer Bravi when it launched its board handler at Conexpo 2011.

The unit features a lightweight electric powered track and detachable adjustable frame to hold and move the sheet material weighing up to 15kg. The handler can track the sheet from a position alongside the platform through 90 degrees to an overhead position for ceilings. The combination of aerial lift and positioner is intended to replace two separate units which would require at least two men to make it work.

*The Bravi dry wall-handler holds the sheet in an adjustable bracket before raising it on the track into the overhead position*



About 18 months ago UK-based rental company Aerial and Handling Services introduced its deckRail Xtra materials handling attachment for Genie scissor lifts - initially designed for a 19ft Genie GS1932. It uses a system of floor stiffening saddles and loadbearing outer guard rails which replace the originals. Jaw brackets are then attached which safely restrain and hold materials in place without intrusion into the platform area.

Once installed the jaw brackets can either be set up on the two guard rails or just on one side, with each bracket having a simple lashing strap to hold the loose items such as tubing in place. The system has also been designed so that the deck extension can function normally

and weighing just 14kg it only reduces the platform capacity to 213kg. The system is available for purchase in complete kit form and takes approximately 45 minutes to install. The company has also said that a wider version is being developed for a Genie GS2646 scissor lift.



*The deckRail jaw brackets can either gather and bundle loose materials or restrain larger single items*



*Initially the deckRail Xtra has been designed to fit the Genie GS1932 scissor lift*

## New developments

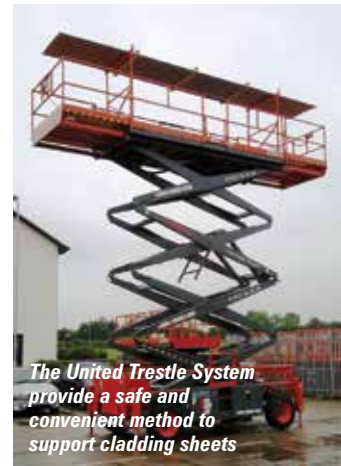
In the past month or so there have been two new attachments launched. The first is the United Trestle System developed by UK rental company United Powered Access (UPA) for its fleet of big deck Skyjack scissor lifts. Designed specifically for the 47ft 88/41 and 56ft SJ9250 scissor lifts, the system comprises two steel trestles fixed to the scissor lift's roll-out extension platforms which provide a safe and convenient method to support cladding sheets and other sheet material.

The retrofit system - approved by

Skyjack and CE marked by PAC (Powered Access Certification) - weighs just 58kg (29kg per trestle) and takes 15 minutes to install once a machine has been modified for adaption. Measuring 1.2 metres wide the trestles can be positioned from 1.4 metres up to four metres apart depending on how far the two roll-out platforms are extended. The trestle height is also adjustable in 100mm intervals from the top of the guardrails up to 1.8 metres above the platform. The system can be adapted to support sprinkler returns, six inch mains pipes and air conditioning duct systems.



*One of the two steel trestles fixed to the scissor lift's roll-out extension platform*



*The United Trestle System provide a safe and convenient method to support cladding sheets*



The SHU (Stand High Unrestricted) attachment has been developed for Genie scissors with widths from 30" to 46" by Manlift Manufacturing in the USA



Finally the SHU (Stand High Unrestricted) attachment has been developed for Genie scissors with widths from 30" to 46" by Manlift Manufacturing in the USA. The device takes the place of and uses the fixing points of the lift's roll-out deck extension and provides an additional 500mm work height and more importantly allows safe access to small openings in a ceiling - such as through false ceiling tiles - without the often seen practice of using ladders, standing on the machine's guardrails or using planks spanning between the rails. Costing around \$3,500 the unit slots into the Genie platform's deck extension rails and is then

plugged into a pre-wired connector that feeds and monitors two safety switches on the attachment. One prevents the machine from being raised if the SHU guardrails are in the lowered position (they drop down to the same height as the main guardrails), while the other switch disables lift functions when a person is standing in the SHU attachment - the floor is hinged and spring loaded so it triggers the safety switch when someone is in the platform. The 30/32 inch wide model weighs 70kg and has a 550 x 630mm platform and a capacity of 113kg. CE approval is already underway.



Costing around \$3,500 the unit slots into the Genie platform's deck extension rails



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# Conexpo sets new records



C&A

Conexpo

This year's Conexpo show in Las Vegas attracted almost 130,000 visitors - the second highest attendance in its history - setting new records for exhibitor space and the number of exhibitors - around 2,000. The show also attracted 31,000 overseas visitors, up nine percent on 2011 mostly from South America, China, Canada and Europe.

The improving economy in North America meant that there was an optimistic mood with many exhibitors having a very good show with regard to enquiries and equipment orders. For many exhibitors Bauma still remains the premier show and so numerous exhibits - while new to North America - had already debuted last year in Munich.

There were however several major surprise launches including two Manitowoc crawler cranes with Variable Position Counterweights (VPC), a 185ft boom lift from JLG, two 160 tonne single engine All Terrains from Terex and Liebherr, a new luffing jib tower crane from Potain, two new telescopic crawler cranes - the 100 tonne Sany and 50 tonne Link-Belt - and the largest RT crane to date the new 145 tonne three axle Tadano GR 1600XL-2 RT. There were also new products

from JCB, JLG, Manitex, Broderson, Skyjack, Xtreme, Manitou, Genie, MEC, Jekko, Zoomlion, JMG, Elliot, Altec, Custom Equipment and a huge telehandler and a small scissor from Xtreme. Here are a few of the major new product introductions and a photo round up of the show.

## Manitowoc VPC crawlers

The most innovative stand at the show was Manitowoc with its new VPC crawler cranes and a new synthetic rope. The 300 tonne MLC300 and the 650 tonne MLC650 - both seen for the first time - use a variation of the moveable counterweight first seen on the 2,300 tonne Manitowoc 31000. The new smaller crawlers use a rack and pinion arrangement to move the counterweight backwards and forward along a track shifting weight to suit the load and boom angle. The company says the design which requires no carbody counterweights



Manitowoc 300 tonne MLC300 VPC

is the most significant crawler crane development in more than 20 years. By shifting the machine's balance to keep the weight centred over tracks, the new counterweight can reduce the amount of ground preparation required, lowers ground bearing pressures and requires less counterweight without sacrificing lift capacity. The two cranes also use common 10 tonne counterweight slabs, keeping things simple for fleet owners.

The MLC300 features a 96 metre boom and has the option of a 30 metre fixed jib attachment, while a 96 metre luffing jib extend the system length to 144 metres. The larger MLC650 has a 104 metre main boom and 30 metre fixed jib or a 101 metre luffing jib for a maximum system length of 157 metres.

A VPC-MAX attachment increases counterweight effect and therefore lifting capacity for heavier lifts that would usually require a suspended superlift device. The attachment which does not need to be lowered to the ground, also allows longer boom and jib combinations as it retracts instead. The VPC-MAX attachment gives the MLC300 an additional 24 metres of boom and the MLC650 a further 36 metres for a maximum boom and luffing jib

combination of 205 metres while increasing maximum capacity to 700 tonnes. The company says that the new system makes the cranes more suitable for working from barges, while the MLC650 can install 120 metre plus turbines for the wind industry.

Both the MLC300 and MLC650 are designed for easy transport and set up, with jib sections stowing within main boom sections, jacking systems and a live mast. Additionally, the MLC300 has an automatic track tensioning system.



The 650 tonne Manitowoc MLC650 VPC moveable counterweight



Welcome to the Zoomlion stand



*The 185ft Ultra Boom JLG 1850SJ*



*JLG 1850SJ chassis*

**World's largest boom**

JLG confirmed the rumours with the launch of its new 185ft (58.5 metre working height) 1850SJ Ultra Boom, topping the Genie SX-180 by 1.7 metres. The unit uses a five section boom and a two section 6.1 metre telescopic articulating jib. Maximum platform capacity is 454kg with 21 metres of outreach, while 24.4 metres is possible with 227kg. The all-new X-type chassis - similar in appearance to the Genie SX-180 - has an overall stowed width of 2.49 metres which extends in around a minute to its five metre wide working mode. Time to full height is quick at less than five minutes from ground to full height, while an LCD screen at the platform controls shows the machine status, the platform position within the working envelope as well as engine status, fuel levels and fault diagnostics. The unit does not require an oversize permit but at 27.4 tonnes may need a weight permit. Overall stowed length is 14.57 metres.

JLG also launched its first hybrid boom lift, the 34ft 340AJ with direct electric drive motors, a battery operated electric power unit and a small Kubota diesel, which keeps the batteries topped up, provides power for the drive motors or combines with the electric motor for maximum power. The new boom is available in 4x2 or 4x4 versions and is said to be competitively priced with the regular diesel version.

**160 tonne ATs**

The single engine concept for larger capacity cranes moved forward with two new products from Terex and Liebherr. More details on these two and the concept can be seen in the mid-size AT feature which starts on page 17. Liebherr - which launched the 300 tonne single engine LTM 1300 at Bauma - has expanded the concept to the new 160 tonne LTM 1160-5.2 the successor to the LTM 1160-5.1. The new crane has increased capacities of between 20 and 25 percent and retains the same 62 metre boom. Overall width has been reduced from three to 2.75 metres, making it easier to move on public roads and congested sites. It uses the same mechanical shaft method of powering the superstructure as the larger LTM 1300 and Liebherr says benefits include a reduction in maintenance and a reduction in weight which can be used to increase the crane's capacity.



*Terex Explorer 5600 cab*



*Terex Explorer 5600 - a single engine 160 tonne AT*



*Liebherr LTM 1160-5.2 160 tonne single engine*

Terex expanded its Explorer AT range, adding the '160 tonne class' Explorer 5600 to the '220 tonne class' Explorer 5800 launched at Bauma. The five axle Explorer 5600 has a short 1.4 metre front overhang, while offering an optional boom-off solution or dolly to help meet the most stringent road regulations. It comes with a 68 metre main boom and 95 metre maximum system length, while an automatic counterweight rigging system cuts set-up times. The Explorer 5600 crane has a compact 12.6 metre long carrier and an overall length of 14.39 metres. All-axle and crab steer makes it a highly manoeuvrable machine.

A single Euromot IV/Tier 4 final diesel engine is equipped with a power management system to tweak the settings for maximum efficiency depending on power demand. Maintenance points are positioned in a central area to reduce service time. Other features include a new electrical braking system which is said to reduce brake pad wear and a dynamic launch control for easier hill starts. Its 8.14 x 7.5 metre outrigger footprint is the largest in its class

**New Potain luffing jib tower**

Potain unveiled its MR 418, the first in an updated line of luffing jib cranes each with full frequency-control mechanisms. The MR 418

also features the optional 270 LVF 120 hoist that was introduced in 2013. The crane can be used with either one or two-fall reeving and is ideal for power plants or high rise buildings, including structures that exceed 200 metres thanks to its 830 metres of rope storage capacity so that in two-fall configuration a drop of 415 metres is possible while the winch can reach speeds of up to 254 metres a minute. Maximum capacity is 24 tonnes and the maximum jib length is 60 metres. Luffing from the horizontal to almost vertical takes 1 minute 15 seconds, well under the two minutes that most luffing jib cranes of this size require. A new auto-levelling function allows the crane to move loads horizontally by using only the luffing motion, rather than the luffing motion combined with the hoist.

A new power control function adapts to varying power inputs, including lower power supplies on site. Automatic switching from a 50 to 60 herz also makes the crane easier to move between countries. The luffing mechanism and hoist are mounted inside the counter-jib and there is a large service platform behind the cab from which to access all the major service points. Manitowoc says it will launch further luffing jib cranes later this year. The first two units were ordered by Jimmy Lomma of Lomma cranes New York.



*Potain MR 418 luffer*



Sany SCC8100TB



Link Belt TCC500

tip height to more than 50 metres. Standard counterweight is 11.4 tonnes and the TCC-500 transports in one load weighing 45.4 tonnes. Height is just over three metres and width 3.49 metres. On site the tracks extend to an intermediate width of 4.12 metres or are fully extended at 4.63 metres.

**Game changing rope**

A surprisingly popular exhibit was a new synthetic rope on the Manitowoc stand. A joint development with Samson it is 80 percent lighter than a wire rope, cleaner, much easier to reeve and is said to last far longer than a wire rope, due to the fact that it will not 'birdcage' and is more resistant



Samson's new K100 synthetic rope was an extremely popular exhibit

to damage. It is available as a replacement for 16 to 22mm wire rope. We will cover this amazing new rope in the next issue.

**Skyjack RT Electric**

Skyjack used the show to unveil its new SJ6832 RTE battery electric compact Rough Terrain scissor lift, with a neat removable generator pack that can be set to automatic or controlled from the platform. More in our scissor lift feature on page 27.



Skyjack SJ6832 RTE

**Sany unveils tele crawler**

Sany's major launch was a new telescopic boom crawler crane - the 100 tonne SCC8100TBXL - which features a five-section 47.5 metre boom, with a shorter four section version as an option. A 10.7 to 18 metre offsetable swingaway extension takes the maximum tip height to 68 metres and maximum counterweight is 37 tonnes. The crane uses a lightweight synthetic rope, which it says allows a lighter boom design. Overall width is 3.96 metres when retracted and 6.4 metres in full working mode.

Overall height is 3.63 metres and length is just under six metres. Power is supplied by a Cummins Tier 4 Interim certified engine and the crane features a new cab - the Porsche designed UltraCab 2.

**Another Link-Belt telescopic crawler**

Link-Belt extended its telescopic crawler crane range with the launch of the 50 tonne TCC-500, with a 33.8 metre four section main boom. Extensions include an 8.7 to 15.6 metre two piece bi-fold swingaway, which offsets at two, 20 and 40 degrees and takes the maximum



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Haulotte HT67RTJ



Bobcat V417 compact telehandler



Kobelco CK2750G



JLG G5-18A



Winlet glass manipulators on the Reachmaster stand



Lift demonstration on the IPAF stand



JCB dancing diggers show



Liebherr LR 11000



Fassi on its distributor Fascan stand



The undercarriage of the raised Grove GMK 6400



Visitors were asked to add to the Terex graphic



Manitowoc MLC650 variable counterweight



Gianpiero Marti of Bluelift on the Reachmaster stand



Xtreme XS3212



Maeda MK1033C



Link-Belt RTC 80150 three axle RT



Pettibone 1157 telehandler



Liebherr LTM 1750



Joe Bamford



TRAM solution for working at height on cranes





Liebherr Mr torque challenge



Don Ahern of Xtreme



Bluelift spider and PB scissor on the Reachmaster stand



Cormidi multi-purpose spider crane/platform showing off its jib capabilities



Genie GS-4069BE bi-energy hybrid



Zoomlion RT lineup



XCMG XCT90U

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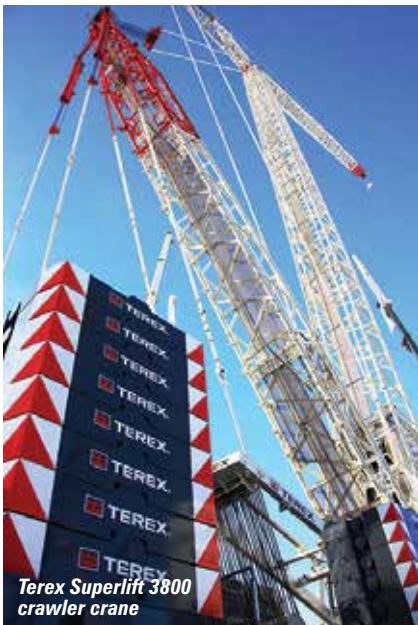
Custom's Justin Kissinger with the new Hy-Brid HB-1230



Teupen camouflaged spider



Palfinger's huge PK200002 loader crane



Terex Superlift 3800 crawler crane



The Lift Safety Zone demonstration on the IPAF stand



Essential reading - The Vertical Guide to the show



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# Upbeat Orlando

This year the American Rental Association broke a long-standing arrangement or series of co-incidences its annual convention and Rental Show during a Conexpo year. Conexpo is of course always held in Las Vegas and having the two shows in the same city within weeks of each other has created friction in the past. This year however the ARA chose to return to Orlando, Florida.

With Conexpo a few weeks earlier than usual this year there were barely more than two weeks between the two events and as a result almost certainly fewer new products launched at the Rental show, with companies such as JLG preferring to save big new product launches for Conexpo, while some smaller companies chose one or the other. However there were some innovations on show and the overall mood was generally very upbeat, with most aerial lift companies reporting strong order intake.

## Electric RT scissor trend

The trend most in evidence at the show was the growth in electric or hybrid compact Rough Terrain scissor lifts. Genie elected to use the Rental show to unveil its new 'hybrid'/bi-energy BE69 series of

scissor lifts, with the 26ft GS-2669, 33ft GS-3369 and 40ft GS-4069 models. All feature AC direct drive wheel motors and a small diesel for recharging or powering the wheels and pump directly. Meanwhile Skyjack revealed the details of its new entry into the sector, prior to unveiling the actual machine at Conexpo. Meanwhile MEC - a pioneer in the electric RT sector - was keen to talk about its new 60ft big deck scissor lift, but deferred the official launch until Las Vegas.

Custom Equipment had a great show, with the full production version of its 12ft compact scissor lift the highlight of its exhibit, along with three new narrower, 670mm versions of its popular push-around scissor lifts - the HBP3.6, 4.5 and 5.0 - introduced in response to issues with domestic/office single door widths in the UK.



The small Mec stand at a busy Rental Show.

## Crane surprise

A surprise exhibitor was the recently formed Bailey Cranes established by ex Manlift Manufacturing owner Jeff Bailey. It showed a very interesting eight tonne carry hybrid deck crane, the IC-18, with full heavy-duty full traction battery pack and an engine mounted on a slide-out module for remote and on the go recharging of the batteries. The company also had a pedestrian controlled handler - the Brandon - on show, capable of being used as a crane with additional jib, telescopic fork truck and glass or panel handler with up eight metres tip height and five metres of outreach. As a fork truck it handles over a tonne, as a crane three tonnes and 500kg as a glass handler. As if these two were not sufficiently innovative the company also showed a pipe or sheet manipulator called the Robot that grips anything from a steel tube to a large panel and then positions it with the dexterity of a human wrist.

## 29 years and going strong

Skyjack - currently on a roll as its booms gain acceptance and it wins market share for its scissor lift range - announced the result of its



The newly formed Bailey Crane showed a new 8 tonne hybrid carry deck crane.



The new crane includes a slide-out engine to remotely recharge the full traction battery pack.



Genie launched its new BE69 series of Bi-Energy RT electric drive scissor lifts



Custom Equipment launched a line of upgraded and improved push around scissor lifts with narrower overall widths

quest to find the oldest Skyjack still at work. Not surprisingly the winner was found close to its home town of Guelph - the 1985 SJ006-10, was still in pretty good condition and with its original paint job. Owner Kraner Electric had no wish to part with it, but was also happy to add the prize - a new 19ft scissor lift to its maintenance fleet alongside its 29 year old unit. Skyjack also presented its 100,000th SJIII3219 19ft scissor lift to Chicago-based Metrolift which ordered the unit and decided to donate it to charity.



*Skyjack declared the result of its Quest to find its oldest scissor lift still working - a 29 year old model found just two blocks from the factory and the third ever built*



*Mathew and Peter Kraner with the 1985 Skyjack SJ006-10*

the channels of the roll out deck extension on a Genie GS1930/32. The platform is aimed to provide additional height and pass through openings in false ceilings (see page 33). Its \$3,000 price tag might prove off-putting for general buyers but it does include plumbed in safety systems, meets all the relevant standards and has manufacturers approval.

Snorkel made its first appearance under new ownership, with owner Don Ahern manning the stand and happy to talk of his plans for the business. Cranes & Access editor Mark Darwin spent several hours with him at Conexpo. To learn more about the industry veteran and maverick read his interview next month's issue. The company also announced that it was reverting to the TM12 name for its popular 12ft mast type lift.

Manlift Manufacturing launched a new product it has dubbed the SHU - Step High Unrestricted - a one man platform that slips into



*The Manlift SHU*



*Snorkel had a flashy stand and has rebranded its 12ft mast lift back to TM12*

JCB decided not to wait for Conexpo and do a double launch of its new ultra compact telehandler, the 2,500kg/six metre 525-60.



*JCB unveiled its new ultra compact 525-60*

C Tech the joystick and component supplier and re-manufacturer caused a double take with two completely rebuilt/refurbished scissor lifts on its stand. The company has teamed up with a rebuild specialist in order to offer more than just replacement parts for rebuilds.

**Spiders everywhere**

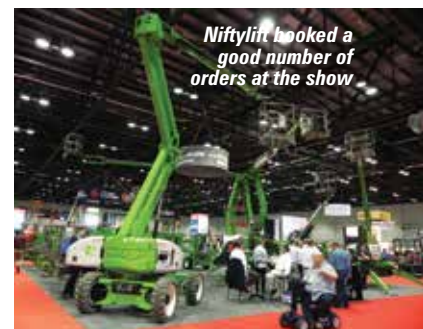
The show also highlighted the increased acceptance in the USA for spider lifts which was even more visible at Conexpo. ReachMaster with its Bluelift and TCA lines, Tracked lifts with Omme and Platform Basket, JLG with its increasingly wide range of Hinowa



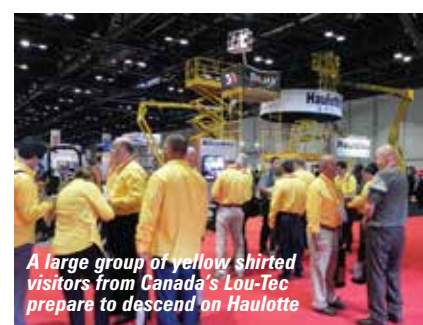
*A C-Tech rebuilt Skyjack scissor lift*



*CMC on the All Access Equipment stand - with Davide Fracca of Hinowa talks to CMC's Giovanni Carbonara while Lenny and Ryan Polonski of All Access Equipment*



*Niftylift looked a good number of orders at the show*



*A large group of yellow shirted visitors from Canada's Lou-Tec prepare to descend on Haulotte*

badged products and Cormidi with its crane/spider lift all exhibited at both events, while CMC distributor All Access Equipment, run by Lenny Polonski, focused on the ARA and created a good deal of interest with it's the 24 metre CMC dubbed the Crawler 78 in North America.

Haulotte and Niftylift were both present in force with substantial displays of equipment and both had very busy stands with results almost certainly outperforming those of Conexpo. Neither company launched new product at the show, but clearly showed products with strong appeal to the Rental show visitors.

**February 22-25th 2015**

Next year the ARA convention and Rental show moves to New Orleans from February 22nd to 25th. It promises to be a great show, being the main focus for any 2015 new product launches by the North American producers. So put the date in your calendar now. And just in case you're interested Mardi Gras and Ash Wednesday are February 17th and 18th in 2015.

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# A record year for Hire Show

Last month the UK's Executive Hire Show achieved its highest ever visitor and exhibitor attendance since starting in 2007, attracting 1,908 visitors and 148 exhibitors. Although primarily aimed at the tool and general hire industry, the show also featured a number of access and lifting exhibitors with new product launches.

Youngman took centre stage with its traditional stand opposite the entrance to present PASMA's 'Towers for Riggers' training course - for which it compiled all the build scheme drawings and technical data. It also launched its one-man Boss Solo 700 tower as well as its Boss Taskforce, a group of tower rental companies which supply and erect highly complex towers. Other products included the Boss X3X and X3X-SP self-propelled scissor lifts and its PAS 250 compliant Depot Podium.

Custom Equipment's UK distributor Hy-Brid Access Platforms in the entrance hallway attracted a good deal of attention with the introduction of four new lifts - the 4.5 metre HB-P4.5 and five metre HB-P5.0 push around lifts and the 4.5 metre HB-830CE and 5.66 metre HB1230 self-propelled scissors. Features on all four models include non-marking tyres and AGM battery as standard. Of particular interest was the five metre working height HB-P5.0 which is now under 700mm wide, allowing it to pass through most domestic doorways. The following photos highlight other interesting exhibits:



Hird showed a 2.5 tonne Valla 25EL pick&carry crane and a Winlet 350 glazing robot.



The 5.1 metre working height X3X-SP, is 760mm wide, weighs 496kg and features a 1.65 metre platform length and a 400mm deck extension.



As well as its range of PAS 250 certified podiums Euro Towers showed a prototype of its self-erecting Z-Fold tower. Designed to be erected entirely from the ground the 4.2 metre working height Z-Fold easy folds down to allow passage through standard doorways and transportation in a large estate car.



The Hy-Brid stand attracted a good deal of attention with four new models



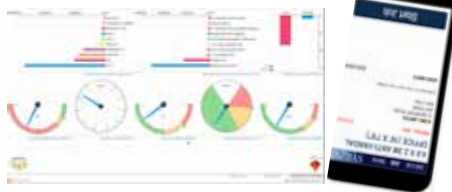
Bravi and its updated Spin-Go push around lift and Leonardo HD self-propelled scissor lift at the show



Elebia's UK distributor Red Plant highlighted the company's largest 20 tonne automatic hook



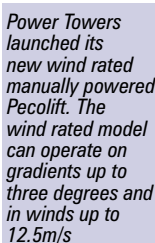
The Access Platform Company's launched its new 4.5 metre Skywinder Mini 250 which makes use of an additional mast section to offer an extra metre working height compared to the original Skywinder Mini. Slightly heavier at 280kg the 250 offers a 136kg platform capacity



Higher Concept launched two new products with the Syrinx Dashboard, a web-based application designed to simplify analysis of data via a computer, tablet or smartphone and the Syrinx Android Driver App, which enables staff to send delivery and collection details to a driver's Android phone



UK trailer manufacturer Ifor Williams featured its GH94BT access/construction equipment trailer with new 144cm mesh infill



Power Towers launched its new wind rated manually powered Pecolift. The wind rated model can operate on gradients up to three degrees and in winds up to 12.5m/s



Youngman's Boss Solo 700 has been designed for a single person to assemble. When not erected it fits within a 700mm by 1.3 metre trolley made up from the parts of the tower





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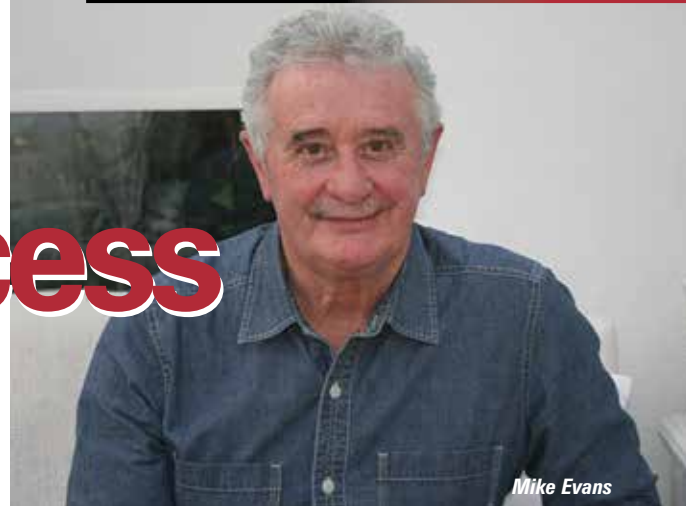
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# Mike Evans - 40 years in powered access

Ed Darwin travelled to Cardiff to speak with access industry veteran Mike Evans, currently an independent consultant with Riwal UK, about his 40 year career in the powered access market which dates back to the start of the industry in Europe.



Mike Evans

Evans also gave his views on the rental market, as well as his predictions on what the future has in store for the industry.

## A 'brief' history

Growing up Evans showed signs of being a promising rugby and football player and was even on the books for Cardiff City football club. His parents however encouraged him to pursue a more traditional career, although they were less than pleased when he decided to abandon his job working for the Cardiff City Council to work (for less money) at the Caterpillar dealership in Cardiff. He remembers his mother saying: "You will never make anything of your life if you make decisions like that!" Perhaps a case of famous last words?

Evans made the change from equipment sales to rental in 1969 at the aged of 21. He started out - where he insists everyone in the hire business should start out - on a hire desk for Harvey Plant Hire. In 1973 he joined Port Talbot Plant (PTP) as hire and sales manager and gradually worked his way up to managing director, helping the company become the UK market leader in powered access. Evans finally left PTP in 1989, joining David Price to set up GKN Powered Access but following

the departure of Price and the sale of the company to A-Plant in 1994 he left to reunite with Price at Nationwide Access (Lavendon). As director of Nationwide Access and Access Solutions, Evans was responsible, among other things, for forming the truck mounted division. He also worked in Germany and France for Lavendon and was a long serving IPAF and CPA Council member. In 2005 he became a consultant for the company and finally parted with Nationwide in 2011. After consulting for a number of companies, he has spent the last two years as a consultant with Riwal UK.

## Mentors, machines and markets

"Some things I feel that I must convey," Evans begins, "I have been very lucky to work with excellent mentors. David and Dorothy Mort (owners of PTP) were truly entrepreneurial and had a great feel for what was right and wrong in the business. They encouraged me to follow my instincts and offered in return honesty, loyalty and integrity. They had already developed a very successful quality based regional plant hire business and were ready to expand into new markets."

Although PTP operated a fleet of 12 Simon truck mounted lifts - a

relatively large number at that time - its main focus was in portable oil-free air compressors. Towards the end of the 1970's when the compressor market became more competitive, PTP recognised the potential of powered access. It changed its focus and embraced the opportunity, targeting the same steel companies, coal mines, petrochemical and automotive industries to which they had supplied compressors.

"The late 70's was all about identifying a market for a new product," says Evans. "Key clients were those who could appreciate a new way of working at height that was safer and more economical than towers and traditional scaffolding. The proposition was to demonstrate versatility, speed of access, cost savings and safety benefits."

"Early successes included the automotive sector, with the construction of Ford's new engine plant, petrochemicals, where oil refinery maintenance was very safety driven and ship repair where speed and manoeuvrability were vital. These gave us the confidence to go out and sell the concept to anyone who would listen. In the early pioneering days a boom rented quite easily at £10 a foot a week, (40ft = £400, 60ft = £600 and 80ft = £800) and customers saw the advantages of using the equipment and paying those prices."

The introduction of new machines like the 40ft JLG 40F self-propelled boom, and 200ft Simon Galaxy truck mounted lifts also prompted this change - although Evans was not completely convinced with the new JLG lift stating at its first demonstration: "It's a great idea but I can never see it taking off!"



The JLG 40F - "It's a great idea but I can never see it taking off!"

Another example of famous last words?! Nevertheless PTP quickly built up a sizeable fleet of self-propelled booms and scissors, centred around JLG, along with a number of truck mounts.



Evans with Benford managing director Graham Musson agreeing on a large order of Benford LM50 diesel scissor lifts

## GKN

PTP, which later changed its name to PTP Aerial Platforms, was sold to BET in 1987 with Evans becoming managing director of the new division that encompassed PTP and the Scott Greenham aerial lift business. 18 months later Evans left with nothing lined up - contrary to popular belief at the time - soon joined David Price at GKN to create a powered access rental company in the UK. GKN eventually decided that the powered access didn't fit in with its strategy and sold it to A-Plant, with Evans playing a key role in the disposal.

Determined to create a national powered access company in the UK, Price was introduced to Nationwide



The original 200ft Simon Galaxy was launched at Bauma in 1986 and was worth approximately £400,000

Access owner David Wraith. Knowing both David's well, Evans played a part in closing the deal and the rest, as they say, is history.

**If the Price is right**

Speaking of Price and his decision to buy Nationwide Access, Evans said: "David is one of the most inspiring persons I have had the pleasure of knowing. As well as driving people hard he has a great awareness and strategic mind and he believed the powered access business was ready to really take off in the UK. He felt if someone was able to deliver quality and reliability from a large depot network then they would sweep the board - so that's what we set out to do."

"We embarked on a rapid growth plan and targeted market sectors that would grow and identified the different requirement in those markets. We were quick on our toes, swift with machine turnaround and had an extremely dedicated and motivated workforce who were all made to feel important in the roles they were fulfilling. The best people in the industry were keen to join and expansion was almost seamless."

Nationwide Access under the banner of Access Solutions, also become the UK end user dealer for Grove Manlift, providing new and used equipment, after market service and repairs as well as operator training. These divisions were run by Evans who was also responsible for key rental accounts for Nationwide. Then in 1995 he was asked to set up the 'Skylift' truck mounted division.

**"Retirement"**

"In 2005, following the retirement of David Price I started my own business, with an agreement to provide consultancy services to Nationwide for key accounts and major project initiatives. That arrangement lasted beyond expectations, and ended six years later after the recently acquired businesses had all but been fully integrated and a strong team formed to manage their ongoing strategic initiatives. My relationship with Lavendon has always been first class."



David Price

*Price: "For me, Mike Evans is one of a very small handful of people who could be described as a true pioneer and promoter of the powered access industry in Europe. He was there during those early, formative years of the 1970's, and has played a role in the evolution and progress of both the equipment and the market-place ever since."*

*"Mike's knowledge of the industry is second to none, and he has consistently been the principle sounding board for me and many others, including colleagues, manufacturers, the press and customers alike. Consequently he has deservedly won respect from all sectors of the industry, both at home and abroad. His enthusiasm, integrity and talent for the business are widely acknowledged. On a personal level, I see him as a confidant and a good friend, whose company I enjoy very much. I congratulate him warmly on an outstandingly successful 40 years in the business. He and his family can be very proud of his achievements, and he may be sure that there are many of us, who are very appreciative and thankful for all the help and support he has given us along the way."*

On leaving Lavendon, Evans offered his consultancy services to Riwal UK to assist its growth and help establish the business in the UK market. "Working with Riwal is brilliant and so enjoyable. An industry experienced management team is forging a reputation for quality and reliability. It is developing well and winning more



In 2011 Lavendon consolidated all of its UK operations under the name Nationwide Platforms.



A gathering of fresh faced access veterans at an annual Lighthouse Dinner at the Grosvenor House in London

customers as it expands and fills a role in the market place," said Evans.

**Market Predictions:**

When asked to give his personal opinion of where he sees the market and what part national and regional rental companies will play, Evans replied: "I think ever since the financial meltdown in 2008 there has been a lack of investment in replacement equipment. While there has been significant investment in small electric scissors the mid-range core equipment (booms and scissors) seems to be getting older and older and companies need to invest heavily to catch up. Fortunately, as the economy continues to recover so too will the market. The UK is also predicted to be one of the strongest growth regions in Europe but how 'leading companies' achieve growth and by what means it is achieved it will be interesting to see."



**Rates, replenishment & consolidation**

"New machine prices will rise and specification demands from UKCG companies and additional technological requirements will further add to costs. As a result hire rates will need to improve to encompass these changes and to encourage capital investment. The lack of price discipline during the downturn has made price increases harder for some companies, but the

sooner you start to increase them the sooner you will get back on track. My message is 'be brave', everyone within the rental industry wants rates to rise in order to maintain quality - if you know you deliver a good product with a good service then ask for the right price."

"The market is continuing to grow and niche markets requiring niche products to specialist sectors will prove rewarding. However, with interest rates likely to increase making borrowing more expensive and with manufacturers unlikely to fund fleet expansion with low finance offers, due to past mistakes of flooding the market, it's possible we will see further consolidation in the rental sector. Ageing fleets will have to be replaced before the next dip in the cycle as no one will want to be, or can afford to be, in a fast moving market with old and unreliable hire stock. I suspect some companies will be judging the curve to plan an exit."

**Nationals Vs Regionals**

Evans begins by saying: "There will always be a place for both national and regional companies. Nationals are driven by systems, procedures and dealing with volume at the most cost effective way for them. They do not always get the customer relationship element right. A lot of investment in fleet replacement seems necessary as



"five gallon overhauls" still leave you with aging fleets and customers coming out of recession now appear to be looking for improved quality and reliability."

"The challenge for nationals is, as always, to balance their customer portfolios with more keenly priced volume business, while being able to deliver local high quality service and derive best rates in local markets. Nationals always have to raise the bar and stay ahead of the regional players who often provide a friendlier and more responsive local service."

On the regional companies he adds: "They have to be able to deliver the financial returns to permit investment. Well run businesses with strong balance sheets should be able to raise the finance to expand, although others may struggle to keep up with the growth in the market. Discerning end users will probably continue to see the value in enhanced service delivery and will still be prepared to pay a premium for the comfort of knowing

that their productivity improvement and delivery of statutory safety requirements are met."

It seems as though finding a happy balance is key with Evans concluding: "It's always good to encourage change, you must always have the ability to get new ideas and a fresh look on things - otherwise we would all be doing the same things as we were doing in the 70s. It's important to get the correct balance between being transactional or customer oriented, because in the end it will change the way you react to customers and how customers react to you. A lack of perception of what customers are looking for is a dangerous thing."

#### What's next for Evans?

Evans confesses he is uncertain what the future holds however he feels once he completes his open ended consultancy agreement with Riwal UK, it is unlikely he will seek to turn his hand to another company: "I've probably done my stint," says Evans. "I turned 65 last September and I've reached an

age where I don't need the stress of saving or building up any other companies - I've got the book AND the T-shirt! My wife Val and I are very much looking forward to spending time with our family and grandchildren. Nothing brings me more pleasure than playing football or rugby with my grandkids and I would like to spend as much time with them while they are young enough to enjoy my company!" He concludes: "The lessons I

learned from David and Dorothy Mort and David Price have been invaluable throughout my career and I think I have repaid them well for the benefits I gained - great partnerships, great fun and wonderful successes. I have also worked with great people in all disciplines of the hire business and without the full support of everyone the businesses I have worked in would not have been as successful."



Evans with his wife Val, his son and daughter and five grandchildren

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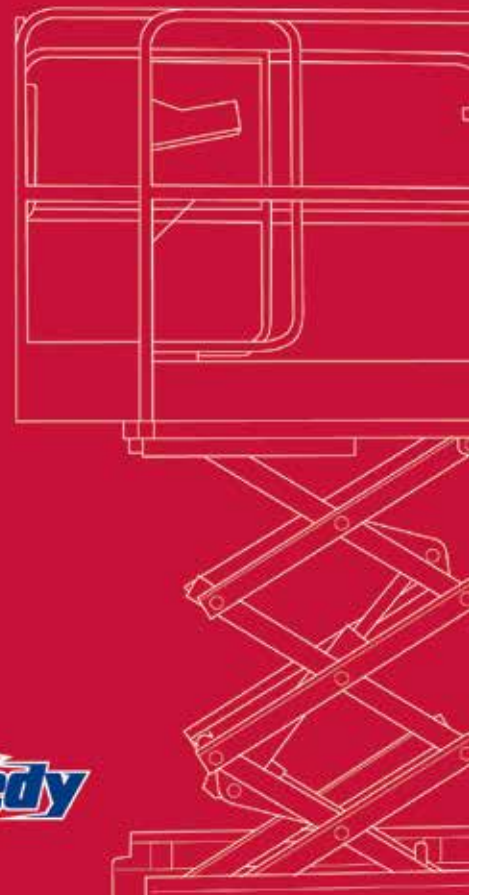
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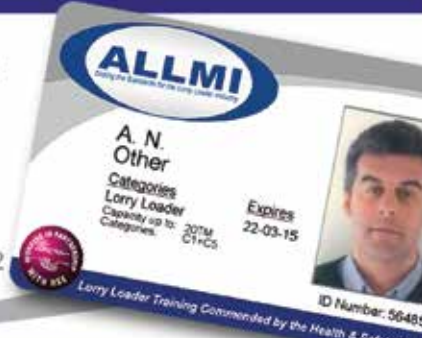





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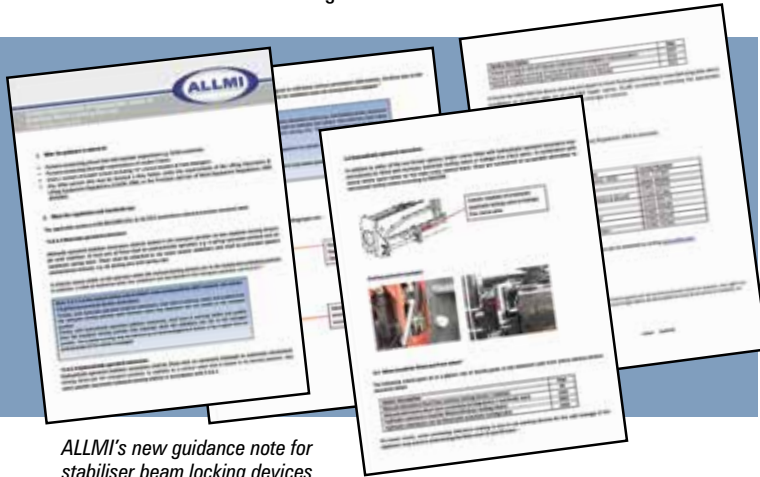
# New ALLMI guidance note for stabiliser locking devices

The ALLMI Technical Standards Committee (TSC) has recently published a new guidance note titled "The Correct Identification of Appropriate Types of Stabiliser Beam Locking Devices".

Aimed at a wide range of industry stakeholders the guidance explains the technical and legislative issues relating to the subject and in particular looks at the requirements coming from the various versions of the European standard for loader cranes EN12999.

ALLMI technical director and chairman of the TSC, Alan Johnson said: "It has become apparent that in certain areas of the wider industry, a degree of confusion exists over the requirements for stabiliser beam locking devices, in relation to both hydraulically and manually operated extensions. The guidance explains the systems required and how this can vary depending on the age of the crane, which will then determine which version of EN12999 needs to be complied with. We've also included useful pictorial guides which will help readers to identify the various types of locking device."

To download the new ALLMI guidance visit: [www.allmi.com](http://www.allmi.com)



ALLMI's new guidance note for stabiliser beam locking devices

## After-Sales Working Group update

On 26th February ALLMI held the inaugural meeting for its newly formed After-Sales Working Group (ASWG) in Coventry. Chaired by ALLMI board member, Carly Barnard, the meeting looked at ways in which communication and co-operation can be further enhanced between ALLMI members; in particular, between manufacturers and independent service providers.



Carly Barnard

Barnard said: "The event was a big success and we're very happy that we've achieved the aim of the initial meeting, which was to facilitate an open discussion and sounding board for all manufacturers and repairers within ALLMI. We started the day with an open discussion, which gave all delegates the opportunity to contribute towards establishing the key issues. These were identified as quality of service, diagnostics, safety and product familiarisation. We also took steps towards forming a smaller and demographically balanced Working Group, which will be responsible for taking the project forward."

## Operators' Forum elections

ALLMI recently concluded the election process for the members of its Operators' Forum executive committee. This resulted in Steve Frazer-Brown of David Watson Transport retaining his position as forum chairman for the ninth year and therefore keeping his place on the ALLMI board in order to represent the interests of fleet owners. The election also saw two new faces joining the committee, with Jeremy Hughes of 19 Transport and Keith Silvester of Mobile Mini being appointed for the first time.

The ALLMI Operators' Forum executive committee:

- Steve Frazer-Brown (chairman) - David Watson Transport
- Tom Wakefield - ALLMI chief executive
- Alan Johnson - ALLMI technical director
- Paul Bishop - Axle Haulage
- Andrew Hollingsworth - Travis Perkins
- Jeremy Hughes - 19 Transport
- Keith Silvester - Mobile Mini
- Bob Toon - Gatwick Group
- Brian Sutherland - Elliott Group



Jeremy Hughes



Keith Silvester

## Operator of the Year 2014

ALLMI has opened the registration process for its 2014 "Operator of the Year" competition. Once again forming the centre-piece of the ALLMI Village and a key feature of the Vertikal Days event, operators can now register for the competition online by visiting the association's website.

ALLMI chief executive Tom Wakefield, said: "We are very excited about building upon last year's competition, which was our most successful to date. As always, the competition will be a great opportunity for operators to test their skills in relation to speed, accuracy and the safety of operation. Not only will the winner walk away with the "Operator of the Year" title and trophy, there's also a £250 cash prize at stake, as well as a free ALLMI training course and the use of the competition logo for the operator's employer."



The competition will test operators skills in relation to speed, accuracy and the safety of operation

"All ALLMI operators present at Vertikal Days will be welcome to take part, but we are also facilitating pre-show registrations for entrants using the ALLMI website, which together with the extensive promotion of the competition, has already generated a huge amount of interest from operators throughout the UK and we're expecting to see a record number of participants in 2014."

In order to register for the competition in advance of the show, complete and return the ALLMI Operator of the Year competition registration form, which can be found at: [www.allmi.com](http://www.allmi.com). Alternatively, call the ALLMI office on 0844 858 4334.

### ALLMI Operator of the Year competition 2014

- ALLMI Village, Vertikal Days, Haydock Park, 14th/15th May.
- £250 to the winning operator.
- Use of the "ALLMI Operator of the Year 2014" logo for the operator's employer.
- Free ALLMI training course for the employer (potentially worth over £4000)



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The warehouse roof which Sweet fell through

## Fatality costs £270k+

UK transportation and logistics company Aramex has been fined £250,000 and ordered to pay costs of £20,000 after Michael Sweet, 48, fell to his death while carrying out maintenance work to the company's warehouse roof in Wythenshawe back in 2011. Sweet's employer and roofing contractor Gary Edwards also received a four-month suspended prison sentence.

Sweet was clearing out the guttering of the warehouse roof when he fell through a clear plastic panel onto the concrete floor below. Both Aramex and Edwards were prosecuted by the Health and Safety Executive after an investigation revealed that a risk assessment had not been carried out and that no safety measures had been put in place. It also found that Aramex had ignored its own health and safety guidelines by failing to supervise the work or to assess how it would be carried out, despite knowing the roof was fragile.

HSE inspector Ian Betley said: "Sweet sadly lost his life because neither Aramex nor Edwards put enough thought into his safety. Edwards had carried out work at the warehouse on several previous occasions and so knew the roof could be dangerous, but he failed to take any action to keep Sweet safe. Aramex was also aware of the risks but simply left the two men to it. If Aramex and Edwards had taken their responsibilities seriously then Sweet's life could have been saved."

## Scaffold firm fined for collapse

The incident captured by a CCTV camera



UK's Desborough Scaffolding was fined £16,000 and ordered to pay costs of £4,678 following the collapse of a scaffold tower at the outdoor Willow Place shopping centre in Corby in 2012.

The tower collapsed after the debris netting, which had been fitted directly to the tower, acted as a sail during high winds. The HSE investigation found the scaffold had not been erected in a way to ensure it would remain stable, and had not been designed by a competent person to ensure it had adequate strength and rigidity for its specific purpose and environment. Fortunately no one was injured in the incident which was captured by the shopping centre's CCTV cameras.

HSE inspector Sam Russell said: "It was sheer luck that no one was seriously injured or killed as a result of this totally preventable incident. Scaffolding erected to an approved design by competent persons should be able to withstand high wind loads without failing. This case highlights the requirement of following prescribed industry designs and manufacturers' instructions. The company's failure to do so put innocent workers and members of the public at significant risk."



If passed the compliance date will be extended until November 2017

## OSHA moves on crane operator certification extension

The USA's Occupational Safety and Health Administration (OSHA) has finally issued a proposed rule for the extension to its compliance/enforcement date for crane operator certification requirements by three years. The proposal will also extend the existing phase-in requirement which required all operators to meet one of four qualification/certification requirements by November 10th of this year.

The rule for the extension has been expected since May last year when a number of industry parties requested OSHA to take into consideration concerns over the qualification/certification requirements and capacity bands within the original standard. Other issues addressed include

whether or not certification is the only component of qualification, or if an employer must make additional determinations to achieve qualification. If passed, the proposed rule will extend the compliance date until November 2017 following a 30 day comment period which ended on 12th March.

## Who trained him then?

This man was spotted combining his 19ft narrow aisle slab scissor lift with an extendable ladder in order to reach the roof of the building. Oblivious to the evident dangers he even takes his hand off the ladder to pose for the camera.



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IPAF has confirmed that there are now 500,000 valid PAL Cards in use worldwide



## Hitting the 500,000

IPAF has announced that there are now half a million valid PAL Cards (Powered Access Licences) worldwide.

"This is a tremendous success for IPAF members," said IPAF chief executive Tim Whiteman. "Our members created and launched the operator training programme in 1991, not because the law mandated it, but because they had a vision of a safe and professional industry. IPAF manages the programme on behalf of its members and the income is re-invested in the training programme and other safety initiatives, such as the Clunk Click harness campaign, the spreader pads campaign and accident reporting project."

"IPAF estimates that there are about 950,000 aerial work platforms in the rental fleet worldwide and we have set a goal of reaching a million valid PAL Cards by 2017. We congratulate our members on this achievement and look forward to working with them to keep the industry safe through trained operators."

A valid PAL Card is international proof that the card holder has been trained to operate powered access equipment safely and effectively and is valid for five years. There are currently 615 IPAF-approved training centres in 28 countries.

## Manufacturers stress safe design

Members of the IPAF Manufacturers' Technical Committee have issued a statement confirming the safe design of aerial work platforms. The statement was prepared in response to a letter from a major UK contractor which raised concerns "about the safety of this type of work equipment" and requested "additional confirmation as to the safety of all equipment being brought onto site".

The statement can be viewed in the Publications/Technical Guidance section of: [www.ipaf.org](http://www.ipaf.org)

## IPAF Summit speakers confirmed

The IPAF Summit 2014 will address topics ranging from how best practice in the use of powered access equipment can be applied on job sites, to accident statistics and how they compare with other sectors such as aviation.

Confirmed speakers include Dave Smith of the UK Contractors Group/Wates Construction and David Miller, deputy chief inspector of Air Accidents at the UK's Air Accident Investigation Branch (AAIB). Smith will discuss how contractors work to keep aerial work platform use safe and what they expect of their suppliers and Miller will explain how the AAIB investigates air accidents and compiles accident statistics. Bill Plummer and Fred Bratman of United Rentals will discuss how the access rental industry can best connect with investors and bankers.

Attendance at the IPAF Summit is free of charge. Register at: [www.ipaf-summit.info](http://www.ipaf-summit.info)



## HSE simplifies work at height guidance

IPAF has welcomed the UK Health & Safety Executive's (HSE) simplified guidance on work at height:

**INDG401:** Working at height - A brief guide

**INDG455:** Safe use of ladders and stepladders - A brief guide

The guidance was produced following the Lofstedt report recommending clearer and simpler guidance on the requirements of the Work at Height Regulations. The regulations themselves remain unchanged.

IPAF technical officer Chris Wraith said: "The new guidance is an improvement on the previous version from 2006 in that the language has been simplified. Another more relevant document for aerial work platforms is also in the final stages of review by the HSE: CIS 58 *The selection, management and use of mobile elevating work platforms*. We hope that this document will follow the same principles for the language used."

The new HSE guidance can be found via links on the Resources/Reference Guides section of [www.ipaf.org](http://www.ipaf.org)



## IAPA shortlist revealed

The shortlist for this year's International Awards for Powered Access (IAPAs) has been revealed with the winners scheduled to be announced at the dinner and awards ceremony on 3rd April at the Beaumont Estate Hotel in Windsor. More than 100 entries were received for the 12 award categories, and the independent judging panel spent more than a day considering them. The panel consists of Andries Schouten - HDW Nederland/Gunco, Craig Paylor - National Truck Body Solutions of USA, George Landsberg - South African distributor Goscor Hi-Reach, Gerhard Hillebrand - IPAF Italy and Steve Couling - Versalift UK.

To book your place for the IPAF Summit and IAPAs awards visit: [www.iapa-summit.info](http://www.iapa-summit.info)



(L-R) George Landsberg, Andries Schouten, Gerhard Hillebrand and Steve Couling

## Rental market research underway

IPAF's annual Powered Access Rental Market Reports are nearing completion and will be available to order in April. Watch for details at [www.ipaf.org/reports](http://www.ipaf.org/reports)

## IPAF drives height safety forward

IPAF will be advancing safety, best practice and competency at The Health & Safety Event from 11th to 13th March at the NEC Birmingham, as part of the Access Industry Forum (AIF).

For more details visit: [www.ipaf.org/events](http://www.ipaf.org/events)

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# Coldest Journey team members to host CPA's Stars of the Future at Vertikal Days 2014

The Construction Plant-hire Association (CPA) is hosting its second 'Stars of the Future' plant mechanic apprenticeship awards at the Vertikal Days show at Haydock Park, Merseyside. The presentation on the 14th May at 11am is to the young engineers who took part in the competition from colleges nationwide. Presenting the awards are Finning engineers, Spencer Smirl and Richmond Dykes from the famed 'Coldest Journey' Antarctic expedition.

After 307 days in the Antarctic guiding Rover and Seeker - the two specially designed Antarctic Cat D6Ns - the two Finning engineers made a safe return to the UK. The CPA is delighted to announce that the pair from Finning will host the Stars of the Future Awards presentation. Smirl is flying back from his home country of Canada especially for the occasion.

Throughout their time in the Antarctic, the two engineers maintained and operated the two Cat D6Ns, manoeuvring across crevasse fields and blue ice, whilst towing science and accommodation cabooses in an ice train.

Breaking records for the operation of dozers in the world's harshest conditions, the two were faced with winds of up to 125 km per hour, delivering a wind chill of minus 88 degrees. Both plan to share their experiences with the Stars of the



Future audience.

Haydn Steele, CPA's training manager said: "Spencer and Richmond are the perfect candidates to present the Stars of the Future awards. Their experiences in the Antarctic in sub-zero temperatures keeping the Caterpillar machines working will be an inspiration to the students embarking on a career in plant mechanics! It's realising a dream and from little acorns grow mighty oak trees - if you put your mind to it there's no limit to what you can achieve. We are honoured that Spencer and Richmond accepted our invitation."

Richmond Dykes, is now a senior operator at Finning's headquarters in Cannock UK, said: "This industry is nothing without talent and people that are passionate about what they do. I am a great believer in recognising and supporting 'Stars of the Future' and know first-hand that with the right attitude and skills development, you can be well equipped for even the coldest of journeys. I hope that by being



Richmond Dykes and Spencer Smirl



involved in the awards, both Spencer and myself will help to raise their profile and inspire the next generation of engineering talent and who knows, perhaps one day they will be lucky enough to complete the coldest journey."

## Why Stars of the Future?

There is a strategic need to promote the construction equipment industry to young adults and their parents. Leading this part of the equation is the Construction Plant-hire Association (CPA) with their 'Stars of the Future' scheme. This was intended to recognise the achievements of young adults training to become plant mechanics, but the PR value to the industry as a whole is equally significant.

The inaugural Stars of the Future programme ran during the 2012/13 academic year and attracted 489 entries from a dozen colleges throughout the UK. The first award ceremony took place during the Plantworx show in May 2013 and attracted hundreds of interested parties.

The entry criteria for Stars of the Future 2014 is the same; it is open to plant mechanic apprentices on courses at Level 2 and Level 3. The two national winners will receive a substantial amount of tool vouchers and the 20 regional winners will each receive vouchers - the amounts to be confirmed.

To date ten colleges have committed to the 2014 competition and, in addition to the Finning Academy and the National Construction College, they include Askham Bryan, Bridgend, Coleg Lysfasi, Myerscough, North Glasgow, Reaseheath, Wiltshire and Stafford.

To find out more about Stars of the Future call Haydn Steele CPA training manager on Tel: 020 7796 3366 or visit [www.cpa.uk.net/stars](http://www.cpa.uk.net/stars). Don't forget to put 14th and 15th May in your diary and see you at Vertikal Days.



Vertikal  
days

# Genie introduces telematics connector

Genie has developed a telematics connector which allows for a wide range of telematics devices to be plugged into its S-80 and Z-80 boom lifts. The move is intended to allow customers to use existing systems they have or to source a system of their choice, rather than introducing a new proprietary system onto the market.



Genie's telematics connector.

Available worldwide, the factory-installed telematics connector works in conjunction with multiple telematic systems capable of providing a variety of machine data such as the machine's hour metre report, location and utilisation. Some devices are also able to prevent machines from theft and un-authorized use as well as being able to geo-fence the location of the equipment or set time restrictions for machine operation.

The company is also working on a connector for its S-100, S-120 and ZX-135 models with plans to develop a connector for its smaller boom lifts over the next 12 months.

## Fifth generation HookCam

US safety device manufacturer Pacific Systems Solutions has unveiled the latest version of its HookCam wireless camera system.

Designed to be attached directly to the hook block on all types of crane, HookCam wirelessly transmits a live video stream to the operator cab, eliminating any blind spots. New features on the Generation Five model included a new adaptable mounting system, advanced battery technology, solar charging, and options for black box recording. Its lighter weight also makes it easier to transport, store and install.

The company claims that the system not only helps to eliminate accidents by providing crane operators with a close view of the area around the hook, but that it also decreases pick time by up to 38 percent as well as allowing the operator to monitor the pace, balance, swing and security of the load.

Pacific Systems Solutions' Generation Five HookCam



The view from the cab

## Tyri lights



The BluePoint/RedPoint provides a visual alert in busy or noisy environments

# c&a innovations

## Gauging the wear of a belt

US belt manufacturer Gates has developed a free Smartphone app - PIC Gauge 2.0 - allowing phones with inbuilt cameras to quickly and easily diagnose the condition of an ethylene propylene diene monomer (EPDM) drive belt, which are difficult to visually check. Unlike Neoprene belts, which visually show signs of wear and damage, the EPDM belt rarely shows any visible signs of deterioration.

In order to determine the condition of a belt using the PIC Gauge app, the user needs to enter the vehicle/machine's description before removing the belt and marking it with a light pen - the company recommends a silver Sharpe pen. The belt is then placed on a high contrast background (i.e. a white piece of paper) before using the app's camera to take a picture of it. The app will automatically target the marks on the belt, determine the number of ribs and adjust the picture accordingly. Once diagnosed it will inform the user if the belt is in good working condition, worn or in need of replacement. There is also an option to save the image or email it."



Gates' manual belt wear gauge



Determining belt wear.



Taking a picture on a high contrast background.

If the belt cannot be removed or if it is not easily accessible, the company provides a complimentary belt wear gauge - essentially a small strip of plastic - to manually measure wear. The gauge is placed in the belt's grooves and if the plastic of the gauge protrudes it is in a good condition, while if it disappears completely the belt needs to be replaced.

Off-highway lighting manufacturer Tyri has developed its BluePoint/RedPoint LED light warning system suitable for a variety of machinery.

Available in blue or red the system projects a large concentrated beam of light onto the floor either in front and/or behind the machinery, to visually alert those in the area that a machine is approaching. By providing a visual warning workers are not solely relying on sirens or alarms which can be difficult to hear in a busy workplace.

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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## GOING UP IN THE WORLD

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

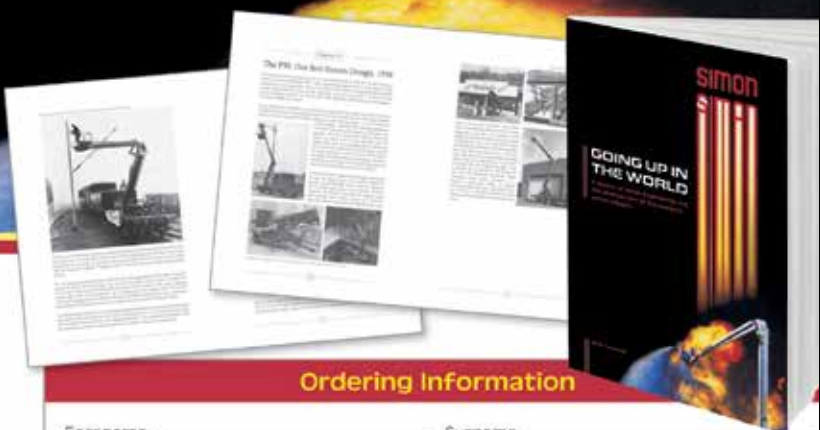
Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

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

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

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

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# Fassi F1300RA Mammoet

This 1:50 scale model by WSI is a Mercedes-Benz Actros 4146 8x4 flatbed with a Fassi F1300RA loader crane and container in the colours of the Dutch lifting specialist Mammoet. The loader crane is rated at 95 tonne/metres with a maximum lift capacity of 25 tonnes.

The box has a photograph of the real truck and an instruction sheet is included which explains the features of the Fassi crane. Also included is a collector card.

The truck chassis is very detailed as is the cab which has windscreen wipers, orange beacon lights and air horns, along with the correct number plate. The cab tilts forward to reveal a detailed engine bearing the Mercedes-Benz name.

The deck has a high quality plastic replica timber surface and at the back the lights have plastic lenses and there is a towing hitch. Separate deck posts are made of metal and can be installed if required. A metal 20ft container is included and it is detailed and painted really well.

The Fassi crane is impressive. The outriggers have graphics and the jack cylinders are smooth rather

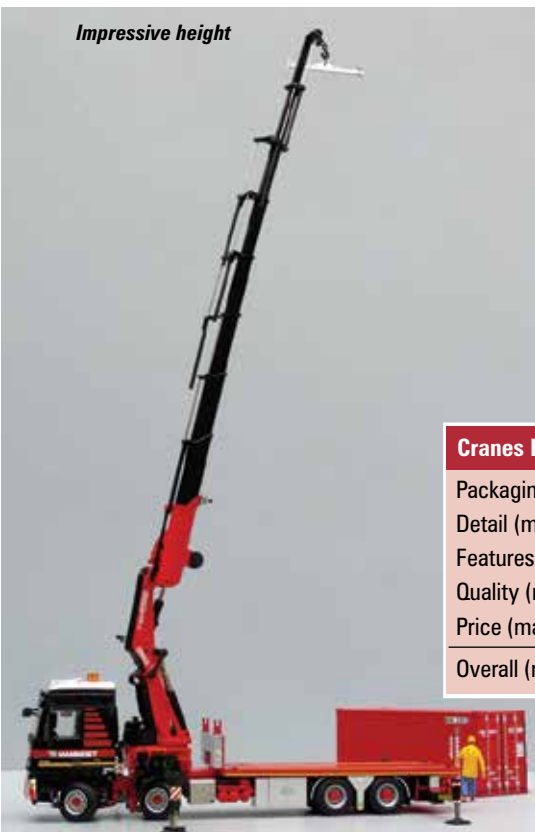
than threaded. Small separate pads are supplied for the front and rear outriggers and an additional set of small square spreader plates is also included.

The turret base has a slew motor complete with hoses and the crane slews fairly smoothly. Detailing of the lower boom base section is good with lights and a winch. The crane unfolds with the cylinders being stiff and sometimes a little 'jerky' to extend. The boom has seven smoothly telescoping sections which extend well and generally hold a pose. The boom sections appear to be thin-wall metal, and they certainly have a stiff profile. The final boom section has a small fixed metal hook.

Mammoet models are very collectible and WSI has made another high quality addition to the range with this model. It has very good functionality and is highly detailed with a maximum height of around 440mm when the crane is fully up. It has been made in a limited run of 1,000 models and can be obtained from the Mammoet webshop for €179.

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

Impressive height



### Cranes Ect Model Rating

Packaging (max 10)	8
Detail (max 30)	26
Features (max 20)	16
Quality (max 25)	22
Price (max 15)	11
Overall (max 100)	83%

The truck loaded with container



Outriggers out



Container unloaded



Loaded with crane parts (not included)



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# Letters



**Leigh**

I read your editorial about the Waco incident. You nailed it well. My first thought following the News report was to wonder if their lift could have been secured to the barge with chains to bollards or huge tie downs like eye bolts... anything that would or could have prevented slipping or rolling into the water.

Whenever we set my Niftylift TM40 on a steep slope I plan the set to the hill angle and secure with chains, ropes, winch cable and wheel chocks and the boom will not be raised until the frame is level. Feel free to publish this comment if you wish.

**Sherm Anderson**

Best Tree Service, USA

*This letter came in following the current editorial on Vertikal.net regarding the variable advice of when and when not to wear a harness and generalised rules such as sites that simply insist on 100 percent tie off rules. Ed*

*The following letter followed our report of an incident in which an Emsley crane experienced a bent boom on a job in Rotherham, UK. Quick thinking on the part of the crane operator ensured that no one was hurt in the incident and that no damage was done to anything but the crane. John Emsley promptly wrote to us explaining the background to the incident in the hope that others will benefit from understanding what happened.*

Ed

**Dear Sir**

Ref: New Tesco, Rotherham

"Our crane was involved in an incident which you have featured and I'd like to clarify several points raised.

The 80 tonne Demag crane was set on its best working jib length duty for working between 18 and 20m radius. This is 20% of section 1, 20% of section 2 and 74% of sections 3 and 4, giving a jib length of 31.4m with the safe load code number 9.

This configuration was set to the method statement and lifting plan and has been confirmed and checked by site and the HSE. Unfortunately our crane was retracting piles with a pile extraction hammer under a CPA hire. Our crane was given a shock load from the hammer causing the jib failure. The crane driver realised there was a problem and reacted immediately by slewing round to a safe area to rest the jib. Our company have immediately stopped this crane operation."

Yours faithfully

**John Emsley**  
Director

**Dear Sir,**

Just wanted to write and say that I read the letter published in the latest issue of Cranes & Access from John Egnatz which referred to the death of Steven Lillicrap and was moved to re-read and then check out the references that he made to reports on [www.vertikal.net](http://www.vertikal.net). I must say that the video recording made by Steven's mother was one of the most moving and at the same time stunning things that I have watched in a long time. It should be used much more widely as part of safety programmes the world over. I am referring people to it and salute you for hosting this on your website. I do think you should draw more attention to it or something. I have been a regular reader of both the magazines and the website for the past 18 months but was totally unaware that you had material like this available.

I would encourage anyone who has not read the reports and seen that video to go do it now.

Thanks to you and your team

**Jeff Linquist**

Qatar

*The letter he refers to was published in Cranes & Access February (16.1) page 68*

**Dear Sir**

I noticed your editorial regarding the use of harnesses in different situations, and while you make some very valid points I do not believe that there is a simple one size fits all solution. In fact this might well be construed from some of the points you make. The problem is that vague or indeterminate rules lead to sloppy work practices. While I understand that in a perfect world each team leader would set their own rules for the job at hand in reality safety requires strong clear guidance so all we can do is hand down rules that are good for say 90 percent of the time and hope that a good risk assessment will highlight the times when the rule should be overridden.

This subject merits a great deal more discussion than I quite frankly have time for here - but keep up the good work and keep the thought provoking nature of your publication rolling.

Yours

**John Everly**

# Readers Letters




**Good Morning Mr Editor,**

Liebherr-Werk Gmbh of Ehingen, Germany, is to be congratulated for producing an Interim and a Final Report into the Fatal Incident in Brazil on Wednesday 27th November 2013. So these Two Reports are worthy of further analysis.

This particular Liebherr LR11350 Crawler Crane was rigged as a Suspended Derrick Boom (SDB) with 102m Main Boom and 42m Back Boom. This model of Crawler Crane is an excellent machine and very safe too with its exemplary LICCON control system. However as this Fatal Incident confirms, even a safe crane can be overturned by the application of an Unsafe System of Work. Please allow me to explain.....

1. The Final Liebherr Report confirms that the LICCON Data Logger had not worked correctly since November 2012.
2. The Track Loading calculations showed a mass of circa 2,185 tonnes Gross Crane Weight and a force of circa 39.02 Tonnes per Square Metre (Tm2) applied to the ground through each of Two Tracks. Yet this very high imposed load of 39.02 Tm2 was not spread over a wider area by the Application of Steel or Hardwood Mats under the Tracks. All of which was necessary due to the ground not being sufficiently stable, all as a result of Heavy Rain in previous days.
3. The Ground then gave way under the Tracks while this LR11350 Crane was travelled forward with a 420t Load suspended on the Hook. When the ground subsided, the Crane inclined out of vertical, which then caused massive overloading of Safety Critical Components such as the Boom Foot Pin Brackets. As a result the entire Crane suffered a catastrophic collapse.

Therefore as no-one else will speak up for these Two Dead Men, I will and what motivates me to do so is this. An accident is only an 'Accident' if it is 'Accidental', but to be 'Accidental' it must be Not-Foreseeable, like Lightning. Yet here we have a high capacity Crawler Crane Travelling forward on Rain Soaked Soft Ground, with a 420t load on the Hook at the end of a 102m Boom, so the leveraged forces on the Boom Foot Pins must have been multiplied many times over. We dont know what these loadings actually were because the LICCON Data Logger had not been working since November 2012. So by any standard this Fatal Incident can never be called an 'Accident' as it



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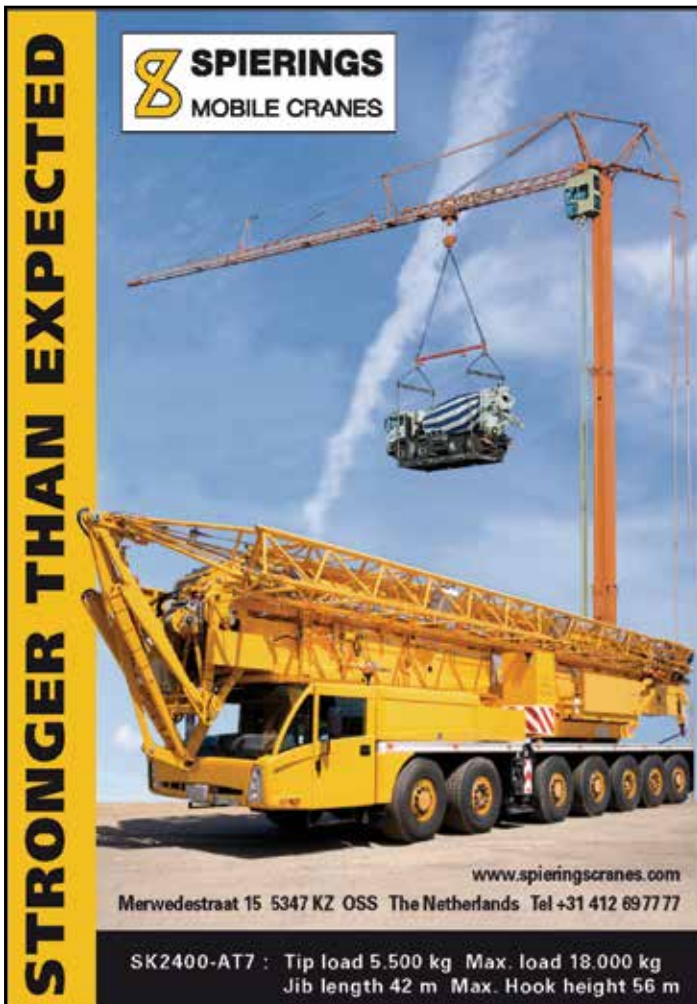
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## Continued

was not Accidental, in fact this series of factors was entirely foreseeable for any Director who cared to look, with the end result being Two Fatalities.

It has been said that "Fatal Incidents are as a result of Human Error" with which I entirely concur. But that then raises the Question of Whose Human Error led to the Two Men Killed by this Crane in Brazil on Wednesday 27th November 2013?

So on 1st January 2014 I wrote a letter to Mr Marcelo Odebrecht the CEO of Odebrecht Construction of Brazil, no reply was received. This is now followed with second letter submitting the following additional questions....

4. Which Director authorised the use of this LR11350 Crane without the LICCON Data Logger working correctly since November 2012?

5. Which Director authorised the R.A.M.S. and Lift Plan for this Crane rigged as SDB, moreover did this series of Lift & Travel movements match the Lift Plan(s)?

6. Which Director authorised the use of this Crane without Steel or Hardwood Mats under the Tracks, while travelling forward with a 420t load on the Hook?

In conclusion, whenever I speak to Senior Executives in the Construction Industry, I get responses like "The Construction Industry is a Dangerous Place to Work". Which it certainly is with Unsafe Systems of Work like scenario above. So as Worker Safety is my Core Value it is my submission that the 8 Men and 2 Women Killed by Cranes or Lifting Operations in the past 110 days, requires the Construction Industry to completely Re-Evaluate how it manages Crane Safety in the future. Because what occurred in Brazil on 27th November 2013 was entirely preventable and foreseeable, moreover it was a Failure of Infrastructure, a Failure of Maintenance and a Failure of Management: Not my words but those of Barrister Sir Anthony Hidden QC after he found near identical circumstances, after Investigating another preventable Disaster, namely the Croydon Train Crash in London on 12th December 1988.

As I have First Hand Experience of a Crane Induced Fatality, may I offer my Personal Condolences to the Family and Children of these Two Dead Men, as I too felt your pain. RIP. Finally and in closing the Construction Industry Worldwide now needs to completely Re-Evaluate how it manages Crane Safety for the Future, based upon Tried and Tested Industry Standards like The LOLER Regulations 1999, British Standard 7121 and Isaac Newton's Laws, because what is needed are 'Safe Systems of Work' ( Not Unsafe).

Yours Sincerely

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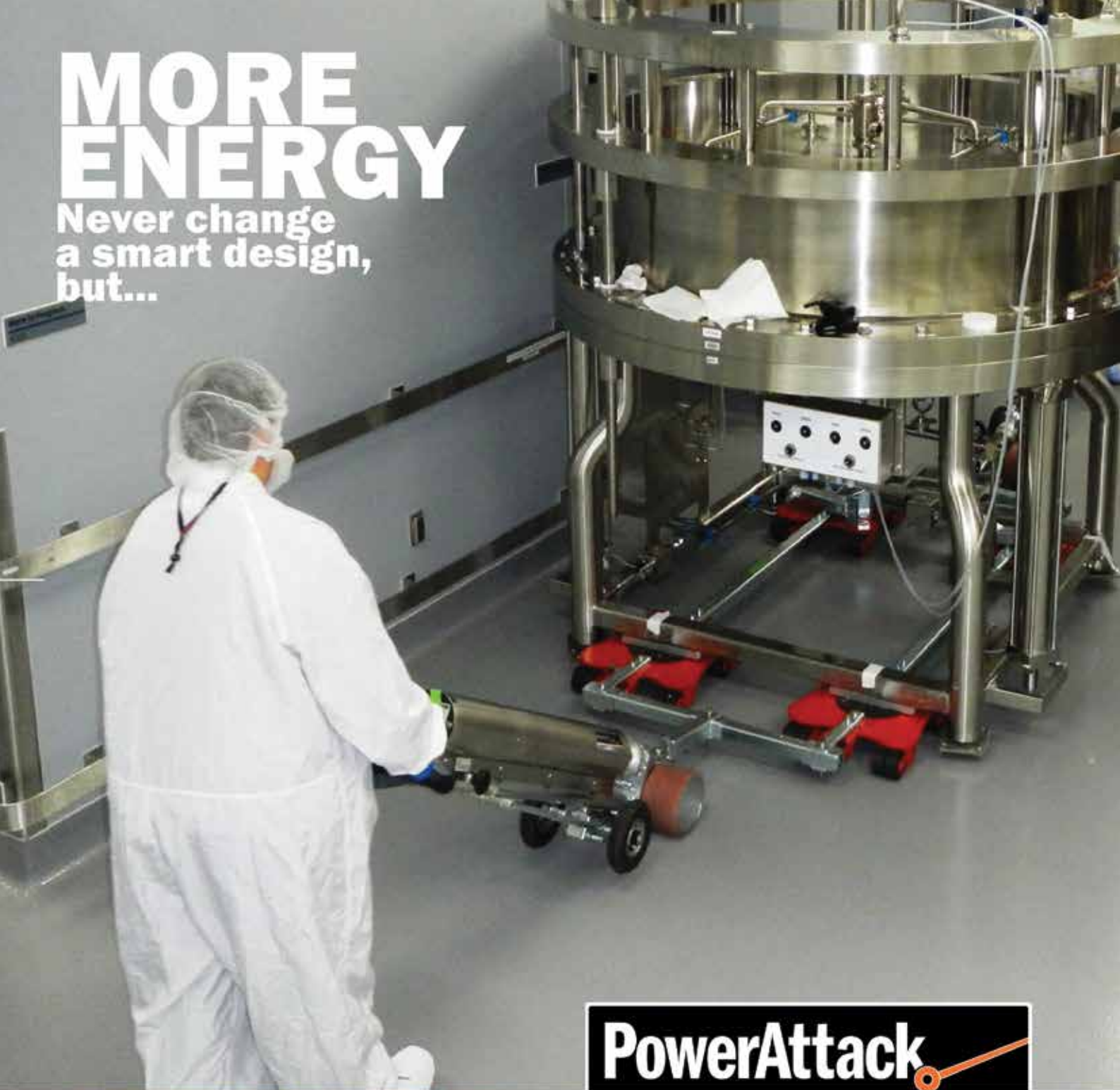
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Annual Summit for International Powered Access Federation  
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Fax: +44 (0) 15395 66084  
Website: www.ipaf.org  
E-Mail: info@ipaf.org



## EWPA National Convention 2014

April 29 - May 2, 2014  
The Australian work platform association meeting and show Gold Coast, Queensland, Australia  
Tel: +61 (0)2 9997 5133  
Website: www.ewpa.com.au

## IPAF Asia Conference

IPAF's third Asia conference will focus on how to keep the use of aerial work



platforms safe and productive.  
9th May 2014 Singapore  
Tel: +65 9686 4191  
www.ipaf.org/asiacconference

## Vertikal Days 2014

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May 14-15th 2014  
Haydock Park, UK  
Tel: +44 (0) 8448 155900  
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www.vertikaldays.net



## CeMat 2014

The big German industrial material handling show Hannover, Germany May 19-23, 2014  
Tel: +49 511 89 31130  
Fax: +49 511 89 32654  
www.cemat.de

## Apex 2014

June 24th-26th, 2014  
Amsterdam,



The Netherlands  
Tel: +31 (0)547 271 566  
www.apexshow.com

## Platformers' Days 2014

September 12-13, 2014  
German access equipment meeting Hohenroda, Germany  
Tel: +49 (0)5033 981742  
Fax: +49 (0)5033 981743  
www.platformers-days.com



## Europlatform

European access conference  
September 25th 2014.  
Berlin.  
Tel: +44 (0) 15395 62444  
www.ipaf.org



## SAIE 2014

Bologna Fair, building products.  
October 2014, Bologna, Italy  
Tel: +39 051 282111  
www.bolognafiere.it



## Bauma China

November 25-28, 2014  
Bauma in Shanghai  
Shanghai, China  
Tel: +49(0)89 9 4920251  
www.bauma-china.com



## bC India

December 15-18, 2014  
The third bauma/Conexpo exhibition in India  
Delhi, India  
Tel: +49 89 949-20255  
www.bcindia.com

## 2015

### Rental Show 2015

New Orleans, Louisiana  
22nd - 25th Feb 2015  
Tel: +1 800 334 2177  
www.therentalshow.com



## Intermat 2015

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



## ICUEE - The Demo Expo

October, 2015  
The US show for the utility industry, Louisville, Kentucky, USA  
Tel: +1 866-236-0442  
www.icuee.com

## 2016

### Bauma 2016

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30 t PPM ATF 335	1997	4x4x4	27,40m + 15,00m
35 t Telex AC 35	2006	4x4x4	30,40m + 15,00m
35 t Liebherr LTM 10302	2003	4x4x4	30,00m + 15,00m
40 t Demag AC 40-1 City	2001	6x4x6	31,20m + 13,00m
40 t Liebherr LTM 1040-1	1999	6x4x6	30,00m + 14,50m
55 t Liebherr LTC 1055-3.1	2005	6x6x6	36,00m + 7,80m
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55 t Krupp KMK 4055	1989	8x6x8	35,10m + 16,00m
55 t Grove GMK 3055	2006	6x6x6	43,00m + 15,00m + 2,00m
70 t Krupp KMK 4070	1995	8x6x8	38,10m + 16,00m
70 t Faun ATF 70-4	1999	8x8x8	40,50m + 16,00m
80 t Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m
100 t Grove GMK 4100 L	2008	8x8x8	60,00m + 22,00m
100 t Grove GMK 5100	2002	10x8x10	51,00m + 18,00m
110 t Tadano Faun ATF 110G-5	2008	10x8x8	52,00m + 16,20m
120 t Liebherr LTM 1120/1	2000	10x8x10	56,00m + 28,00m + 3,00m
130 t Liebherr LTM 1130-5.1	2007	10x8x10	60,00m + 19,00m
200 t Grove GMK 5200	2002	10x8x10	60,00m + 36,00m
300 t Liebherr LTM 1300/1	2000	12x8x12	60,00m + 49,00m
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**YARD-CRANES**

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Mantall	<a href="http://www.mantall.com">www.mantall.com</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>
Sinoboom	<a href="http://www.sinoboom.com">www.sinoboom.com</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 Scaffolding (SW)	<a href="http://www.advancedscaffoldingltd.co.uk">www.advancedscaffoldingltd.co.uk</a>
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>
ATP	<a href="http://www.atphire.com">www.atphire.com</a>
Bluelift	<a href="http://www.bluelift.ie">www.bluelift.ie</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Fraco	<a href="http://www.fraco.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>
Hird	<a href="http://www.hird.co.uk">www.hird.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	<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.mrplantire.co.uk">www.mrplantire.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>
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>
Rival	<a href="http://www.rival.com">www.rival.com</a>
Sandhurst	<a href="http://www.sandhurst-accessrental.co.uk">www.sandhurst-accessrental.co.uk</a>
Access Rental	<a href="http://www.trac-access.com">www.trac-access.com</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</a>
United Powered Access	<a href="http://www.upa-uk.com">www.upa-uk.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>
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>
Hird	<a href="http://www.hird.co.uk">www.hird.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.kunze-buehnen.com">www.kunze-buehnen.com</a>
Lavendon Sales	<a href="http://www.lavendonales.com">www.lavendonales.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.mrplantire.co.uk">www.mrplantire.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>

## 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>
Hird	<a href="http://www.hird.co.uk">www.hird.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.kunze-buehnen.com">www.kunze-buehnen.com</a>
Lavendon Sales	<a href="http://www.lavendonales.com">www.lavendonales.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.mrplantire.co.uk">www.mrplantire.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>
Reachmaster (USA)	<a href="http://www.reachmaster.com">www.reachmaster.com</a>
Rival	<a href="http://www.rival.com/used">www.rival.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>
Working At Height Ltd	<a href="http://www.workingatheightltd.com">www.workingatheightltd.com</a>

## Special & Niche Access

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

Arnold Schwerlast GmbH & Co.KG	<a href="http://www.arnold-schwerlast.de">www.arnold-schwerlast.de</a>
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 Handler Manufacturers

Dieci Telehandlers Ltd	<a href="http://www.dieci-telehandlers.co.uk">www.dieci-telehandlers.co.uk</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>
Rival	<a href="http://www.rival.com/used">www.rival.com/used</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsbladel.nl">www.vhsbladel.nl</a>

## Telehandler Rental

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

## Site Safety Audits

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

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

## Crane Manufacturers

Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Galizia	<a href="http://www.galiziagrupo.com">www.galiziagrupo.com</a>
Grove	<a href="http://www.grovetworldwide.com">www.grovetworldwide.com</a>
Jekko	<a href="http://www.jekko.it">www.jekko.it</a>
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.maedaminicran.es.co.uk">www.maedaminicran.es.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.cityliftng.co.uk">www.cityliftng.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

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.cityliftng.co.uk">www.cityliftng.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.rbauktion.com">www.rbauktion.com</a>
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#### Battery Suppliers & 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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Platinum Batteries (Europe) Ltd	<a href="http://www.platinumbatteries.co.uk">www.platinumbatteries.co.uk</a>
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#### Load Monitoring Systems

Force Logic UK Ltd	<a href="http://www.force-logic.co.uk">www.force-logic.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

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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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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PCM Fluid Power	<a href="http://www.pcmfluidpower.co.uk">www.pcmfluidpower.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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inspire	<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 Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
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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 Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
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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

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

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.lbrtransport.co.uk">www.lbrtransport.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.lettd.co.uk">www.lettd.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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Mainline Access	<a href="http://www.mainline-access.co.uk">www.mainline-access.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 Platforms	<a href="http://www.nationwideplatforms.co.uk">www.nationwideplatforms.co.uk</a>
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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 & Access	<a href="http://www.southerncranes.co.uk">www.southerncranes.co.uk</a>
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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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#### Traffic Management Services

Sun Traffic Ltd	<a href="http://www.suntraffic.com">www.suntraffic.com</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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Casar	<a href="http://www.casar.de">www.casar.de</a>
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#### Winches & Hoists



V14219 - Haulotte Compact 8 - 2007  
Electric - 8.20 Mtr. - 188 Hrs.  
€ 4.250



V14881 - Snorkel S2646E - 2006  
Electric - 9.93 Mtr. - 424 Hrs.  
€ 4.000



V12753 - Skyjack SJ3226 - 2008  
Electric - 9.90 Mtr. - 207 Hrs.  
€ 4.250 - NEW WHEELS!



V15392 - JLG 2646ES - 2007  
Electric - 9.80 Mtr. - 251 Hrs.  
€ 6.950 - NEW WHEELS!



V14570 - Haulotte Compact 12 - 2006  
Electric - 12 Mtr. - 223 Hrs.  
€ 6.000



V13329 - JLG 26MRT - 2000  
Diesel 4x2 - 9.92 Mtr. - 2595 Hrs.  
€ 3.750



V13424 - Liftlux SL 110/20 - 2001  
Diesel 4x4 - 13.30 Mtr. - 2062 Hrs.  
€ 3.750



V15539 - JLG 40RTS - 2001  
Diesel 4x4 - 14.04 Mtr. - 3876 Hrs.  
€ 6.750



V13459 - Skyjack SJ8841 - 2007  
Diesel 4x4 - 14.50 Mtr. - 499 Hrs.  
€ 12.500



V15253 - Skyjack SJ9250 - 1999  
Diesel 4x2 - 17.20 Mtr. - 3227 Hrs.  
€ 6.250



V14434 - Upright TM12 - 2005  
Electric - 5.70 Mtr. - / Hrs.  
€ 2.750



V13732 - Haulotte STAR 6 - 2007  
Electric - 6 Mtr. - 180 Hrs.  
€ 2.250



V15096 - JLG Toucan 861 - 2008  
Electric - 8.72 Mtr. - / Hrs.  
€ 9.500



V15216 - JLG E300AJP - 2000  
Electric - 11.14 Mtr. - 5693 Hrs.  
€ 8.750



V14973 - Genie Z34/22N - 2004  
Electric - 12.52 Mtr. - 555 Hrs.  
€ 9.500



V15476 - Genie Z45/25JRT - 2006  
Diesel 4x4 - 16 Mtr. - 1042 Hrs.  
€ 19.000



V15089 - Haulotte HA18PXNT - 2004  
Diesel 4x4x4 - 17.30 Mtr. - 3962 Hrs.  
€ 14.500



V15467 - Genie Z51/30JRT - 2007  
Diesel 4x4 - 17.62 Mtr. - 1804 Hrs.  
€ 24.500



V14254 - JLG 600AJ - 2005  
Diesel 4x4 - 20.29 Mtr. - 2449 Hrs.  
€ 27.500



V14848 - Genie Z135/70RT - 2006  
Diesel 4x4x4 - 43.15 Mtr. - 4435 Hrs.  
€ 82.500



V15236 - Genie S45 - 2001  
Diesel 4x4 - 15.70 Mtr. - 3465 Hrs.  
€ 10.500



V15458 - JLG 860SJ - 2008  
Diesel 4x4 - 28.21 Mtr. - 3042 Hrs.  
€ 56.000



V14582 - Genie S125 - 2001  
Diesel 4x4x4 - 40.15 Mtr. - 5169 Hrs.  
€ 42.500



V14501 - Genie GTH2506 - 2007  
Diesel 4x4x4 - 5.79 Mtr. - 4321 Hrs.  
€ 17.500



V15590 - Genie GTH3512 - 2007  
Diesel 4x4x4 - 12.12 Mtr. - 2372 Hrs.  
€ 23.000



# Easi UpLifts

for more information  
go to our website



Genie GS-3246

2006

€ 8,750



Genie Z-34/22N

2005

€ 17,500



Genie S-45

2005

€ 23,000



Genie S-85

2005

€ 49,000



Genie S-65

2005

€ 33,000



Genie Z-80

2005

€ 49,000



Skyjack SJ-6832

2007

€ 14,500



Skyjack SJ-9250

2007

€ 18,950



Genie S-125

2008

€ POA

More than 2500 machines available ex. our Irish / UK / Slovak & Hungarian depots

For further information contact Patrick McArdle on



+353 877 975 919 or via email



patrick.mcardle@easiuplifts.com

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