

cranes &access

www.vertical.net

November 2016 Vol.18 issue 8

Telehandlers

**Trailer &
SD lifts**

**Rough terrain
& Tele crawler
cranes**

.... Liebherr Rough Terrains....29m/3.5tonne Ruthmann ...Dingli Italian booms....

HELPING YOU STAY AHEAD



INNOVATION IS YOUR ADVANTAGE

You need superior, innovative products. A versatile fleet of aerial work platforms and telehandlers designed for tough rental demands. And you depend on comprehensive support to stay ahead. Financing, training, parts and service that keep your machines on the job, producing value for you and your customer. From powerful, reliable equipment to unwavering support, you can rely on JLG.

Learn more at www.jlg.com

JLG
reachingout[®]

On the cover:

Part of a commemorative picture montage presented by Laurent Monteny of JLG to Joachim Metzner and Kai Schliephake of the German-based international association of independent rental companies Partner Lift which celebrated its 25th anniversary earlier this month in Dresden.



C&A contents

17 Rough terrain cranes



31 Telehandlers



39 Trailer/SD lifts



SUBSCRIPTIONS: Cranes & Access is published nine times a year and is available on payment of an annual subscription of £40.00. If you wish to subscribe, please send a crossed cheque made payable to The Vertical Press Ltd to: Subscriptions, The Vertical Press, PO Box 6998, Brackley, Northants NN13 5WY. Address changes should also be sent to this address. Please include the address label from a recent issue with all correspondence and allow 3 months for changes to be effective.

SUBSCRIBE ONLINE AT:

www.vertical.net/en/journal_subscription.php

BULK DISCOUNTS: These are available to companies wishing to take out multiple subscriptions. Please contact the subscriptions manager for more details.

Tel: +44 (0)8448 155900 Fax: +44 (0)1295 768223

E-mail: info@vertical.net

Kran & Bühne: The Vertical Press also publishes a German magazine which deals with the same issues as Cranes & Access, but is written for German users and buyers. Details available on request.

While every effort is made to ensure the accuracy of information published in Cranes & Access, the Editor and Publisher can accept no responsibility for inaccuracies or omissions. Views expressed in articles are those of the authors and do not necessarily reflect those of the Editor or Publisher. Material published in Cranes & Access is protected under international copyright law and may not be reproduced without prior permission from the publishers.

Comment 5

News 6

Liebherr confirms new Rough Terrains, Hewden debt restructuring, New 300 tonne Terex crawler, Appeals court finds in favour of Manitowoc vs Sany, Link Belt's record-breaking 227 tonne tele crawler, Filipov back at Terex Cranes, New Movex truck mount, First Chinese luffer from Comansa, Ruthmann launches 29 metre 3.5 tonne truck mount, Dingli to launch Magni-built booms, Kato acquires IHI and financials round-up.



Rough terrain cranes 17

This month we look at two types of cranes which are designed for similar applications including challenging ground conditions and pick & carry capacity - Rough Terrain cranes and telescopic crawlers. At first glance these two crane types appear to have little in common, but offer many similar attributes.



Telehandlers 31

The popularity of telehandlers continues to grow, encouraged by a wider range of compact and 360 degree models. We take a look at the market and the latest products from the leading manufacturers including an interview with Magni which has rapidly emerged as one of the most innovative.



Semi self-propelled boom lifts 39

It has been five years since Cranes & Access last looked at the 'SD' or semi self-propelled platform market but in that time little has happened, although it remains a small but very stable part of the market. We take another look at the sector.

In the next C&A

The next issue of Cranes & Access scheduled for mid-January will feature: Large truck mounted lifts, the annual Rental Rate Guide, a Look back at 2016, Finance and insurance, Heavy transport and lifting and the Lifting gear (Liftex) review. If you have any contributions or suggestions - including submitting rental rate information or comment - or are interested in advertising in this issue, please contact our editorial or sales teams.

Trailer lifts 45

The trailer lift and self-propelled derivatives have several things in common such as sharing boom components and suffering from relatively weak sales compared to other types of lifts. We ask why they are under-appreciated and under-utilised in most countries.



Steve Filipov interview 49



Terex Cranes' new president Steve Filipov gives his first interview to Cranes & Access and outlines his 100 day plan to return the division to its former glory. Mark Darwin asks the questions.

JDL Med and Partner Lift anniversary 51

Last month Marseille hosted the JDL Med event for cranes, telehandlers and access equipment, France's leading specialist lifting exhibition. We look at some of the highlights and then report back from this month's Partner Lift 25th anniversary celebrations.

regulars

ALLMI Focus 55

IPAF Focus 57

Training 59

PASMA Focus 61

FASET 63

Books and Models 65

Letters 67

What's on 69

Online directory 78

Vertical Days is moving to Silverstone with more room to grow.

RESERVE THE DATES NOW
May 24th-25th 2017

To register go to WWW.VERTIKALDAYS.NET or contact the team at INFO@VERTIKALDAYS.NET

Vertical
days
www.verticaldays.net

If you use one of these,



you need one of these.



IPAF Approved Training Centres train more than 100,000 operators every year in the safe and effective use of powered access platforms.

The IPAF PAL Card is recognised worldwide across industries as proof that your operators have been trained to the highest safety standards and meet all legal requirements.

Find an IPAF approved training centre at www.ipaf.org

The IPAF operator training programme is certified by TÜV as conforming to ISO 18878.



Editorial team

Mark Darwin - Editor
editor@vertikal.net

Associate editors

Rüdiger Kopf (Freiburg)
Alexander Ochs (Freiburg)
Leigh Sparrow

Reporter

Sam Pickering

Sales & customer support

Pam Penny
Clare Engelke
Karlheinz Kopp

Production/Administration

Nicole Engesser

Subscriptions

Lee Sparrow

Publisher

Leigh Sparrow

Advertising sales

UK-based

Pam Penny pp@vertikal.net
Tel: +44 (0)7917 155657
Clare Engelke ce@vertikal.net
Tel: +44 (0)7989 970862

Germany-based

Karlheinz Kopp khk@vertikal.net
Tel: +49 (0)761 89786615

Italy

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

The Vertikal Press

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

Vertikal Verlag

Sundgaullee 15, D-79114,
Freiburg, Germany
Tel: 0761 8978660 Fax: 0761 8866814
email: info@vertikal.net
web: www.vertikal.net



An open or shut case?

Typically when companies - or people - have an accident, make a mistake or decide that a particular strategy has failed and change direction, they try and keep it quiet rather than openly admit to an error. This attitude is highlighted by the lack of response to voluntary schemes such as IPAF and FASET's accident reporting programmes and the logging of so-called near misses despite evidence showing a more open and communicative approach is best.

But are there signs that our industry is becoming more open? Already this month there have been two instances that make me think we might be seeing a move towards a greater willingness to openly discuss tough issues, rather than trying to hide them, leading to more severe consequences down the road.

The first rather personal story deals with Scottish access specialist Active Rentals and its managing director Andrew McCusker. The relatively young McCusker experienced a serious stress induced health scare at the start of the month, but rather than suppressing it, he was open and mature enough to discuss the situation with his staff and seriously consider doing something about it. However in just a couple of weeks he managed to sell the business to local company EMH which plans to expand the company and move into new shared premises.

The second example involves a much larger company - Terex Cranes - and newly appointed president Steve Filipov. During an interview for this month's issue (see page 49) Filipov highlights the problems facing the business and his strategy to return the company to its former glory. Terex Cranes has been suffering on several fronts, including quality issues on certain models and focusing internally rather than on the customer.

Many medium to large companies have experienced a similar situation but very few have ever admitted it or openly discussed plans to rectify it. As companies such as VW know only too well - after the US emissions debacle - restoring brand image is a long hard slog.

The cynical may say that alerting customers and the market - including competitors - is all part of the overall plan. But like all problems, admitting the problem exists is often the hardest part - and it's hard to fix a problem until you do - telling the world is a close second.

The Active Rentals situation has been resolved and we hope that the change of lifestyle will do the trick for Andy McCusker. Terex Cranes will take longer, but Filipov's 100 day plan will hopefully kick-start the changes required to make a difference over the next couple of years or so.

Let us hope that this openness and maturity continues to spread - you never know, it could lead to a safer, more efficient and more pleasant industry.

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

Vertikal Press

MEMBERS OF:



ISSN: 1467-0852

© Copyright The Vertikal Press Limited 2016



Vertikal
.net

Liebherr confirms Rough Terrains



Liebherr will launch two Rough Terrain cranes at Conexpo in March, 20 years after it pulled out of the market. The first models in a new LRT line-up will be the 90 tonne LRT 1090-2.1 with a full power 47 metre boom and the 100 tonne LRT 1100-2.1 with a 50 metre Telematik pinned boom.

Liebherr says that the principle behind its new range will be 'simple and safe' and competitively priced, with classic Cummins engines, Dana powershift transmissions and rear oscillating axle, but also feature the Variobase outrigger system with auto level, Liccon control and load limiter system, standard auxiliary hoist and boom nose. A 10.5 to 19 metre bi-fold swingaway with 40 degrees of offset will be optional. All units are designed as global machines meeting all the latest standards. Production will be in Ehingen, Germany, beginning the second half of next year.

For more information on how the new Liebherr RTs stack up see page 17

New 300t Terex crawler



Terex will launch a new 300 tonne LC 300 lattice boom crawler crane along with a North American version - the LC 330 - at Conexpo in March. The new model - built at the Terex plant in Jinan, China - will feature a maximum boom length of 84 metres and a luffing jib up to 72 metres. The full jib can be added to up to 60 metres of main boom to achieve the maximum system length of 132 metres.

The crane also features a new counterweight tray design which consists in two stacks of slabs on each side of the superstructure, one behind the other, in order to reduce counterweight stack height and lower the crane's centre of gravity. The cab is said to be more than wide enough for two operators and features two operating screens - one displaying engine, winches and crane settings while the other shows the IC-1 Load Moment Indicator.

Dingli Magni booms

Dingli will launch its new eight model 'Italian' boom range at Bauma China in Shanghai. The new machines are designed and built by telehandler specialist Magni at its plant in Italy - which now includes the Dingli Europe R&D Centre. The eight model family has a high proportion of commonality - with four 'BA' articulated and four 'BT' telescopic booms with working heights of 16, 20, 24 and 28 metres.



The lifts have a quite different look to most other machines on the market, with clean super-slim superstructure frames and low slung counterweights - the result of all the running gear, including the engine - a fuel efficient, emissions friendly Deutz Tier 4 Final diesel - located in the chassis.

The two largest telescopes - the 73ft BT24RT and 86ft BT28RT - use a short riser, three section main boom and two section telescopic jib with 130 degrees of articulation.

In terms of lift mechanism they adopt the same concept as the Manitou 260TJ and 280TJ and like the Manitou's use off-road axles, rather than hub mounted hydraulic motors, perhaps no surprise given Riccardo Magni's telehandler background. This also means that they are slightly short on outreach at 21.8 metres - compared to the 23 metres on the Skyjack, JLG and Genie. The low centre of gravity does allow a narrower

overall width at 2.3 metres for transport, while the overall weight of 15.2 tonnes on the BT28RT is comparable with some articulated booms. Platform capacity is 350kg unrestricted on the 24m and 250kg on the 28m with a 350kg restricted capacity.

Many regular telescopes currently only offer 230kg, although this is likely to change in January with Genie launching its XC models with 350kg and 454kg and JLG also considering dual capacities which Skyjack and Manitou already offer.

The 86ft BA28RT employs a telescopic two section riser, two section telescopic boom and two section telescopic articulating jib. All units comply with the latest versions of EN280, ANSI and ISO standards.



Youngman warning

Youngman has issued an urgent warning relating to its Boss X series of scissor lifts manufactured prior to 2012, following a recent incident on a BoSS X3 that had NOT been retrofitted with the recall notice that went out in 2013.



Dean regains Ascendant Access

Steve Dean has acquired Redwood Engineering, the owner of UK-based aerial lift manufacturer Ascendant Access from the Facelift group. He founded Ascendant in 2003. Ascendant manufactures a range of truck and van mounted access platforms under the Ascendant brand in Gateshead, Tyne & Wear.





The new Link Belt TCC-2500

Link Belt 227 tonne tele crawler

Link Belt is to launch its largest telescopic crawler crane so far - the 227 tonne TCC-2500 - at Conexpo next March. The TCC-2500 will feature a seven section, 67.9 metre pinned main boom, which can be extended with a three piece - 3.6, 12.1, and 20.4 metre - bi-fold extension with up to 45 degrees of offset. Two 7.62 metre inserts can be added for a maximum tip height of 105.5 metres.

Power for the new crane comes from a Tier 4 Final Cummins, while the matching main and auxiliary winches feature extra-wide drums allowing it to handle maximum line pull through the fourth layer of rope. The rear mounted auxiliary winch can also be quickly removed to reduce transport weight.

The TCC-2500 can self-unload and install its own tracks and counterweight thanks to its standard jacking system with wireless remote controls. The working track width is 6.21 metres, enabling the crane to pick & carry its entire load chart, load charts are available for slopes of one, two, three and four degrees. The operator's cab tilts up to 20 degrees and features a new 10 inch colour touch screen crane interface incorporating the rated capacity limiter, telematics system, ground bearing calculator and engine data. The display can be used with gloves and seen in direct sunlight. Operator visibility is helped by rear-view, blind-side, swing-view and two individual winch-view cameras. The lead customer is ALL Erection & Crane Rental which has ordered six units for delivery in 2017 and early 2018.

The new 10.5m Movex, TL100WO



New Movex truck mount

Spanish vehicle mounted lift manufacturer Movex has launched a new 10.5 metre truck mounted platform, the TL100WO. The new machine features a two-section telescopic boom with pedestal mounted platform, offering 5.5 metres of outreach. Aimed at the street light maintenance market, the unit is mounted on a short wheelbase 3.5 tonne chassis and features a one-man fibreglass platform/bucket with a maximum capacity of 120kg. The unit has 450 degrees of slew and does not require outriggers.



Hewden debt restructuring

UK crane, access and telehandler rental company Hewden is looking to re-finance around £190 million of debt which matures over the next few months. The company has been working with restructuring experts at Deloitte to either refinance the business or sell it. It was acquired by private equity firm Sun European from Finning in 2010 for £110 million.

The most recent accounts on file, to the end of 2014, indicate revenues of £105.9 million with a pre-tax loss of £16.6 million. Since then the business has improved, but it has not yet managed to restructure its loans.

Active Rentals acquired

Euro Mechanical Handling (EMH) has acquired Scottish rental company Active Rentals from current owner Andrew McCusker. Both companies are based in Bellshill near Glasgow and will share a new facility. Leigh Baker, currently access sales director at Active Access will take over the day to day running of the business and manage the transition to the new owner.

First Chinese luffer from Comansa

Comansa's Chinese manufacturing operation Comansa CM is launching its first ever luffing jib tower crane at Bauma China.

The company said that it will not be a warmed-over LCL model transferred from the Spanish business, but rather an all-new range of luffing-jib tower cranes which it is dubbing the CML Series. So far the Chinese business - established as a joint venture Comansa Jie in 2006 - has focused exclusively on flat-top tower cranes. Comansa took control of the company last April and this is the first all-new product since then.

Comansa CM's first luffing jib tower crane



Filipov back at Terex Cranes

Terex has re-appointed Steve Filipov as president of Terex Cranes, replacing Ken Lousberg who is leaving the company after just over a year in the job.

Filipov will also retain his current duties as president of Terex Material Handling and Port Solutions, until that business is transferred to Konecranes at the end of the year. See page 49 for Mark Darwin's interview.



Steve Filipov



IHI has built small to mid size crawler cranes for Terex since 1999



Kato acquires IHI

Japanese crane manufacturer Kato has agreed the acquisition of the entire equity of IHI Construction Machinery. The deal which includes IHI crawler cranes and mini excavators is expected to complete at the end of November.

The move, part the IHI group's restructuring plans, also fits with Kato's plans to expand its crane product range and geographic coverage. Kato has recently made a comeback in the UK and Ireland with its city type All Terrain cranes and now plans to extend this across other European markets as new product developments allow.

IHI Construction Machinery was established in 1952 and has manufactured and sold a wide range of mini excavators, cranes, crawler carriers and other construction machinery for sale in both Japan and overseas. Since 1999 it has had an OEM supply agreement to supply Terex branded crawler cranes, initially for the North American market where the relationship has been very successful for many years. A letter from Terex to its North American customers confirmed that its arrangements with IHI will remain in place under Kato ownership.

Flagship Scottish depot

The UK's largest platform rental company Nationwide Platforms has officially opened its new flagship depot in Bellshill, Scotland. The new location is almost three times the size of its previous facility and aimed at setting the benchmark for future branches.



The new Nationwide premises in Bellshill, Glasgow

Located on the Righead Industrial Estate just outside of Glasgow, the 2,700 square metre facility - which includes a four bay workshop and fabrication bays - will be the base for a fleet of 450 platforms. The new depot is one of four locations in Scotland and also features a state-of-the-art training facility.



The workshops

Manitowoc complaint against Sany upheld

The U.S. Court of Appeals has ruled in favour of Manitowoc in its patent infringement and trade secrets misappropriation lawsuit against Sany Heavy Industries and Sany America, affirming the final determination and cease and desist order, issued against Sany by the US International Trade Commission.

The commission determined that at least one Sany crane infringed one of Manitowoc's patents and that six Manitowoc trade secrets were misappropriated. As a result it issued a limited exclusion order that prohibits importation into the U.S. of Sany cranes that infringe the patents or benefit from the theft of trade secrets.

500th Kobelco for Sin Heng

Singapore-based Sin Heng Heavy Machinery has taken delivery of its 500th Kobelco crawler crane since it was appointed as a Kobelco crawler crane distributor in 2010, in the six years since it has proven to be one of the best partners in the Kobelco network. The 500th unit was handed over at a special ceremony held at the Kobelco plant in Okubo, Japan.



The Sin Heng hand over scene at the Kobelco plant in Okubo, Japan.

Big platforms for AFI

AFI has taken delivery of 12 large platforms - six booms and six scissor lifts - from JLG and Holland Lift, in a deal worth more than £2 million.

The JLG boom order includes two, 125ft 1250 AJP's, two 135ft 1350 SJP's and two 150ft 1500SJs. The six new scissor lifts include three, 53ft JLG 530LRT and three Holland Lifts, including two 65ft HL220s and one 83ft HL275.

New Isoli pick-up lift

Italian truck mounted lift and recovery vehicle manufacturer Isoli has started production of the new 13.3 metre MPT 140 4x4 pick up mounted aerial work platform, which joins the existing nine metre telescopic PT 90 pick-up mount.

The new platform can be installed on a range of vehicles from 3.5 tonnes and up, leaving plenty of spare payload for cargo and tools etc. This is partly due to the light weight structure made possible by the use of high yield SSAB steel, used in the simple single riser lift mechanism topped by a two section telescopic boom.

Features include simultaneous multi-function controls a simple, functional design, 7.2 metres of outreach, with a variable overload system that is tied into the vehicle, and outrigger set up, 230kg maximum platform capacity, 180 degrees of platform rotation, auto levelling and an anti-collision device to prevent the accidental contact of boom and chassis cab.



The new Isoli MPT 140 4x4



The new Versalift VDT170-F for SparkX

First 17m Versalift in UK

Versalift UK has delivered the country's first 17.1 metre VDT170-F van mounted platform to SparkX Electrical. The VDT170-F has a two section boom mounted on a compact, medium wheel base, five tonne 4x4 Mercedes Sprinter van.

It has nine metres of outreach with 200 degrees of jib articulation and full hydraulic controls. The platform has a 'Home Function' that returns to the stowed position at the push of a button. SparkX provides electrical and lighting installation services predominantly for local authorities and highways contractors.

New CEO for ARA

The American Rental Association (ARA) has appointed Tony Conant as chief executive, succeeding Christine Wehrman who is retiring after 16 years with the association. Conant will become the fourth chief executive since the ARA was founded in 1955 and joins after two and a half years as chief operating officer at the Institute for Supply Management in Phoenix.



Tony Conant

New convenience products from Nationwide

The UK's rental company Nationwide Platforms launched three new safety related products at its Working at Height Best Practice Forum.

The products - all developed by sister company BlueSky - include SkyScreen a lightweight mesh basket protection, SkyTel a material handling attachment designed for safer and more efficient handling of mobile telecom antennas and SkySiren PCS (Pre-Crush Sensing) for use on scissor lifts, which uses ultrasonic technology and traffic light warning system to detect and alert operators of potential entrapment hazards. It also includes the SkySiren pressure sensor switch to provide secondary protection against entrapment.



SkyTel is a material handling attachment designed for safer and more efficient handling of mobile telecom antennas

1,200 JCBs for A-Plant

A-Plant - Ashtead's UK rental operation - has ordered 1,200 JCB telehandlers and other equipment, in a deal worth £35 million.

The order, placed through regional dealer Greenshields JCB, is the largest equipment order it is placing this year and follows A-Plant's purchase last year of 1,500 JCBs in a deal worth £50 million.

A-Plant has now taken more than 11,000 JCB machines since purchasing its first unit more than 25 years ago.



REAL PARTS PEOPLE

Every day our people go the extra mile...whether that's delivering a pre-ordered part or simply replenishing your stock. Our IPS Parts Store combines industry expertise with a convenient one-stop shopping experience, direct to our customers door!



We Make Buying Parts Easy

0845 108 4000 | ipspartsonline.com

Next Day Delivery | All Major Brands | Technical Assistance



Ruthmann unveils new product launches

Last month Ruthmann unveiled three new models at an open day in Hamburg, including the record-breaking 29 metre TB290 on a 3.5 tonne chassis. Other models included the 65 metre T650 HF and 75 metre T 750 HF which were subject to a 'pre-announcement' at the start of Bauma in April.

The TB290 - an upgraded 27 metre TB 270+ - has a working height of 28.8 metres, but only with 100kg platform capacity. The unit has been designed for a 3.5 tonne Mercedes Sprinter Euro 6 chassis although it will also be offered on 6.5 and 7.5 tonne chassis giving for more payload and performance.

Improvements in the fabrication design and the use of higher yield fine grain steels has reduced weight, compared to the 270+. The extra height is a result of an increase in the maximum boom elevation by three degrees -



The new 29 metre TB 290



The 75m Ruthmann T 750 HF



The 65m T 650 HF

taking it close to vertical - along with a little more telescope from each of the four inner boom sections. Maximum platform capacity remains at 230kg with an outreach of 9.8 metres over the side or 13 metres over the rear quadrant. Maximum outreach is 16.2 metres with 100kg over the rear or 13 metres over the side. The machine can set-up on slopes of up to five degrees while overall length is 6.95 metres, with a height of 3.02 metres.

The four axle T 750 has a five section main boom, topped by a long three section jib/top boom and short articulated end jib. The unit has a maximum platform capacity of 600kg, which it can take to a height of around 70 metres. Capacity at full height is 320kg. Maximum outreach is 41 metres and an impressive 14 metres of below ground reach is possible thanks to its three-section jib.

The T 650 HF has the same boom and jib configuration, but has up to 43 metres of outreach with 100kg. The 600kg maximum platform capacity is available up to a working height of around 60 metres. Ruthmann also announced that the 25 metre TB 250 model will not be physically ready until spring 2017.

Versalift France makes a big impact

At the recent JDL event in Marseille, Versalift sent a very clear message to French van mounted lift buyers with a large stand, plenty of equipment and its new Versalift France team which includes Laurent Cuyolla as operations manager and Eric Azzopardi as service manager, both of whom were previously employed by the French access platform manufacturer Comilev that went into administration earlier this year. Laurent Larbi is regional sales manager for the southeast while Odile Jiori handles the internal sales and administration functions.

Versalift was blindsided at the start of the year when Julien Bourealis - owner of its French distributor Time France - announced the launch of a competitive product line under the Klubb banner. The two formally ended all contractual ties in April and Versalift has since gone into



The Versalift France service and repair base in Angers



The new Versalift France team (L to R) Odile Jiori, Laurent Cuyolla, Eric Azzopardi and Laurent Larbi

overdrive to protect its market leading position and support its machine population of more than 6,000 units. The new company has opened a headquarters and production plant in Morlaàs, southern France, and a national service and repair facility in Angers and recruited a network of mobile service technicians.



The Versalift France production facility

Lion Trackhire and Eve go Live

The UK division of Ashtead - A-Plant - has finalised the £38 million acquisition of Lion Trackhire and will merge the business with Eve, which it bought in 2013.

From the start of January the company will be rebranded Live - a combination of two letters from each company name. Dale Robinson, who left Eve to found and run TPA then Lion will manage the business which has a combined total of 90,000 panels and 400 staff.



AND JUST GETTING STARTED.

Genie
A TEREX BRAND

Thanks to our faithful customers, partners and team members, Genie is celebrating its first 50 years of success. With the most compact and lightest machine weight in its category, the Genie® GTH™-3007 telehandler epitomises the Genie culture of innovation, and we couldn't have done it without all of you. We look forward to building an even brighter future together.

50
YEARS
BUILDING THE
FUTURE

© 2016 Terex Corporation, Terex, Genie and Taking You Higher are trademarks of Terex Corporation or its subsidiaries. Images are for illustrative purposes only.

GENIELIFT.CO.UK | AWP-INFOEUROPE@TEREX.COM

Nine month revenues at **H&E Equipment** fell four percent to \$733.8 million due to lower sales of both new and used equipment. Pre-tax profits slipped almost 24 percent to \$42.2 million.



Half year revenues at **Tat Hong** were 18 percent lower at \$226.6 million, with crane rental down 26 percent to \$71.6 million and tower crane rental up eight percent at \$50 million. Last year's pre-tax profit of \$12.8 million converted to a loss this year of \$7.3 million.



Nine month revenues at **Alimak** were flat at SK 1.45 billion (\$161 million). Pre-tax profits improved nine percent to (\$23 million). The third quarter was more positive with higher revenues, order intake and a sharp rise in pre-tax profits.

Nine months sales at **Wacker Neuson** were just over €1 billion, with compact equipment including telehandlers up three percent to €520 million. Pre-tax profits fell 15 percent to €65 million. Third quarter, revenues improved slightly to €315.7 million, thanks to higher European sales, pre-tax profits soared 27 percent to €177 million.



Nine months sales at **Manitou** increased six percent to €1.01 billion, thanks to telehandlers and access platforms and a strong recovery in Southern Europe including France. Third quarter revenues were 18 percent higher at €323 million.

United Rentals reported nine month revenues of \$4.24 billion, with pre-tax profits marginally lower at \$667 million, thanks to substantially lower interest costs.



Zoomlion saw nine month revenues fall 15 percent to RMB 9 billion (\$1.33 billion) with unsold crane inventories limiting new production. Pre-tax losses increased threefold to RMB 969 million (\$144 million) due to the lower revenues, restructuring costs and other changes.

Haulotte posted nine month revenues 11 percent higher at €343.4 million, the best result since 2008. New machine sales were 12 percent higher at €288.3.



Hiab revenues in the first nine months improved 15 percent to €779 million. Operating profit was more than 55 percent higher at €106 million. Third



quarter revenues were nine percent higher at €250 million and operating profit up 33 percent to €32.9 million.

Ramirent revenues increased 4.2 percent in the first nine months to €484.7 million, but pre-tax profits plummeted 65 percent to €11.9 million due to third quarter write offs. Third quarter revenues were 2.5 percent higher at €169.2 million, with a pre-tax loss of €2.3 million compared to a profit last year of €17.7 million.

Skyjack achieved nine month revenues of \$721.7 million, up 1.5 percent on the same period last year. Operating profits fell 11 percent to \$135.9 million. Third quarter revenues increased 8.5 percent to \$228.1 million while operating profits were 7.6 percent higher at \$39.7 million.



Nine month revenues at **Manitowoc** were 7.5 percent lower at \$1.23 billion, while pre-tax losses increased from \$76.6 million last year to \$229.7 million this year. Third quarter revenues dropped more than 20 percent to \$349.8 million, with a pre-tax loss of \$133.5 million.

JLG saw full year revenues decline 11 percent to \$3.01 billion, while operating income declined 35 percent to \$263.4 million. In the fourth quarter revenues edged up to \$775.8 million, with aerial lift sales up 10 percent to \$411 million, offset by a 23 percent lower telehandler sales at \$180.8 million. Operating profits dropped 20 percent to \$45.2 million after \$26.9 million of write downs.



Nine month revenues at **Genie** were 11 percent lower at \$1.599 billion, while operating profits plummeted more than 30 percent to \$159.2 million. Third quarter, revenues fell more than 16 percent to \$484.4 million, with operating profits dropping 38 percent to \$48.6 million. The backlog was 16 percent lower at \$253 million.

Terex Crane revenues dropped 18 percent to \$947.5 in the first nine months, with a pre-tax loss of \$41.5 million. Third quarter sales fell 25 percent to \$282.8 million with an operating loss of \$12.1 million, compared to a profit \$12.1 million last year. The backlog was 21 percent lower at \$317 million.



Cramo sales for the first nine months improved eight percent to €519 million, while pre-tax profits jumped 56.4 percent to €66.5 million. Third quarter revenues improved 7.2 percent to €184.8 million, with pre-tax profits up 42 percent to €34.9 million.

Tadano has reported a weaker first half with revenues 12.7 percent lower at ¥90.91 billion (\$855.1 million), due to lower exports and exchange related issues. Net profits dropped 35 percent to ¥6.97 billion (\$65.6 million).



First half revenues at **Speedy** were £187.1 million, up 13.5 percent on last year, while last year's pre-tax loss of £13.5 million was converted to a profit this year of £5.4 million.



Lavendon revenues for the first nine months are up nine percent, encouraging the company to increase its full year expectations.

Nine month revenues at **Manitex** fell six percent to \$260.7 million with a pre-tax loss of \$5.77 million. Third quarter revenues fell 12 percent to \$74.1 million, with a pre-tax loss of \$3.7 million.

For the full reports on all these stories check out Vertical.net

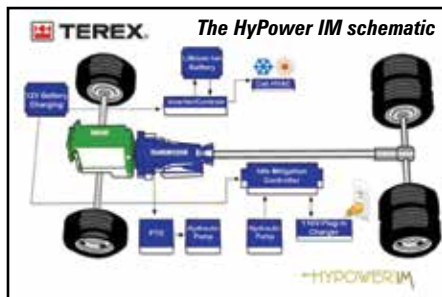
Budget hybrid from Terex utilities

Terex Utilities has launched a new, lower cost hybrid power pack for aerial lifts, the HyPower IM. The system is lighter and more affordable than the company's full hybrid solutions, but does not operate the lift functions.



A Terex Utilities LT40-HyPower IM

Designed for smaller trucks it automatically engages when the engine stops and the transmission is put into Park, switching to a 48 volt lithium ion battery pack for all ancillary functions, including cab heating and cooling which according to Terex are typically used about 85 percent of the working day. As soon as the operator engages a lift function the truck engine starts and operates the function through the normal PTO mounted hydraulic pump. While the engine is running the truck's alternator tops up the lithium battery.



SAIE goes biennial

Italian construction exhibition SAIE - originally the Bologna Fair - has announced that there will not be a 2017 event, instead the organiser will focus on running the big Italian show in Bologna every two years.

Extended telescope rope lift

JLG has extended the mandatory wire rope and sheave replacement interval on its boom telescope systems from eight to 12 years or 7,000 hours. The extended intervals apply to all current JLG boom lift models. See Vertical.net for more details.

Alimak acquires Facade Access



A CoxGomyl roof crane

Alimak has acquired Melbourne, Australia-based international permanent façade access company Facade Access Group for A\$120 million (\$91 million).

Facade Access is controlled by Wolseley Private Equity and has revenues in the region of A\$150 million (\$113 million) with more than 600 employees. It has installed more than 10,000 systems over the past 50 years.

The company operates as two businesses - CoxGomyl and Cradle Runways - and specialises in Building Maintenance Units, with a focus on architecturally challenging high rise buildings such as the 'Walkie Talkie' tower in London. A large part of its product range comprises suspended platforms and support system cranes which tuck away into the building when not in use. The business has two production facilities in Spain.



ISOLI

Full truck mounted lift range
from 14 to 36 metres



Invest in the Best!

Find out more www.isoli.com



MORE THAN JUST REACH.

SJ30 ELECTRIC ARTICULATING BOOMS



From the outset Skyjack identified two key parameters for these electric booms. Along with offering competitive reach specifications, they also feature exceptional drive and duty cycle performance...

- Increased duty cycles maximize the amount of work possible from a fully charged machine.
- Outstanding drive performance means loading trailers for transport is significantly improved.
- Direct electric AC drive system feeds two wheel motors operating in parallel to maximize gradeability.
- Speed sensing traction control reduces loss of traction and tire scrubbing.
- Machine weight of 5,677 kg.
- Variable speed system pump, and the utilization of gravity for riser lowering, further aids efficiency.

www.skyjack.com

SKYJACK
simply reliable

SKYCODED. SKYRAISER. EASYDRIVE. ACCESSORYZERS.

- **Davies Crane Hire** in the UK has taken delivery of three **Tadano All Terrain** cranes.
- **Magni Telehandlers** has opened a facility in Miami, Florida, to cover north and South America.
- **Terex Cranes** has appointed **Jörg Müller** as senior sales manager for the Middle East.
- UK-based **NMT Crane Hire** has taken a **Liebherr LTC 1050-3.1** LTC city type crane.
- **Next Capital** is looking again at floating the **Hirepool** business in New Zealand.
- Dutch rental company **Debru** has taken two new large truck mounted lifts from **Palfinger Platforms**.
- **Ruthmann** is expanding its German service network.
- UK rental company **Crowland Cranes** has taken a **Liebherr LTM 1060-3.1** All Terrain crane.
- **Palfinger** has appointed **TH White** as distributor for its Hook and Skip loaders in England and Wales.
- Malaysia's **Sabah Ports** has ordered two **Terex** ship-to-shore cranes.
- Colombian crane rental company **Potenco** has taken delivery of a **Liebherr LTM 1100-4.1**.
- **Modulift** has appointed **Cargo Lift** as its first distributor in Mexico.
- UK distributor **SkyKing** has appointed **Craig Wears** as service engineer, at a new service centre in Birtley, Tyne & Wear.
- **Manitowoc Philippines** has added a **Potain Igo 50** self-erecting tower crane to its rental fleet.
- **Bharat Mumbai Container Terminals** has ordered 22 **Terex** gantry cranes.
- **Riwal** has joined the US-based online parts and service network **SmartEquip**.
- UK-based Extreme Powered Platforms has taken delivery of a **Multitel MJ 226** truck mounted platform.
- UK-based **Dewsbury & Proud** has taken a **Terex AC 40/2L** crane.
- Dutch rental company **Brand Energy & Infrastructure Services** has purchased 49 **JLG** lifts from **Riwal**.
- UK-based **Platform Sales & Hire** has sold 10 **Genie** scissor and boom lifts to an airline in Poland.
- **Terex Cranes** has appointed **Ingo Nöske** and **Ascan Klein** as design and engineering directors.
- Austrian crane and access company **Felbermayr** has taken its first **Nifty HR28 Hybrid**.
- **Raimondi** has appointed **Kwitek Krane** as agent for its tower cranes in southern Germany.
- UK rental company **Smart Platforms** has added seven **Versalift** van mounted lifts to its fleet.
- Germany's **Eberswalde Water and Shipping Authority** has taken a **Sennebogen 630 HD** crawler crane.



Jörg Müller



Craig Wears



Ingo Nöske



Ascan Klein

- **Kobe Steel** has reported a tough first half for Construction Equipment including **Kobelco cranes**.
- **Palfinger** has opened a new service location in Ilsfeld, near Stuttgart, Germany.
- **JLG** has appointed **Aaron Haynes** as product manager low-level access North America.
- Japanese crane rental company **Saiga Corporation** has taken a **TCA Falcon FS320C** spider lift.
- Canadian rental company **Up And Down Lifting Solutions** has purchased three **Palazzani** spider lifts.
- **Tadano America** has appointed **Justin Andrews** as regional business manager Western Canada.
- UK rental company **Warren Access** has bought a 20.5 metre **Isoli PNT 210JD4** truck-mounted platform.
- German rental company **Schares** has taken four **PB** lifts, two **MB112-10EC** lifts and two 49ft **S171-12ES**.
- Belgian crane and access distributor **Heli** has acquired **High and Safe**.
- German crane company **Autokran-Dienst Jaromin** has taken a **Liebherr LTM 1250-5.1**.



Justin Andrews

- **Klubb Ibérica**, the Spanish and Portuguese distributor for **Klubb**, has appointed **Von Boulandier Picado** as sales manager.
- **Leningrad Nuclear Power Plant** in Russia has taken a modified 39m **Palazzani TSJ 39** spider lift.
- **PASMA** has appointed **Sarah Nunn** as head of international development.
- Canadian rental company **Accès Location d'Équipement** will take the first **Genie 135ft SX-135XC**.
- German rental company **Aller-Weser-Technik** has taken three **Palfinger WT 300** truck mounted platforms.
- **Japan Marine United** and Singapore's **Jurong Shipward** have placed orders for Huisman marine cranes.
- **Genie** has appointed **Manlift Qatar** as a dealer in Qatar.
- **R&B Joinery** has taken the first **Bobcat T36120SL** telehandler in Scotland.



Sarah Nunn

- **Snorkel UK** has appointed **PLP Lift Trucks** as a dealer for Yorkshire, Nottinghamshire, Lincolnshire and Derbyshire.
- Dutch international rental company **Gunco** is expanding its specialist re-rent division.
- US-based **Able Equipment Rental** has taken the first **TCA Falcon FS170T (FS520C)** spider lift in North America.
- Russian rental company **Vertex** has opened a new location in St Petersburg.
- UK **Road Rail Cranes** has taken delivery of the first **Demag AC 100-4L** crane.

- Dutch rental company **Bac Hoogwerkers** has purchased a 150ft **JLG 1500AJP** articulated boom lift.
- **Haulotte** has started shipping the stock picking version of its new **Star 6**.
- Northern Ireland's **McKenzie's NI** has taken delivery of a **Haulotte HTL3510** telehandler.
- German rental company **Möller Manlift** has opened its new premises near Fulda.
- Spain's **Hune** is on the market after its creditors decided it is time to quit.
- France **Élévateur** has appointed **Curmac Elevacio** as distributor for Spain and Portugal.
- Germany's **Weber-Hydraulik** has appointed **Christian Rösch** and **Reinhard Pfendtner** as joint managing directors.
- **Palfinger's** dealer in Singapore **Wong Fong Industries** has opened new premises.



Christian Rösch



Reinhard Pfendtner

- Dutch water company **A1 Tuinbouwtechniek** has taken an **Omega 820TS** rotating tracked scissor lift.
- UK's **Diamond Contract Lifting** has taken a new **Böcker AK35-3000** truck mounted crane.
- Australian rental company **United Forklift and Access Solutions** has taken its 1,000th **Haulotte** platform.
- Jamaican terminal operator **Kingston Wharves** has ordered a **Liebherr LHM 600** mobile harbour crane.
- New UK rental company **Lincs Lift** has taken 24 second hand platforms from **APS**.
- USA contractor **Raymond Excavating** has taken a 200 tonne **Grove GMK5200-1** All Terrain crane.
- Belgian company **Dufour Transports et Manutention** has taken the 100th **Liebherr LTM 1750-9.1**.
- UK rental company **Lee Lifting** has taken delivery of a **Tadano ATF100G-4** All Terrain crane.
- **Genie** has built the 1,000th 33ft **Z-33/18** boom lift and promoted **Francesco Aiello** to lead production at the Italian plant where it is built.
- German rental company **Armbruster Autokran-Vermietung** has taken a **Grove GMK 5250L**.
- UK temporary accommodation supplier **Advanté** has acquired a new **Fassi F820**.
- UK crane company **J&M Crane & Transport** has taken a **Tadano ATF 70G-4** crane.



Francesco Aiello

See www.vertikal.net news archive for full versions of all these stories



crowland cranes

the complete crane company

- Crane Rental
- Major Overhauls and Refurbishment
- Workshop & Field Service
- Fabrication
- Paint Shop & Shot Blasting
- Used Crane Sales
- New Crane Sales
- Certification
- Ancillary Equipment



Call today: **TEL: 01733 210561**
www.crowlandcranes.com

UK Distributor for

GROVE
by Manitowoc



T.M.C.

LIFTING & ENGINEERING SUPPLIES
 PART OF THE CROWLAND CRANES GROUP

- **Grade 10 Chain Slings**
 Made to your requirements
- **Lifting Equipment**
 ie: Shackles, Fibre Slings, Lifting Points etc.
- **Wire Ropes**
 Crane Ropes, Wire Ropes Slings
- **Height Safety Equipment**
 Harnesses, Lanyards, Fall Arrest Blocks
- **Testing & Inspections**
 In accordance with LOLER recommendation's
- **Engineering Supplies**
 Boom Greases and Lubricants, Consumables etc.
- **LEEA member**



For further information on any of our products
 contact: **01733 211339**
www.tmc-lifting.com

Power-Pad®

The fully certified, fully traceable, guaranteed, top quality Outrigger support mats.

All mats carry an indelible unique serial number, a reference code, batch number and maximum capacity of the pad.



A tale of two cranes

This month we look at two types of cranes which are designed for similar applications including challenging ground conditions - Rough Terrain cranes and telescopic crawlers. At first glance these two crane types appear quite diverse, but in reality they offer many similar attributes - apart from the obvious fact that one is on wheels and the other on tracks.

In recent years, the telescopic crawler crane has been one of the sales successes of the crane sector and is now on the verge of becoming a main stream rather than niche product.

Wheeled Rough Terrain cranes on the other hand are very much a well-established product sector - particularly in North America - although they are also popular in regions such as the Middle East, South America and Russia. In Europe they have never really caught on, although Italy and France have been decent markets in the past.

Rough Terrain doldrums

The Rough Terrain crane has been a construction site workhorse since the late 1960s thanks to its simple, rugged and reliable design. It also suits the North American

preference of having cranes on site throughout a contract. While in European markets - where the day to day crane rental market/concept developed early - roadable cranes such as truck and now All Terrains are the cranes of choice, being ideal for taxi crane type work, allowing contractors to call in operated cranes at short notice any time they need a lift. It is no surprise therefore that the majority of Rough Terrain crane manufacturers and half of the total global sales are in North America. However, due to the downturn in the oil & gas market sales have slumped to around half of its recent 700 units or so a year. This makes Liebherr's recent re-entry into the Rough Terrain crane sector after 20 odd years all the more interesting (see 'Liebherr's two new RTs' page 27).



Latest RT from Terex is the 80 tonne RT 90 with 47m boom



C&A

RT cranes

Sennebogen 673



Zoomlion RT35

Developed when the market for 80 to 100 tonne Rough Terrain cranes was particularly buoyant, Liebherr's new cranes were seen as a way of plugging a capacity shortfall caused by decreasing sales of its large - 750 tonners and above - All Terrain cranes. With a shrinking market, this may take some time to pay off, but Liebherr always has an eye on investing for the longer term and being ready when demand picks up.

Similarities

As can be seen from the simple table below there are many similarities between the RTs and telescopic crawlers with the All Terrain crane being the total antithesis of the crawler crane - travelling on the road, usually unable

to pick & carry and often having a larger footprint to achieve maximum performance.

As neither the RT or telescopic crawler are designed to be road legal, they have to be transported to site by low loader, which tends to rule out very short term rentals. This means they are generally dedicated to a specific site for a particular project or period, where they are available on a day to day basis to carry out all types of lifting work. Both are compact, rugged and have pick & carry duties - although the telescopic crawler crane can often pick & carry its full load chart - and despite its overall heavier weight, its tracks deliver lower ground pressures and greater go anywhere

Main features of an RT, telescopic crawler and AT crane

	Crawler telescopic	Rough Terrain	All Terrain
Pick & carry	Yes - full chart	Yes - but limited	No
Outriggers	No	Yes	Yes
Travel on road	No	Not really	Yes
Low ground pressure	Yes	No	No
Compact footprint	Yes	Yes	Wider outrigger spread
Wide capacity range	No	No	Yes



ORMIG S.p.A. PIAZZALE ORMIG
 15076 OVADA (AL) ITALY
 TEL. (+39) 0143.80051 r.a. - FAX (+39) 0143.86568
 E-mail: mktg@ormigspa.com - sales@ormigspa.com
 www.ormig.com - www.pickandcarry.com



Tadano
GR-750XL

capability, even though its stowed travel speed does not compare with that of the Rough Terrain.

In the early years, the telescopic crawler was adversely compared to the equivalent sized but stronger lattice crawler. For jobs where there was a compelling reason for a telescopic boom crane, the Rough Terrain crane moved faster, was lighter and less expensive. However boom design has come a long way since then and crawler cranes now have good performance, low ground bearing pressures and can handle more challenging terrain than most wheeled cranes. They are also more adept at travelling with their booms and jibs in place and are generally more stable. Add in a compact operating footprint and the absence of outriggers, or the

need for temporary access roads on many sites, and the economics begin to look good.

Unfortunately for the RT, economic conditions in the oil & gas sector mean that demand is currently falling. This is not a reflection of the crane type, far from it. Like the telescopic crawler it is quick to set up and ready to work with good travel speeds making it ideal on large sites and industrial complexes.

Side by side comparison

To illustrate the similarities and differences we have compared two 70 tonne cranes - the new Grove GHC75 telescopic crawler (built for Grove by Sennebogen) and the Tadano GR-750XL Rough Terrain.

What is immediately obvious between the two is that the Tadano has a significantly longer boom -

Spec comparison between a 70 tonne RT and telescopic crawler

	Grove GHC75	Tadano GR-750XL
Max capacity	70 tonnes @ 2m	68 tonnes @ 2.4m
Boom length	11-36 metres	11-43 metres
Max pick & carry	100% chart	limited chart
Boom	4 section full power	5 section full power
Maximum tip height	52.7metres	63 metres
Mid range lift @ 20m	6.2t @ 20m	5.9t @ 20m
Pick & carry @ 5m radius 11m boom	44.9 tonnes	15.2 tonnes
Pick & carry @ 10m radius	17.6 tonnes	6.7 tonnes
Max jib/extensions	8 -15 metres	10.1 - 17.7 metres
Transport size L x W x H	12.96 x 3.2 x 3.2	13.38 x 3.32 x 3.79
Maximum track/outrigger spread	5.0 metres	7.3 metres
Engine	Cummins Tier 4 168kW	Cummins Tier 4 201kW
Travel speed	2.7km/h	36km/h
Transport weight	46.32 tonnes*	
Gradeability**	64%	57%
Operating weight	71.76 tonnes	44.28 tonnes

*Transport weight: approximately 46 320 kg with 8 m boom extension, 2 hoists, without counterweight or carbody counterweight.

** Subject to manufacturers engine specifications.



The 70t Grove GHC75 has far superior lifting capabilities than the Tadano GR-750XL

seven metres longer - which combined with boom extensions and jib give a maximum tip height more than 10 metres more than the Grove which still has a very respectable 52.7 metre tip height. As a general site crane, it would be rare that such a lift height would be a problem.

In transport mode, the Tadano is slightly longer and higher, but at 44 tonnes it is almost half the weight of the tracked machine. Obviously, the wheeled machine has a much faster travel speed of 36km/h and a similar but more powerful engine.

However if you need a pick & carry capability the crawler telescopic wins hands-down. Both lift a maximum of about 70 tonnes - the Rough Terrain with outriggers fully extended - yet

the crawler can pick & carry its full chart. For example it can pick & carry 44.9 tonnes at five metres radius, while the Rough Terrain can manage just 15.2 tonnes at creep speed. With outriggers fully deployed the Rough Terrain becomes more competitive, but still loses out - for example at 20 metres radius the crawler handles up to 6.2 tonnes compared to 5.9 for the RT, while even with its tracked undercarriage fully extended to five metres, the Grove has a 2.3 metre narrower footprint than the Rough Terrain. It also exerts far less ground pressure and has greater gradeability - although both are restricted by the engine capabilities rather than the chassis.

Tadano dominance

Given that almost half of the RT sales are in North America where the vast majority of manufacturers are also based, it is somewhat surprising that in recent years the market leader in this sector has been Japanese manufacturer Tadano, which has at times claims to have come close to achieving a market share approaching 50 percent. The company has eight models available for the North American market, ranging from 15 to 160 tons, in Europe it sells four models from 30 to 80 tonnes. The two major capacity sectors for Rough Terrains are now 60 to 70 tonnes and 80 to 100 tonnes - with the American influenced Middle East the second biggest market.

One of most popular models is the 80 tonne/100 ton GR-1000XL/GR800EX. In the first four years following its launch in 2011, more than 1,000 units were delivered. Speaking at the ceremony to mark the production of the 1,000th unit in May 2015, Tadano chief executive Koichi Tadano said: "This crane has gained a reputation for reliable, high quality and environmentally friendly performance and has been particularly popular in places where harsh environmental circumstances make it difficult to replace cranes experiencing down time, such as energy development jobsites in North America, the Middle East and Russia as



One of the most popular RTs is the 80 tonne Tadano GR-1000XL.



Mini Cranes - Mini Pickers
Tele Crawler Cranes - Vacuum & Tools

Lift anywhere
you need





The 1,000th Tadano GR-1000 XL crane is handed over to Scott Equipment of Monroe, Louisiana

well as mining in South America, Australia and South Africa.”

The Rough Terrain product sector tends to be slow in terms of new product development. However earlier this year Grove launched two all new models with a revised GRT nomenclature - Grove Rough Terrain - the larger being seen at Bauma and the smaller due to be unveiled at Conexpo next year. Also Terex introduced its 80 tonne RT90, and Sany (Palfinger Sany) its 55 tonne SRC550 which features a 43 metre U shaped boom and 16 metre jib.

New Grove RTs

The 90 tonne Grove GRT8100 and 80 tonne GRT880 are updates to the RT890E and RT880E models but incorporate many more sophisticated crane features from the All Terrain market such as longer booms, better cabs and in some case boom pinning.

The GRT8100 has a new lighter and stronger 47 metre main boom plus a full range of bi-fold swingaway extensions, with optional additional inserts to achieve a maxim system length of 77 metres. The extensions



The GRT8100 has a new lighter and stronger 47 metre main boom and a 77 metre system length

include both hydraulic luffing or manually offsettable options, with offsets of 0, 20 and 40 degrees and a heavy-duty three metre jib.

A new boom extension stowing system for both the hydraulic and manual versions, are said to offer faster erection and stowage times, up to 60 percent quicker than previous generation models. The cranes also feature the company’s CCS crane control system which is now being rolled out across all Grove, Potain and Manitowoc cranes. An updated full-vision

cab tilts to 20 degrees and also features a new ergonomic control arrangement, including a tilting steering column, electronic joysticks and a jog dial for simple CCS menu navigation.

The smaller 80 tonne GRT880 - launched next spring - features a shorter 41 metre boom, which is lighter and longer than its predecessor, but also said to be able to lift more throughout its load chart. Grove says it is aimed at customers in mining, equipment maintenance and infrastructure sectors.



The new Grove GRTs at Bauma



Sany unveiled its new 55 tonne SRC550 with 43 metre boom at Bauma



The 80 tonne GRT880 will be launched next spring and features a shorter 41 metre boom

Experience the Progress.



Liebherr crawler cranes – LR Series

- Superior lifting capacities, on-line load chart calculation
- Great variety of boom configurations
- Quick and easy assembly
- Easy and cost-effective transportation
- Narrow working track for limited space
- Derrick equipment for enhanced load capacities

Liebherr-Werk Nenzing GmbH
Dr. Hans Liebherr Straße 1
6710 Nenzing, Austria
Phone: +43 50809 41 473
E-mail: crawler.crane@liebherr.com
www.facebook.com/LiebherrConstruction
www.liebherr.com

LIEBHERR

Again it has a full complement of swingaway extensions with insert options and a maximum tip height of 68 metres.

Terex RT 90

The new 80 tonne capacity Terex RT 90 features a five section, 47 metre boom and features an enhanced control system with integrated diagnostics, a redesigned cab with 18 degrees tilt, an easy access flat deck for improved visibility, central lubrication and multi-stage, multi-position outriggers. Width is three metres.

The first order for the RT 90 announced at Bauma was for 12 units from its authorised distributor Bigge Crane & Rigging. Bigge played a significant part of the product development process, providing customer feedback input on design concepts. Brian Noga, Bigge sales manager said: "Being involved in the process, we see the potential for this crane to be a solid workhorse addition to our fleet."

Link-Belt

Another new Rough Terrain crane launch last September featured Link-Belt's new 90 tonne 100RT. The new crane features a six section, 50 metre pinned boom, plus a three-piece

bi-fold swingaway extension that takes the maximum tip height to almost 80 metres. The new boom has just four extension modes and can telescope under load. The extension offers three, 10.6 or 17.6 metre lengths, and can be offset by up to 45 degrees. Two additional 4.8 metre lattice inserts can be added to achieve the maximum tip height.

The new cab tilts up to 20 degrees for improved visibility, has air conditioning as standard and a five-way adjustable seat helping provide a comfortable work environment for the operator. The new machine incorporates the latest Link-Belt Pulse crane operating and telematics system that utilises the in-cab display as a readout and operator interface, with on-board diagnostics including the rated capacity limiter, wireless wind speed, boom length and angle, radius of load and crane configuration. Fully equipped less its modular counterweights the crane has a transport weight of 42.4 tonnes and an overall height of 3.91 metres. Once on site, it can drive itself off the

The new 80 tonne capacity Terex RT 90 features a five section, 47 metre boom.



Launched last September the 90 tonne Link-Belt 100RT features a six section, 50 metre pinned boom.



The new Liebherr LRT

telescopic crawler sales between 60 and 120 tonnes, larger capacity models are rare. Since Liebherr ceased production of its monstrous 1,200 tonne LTR 11200 18 months ago, its 220 tonne capacity LTR 1220 has been the largest telescopic crawler on the market, so the launch of the Link Belt TCC-2500 at Conexpo next Spring is big news indeed.

Since entering the tele crawler market a dozen years or so ago, Link-Belt has expanded its TCC range to include five models from 51 to 250 tonnes. When first introduced in 2005, the product was a niche market solution aimed at powerline utility applications. However sales of Link-Belt TCCs have grown steadily into rental

low loader, install its counterweight and be available for work.

World's biggest crawler telescopic

However, Link-Belt's latest news is the launch of a new 227 tonne crawler telescopic crane - the largest currently available. With most



Link-Belt's latest news is the launch of a new 227 tonne crawler telescopic crane - the largest telescopic crawler crane currently available.

The TCC-2500 boasts a seven section, 67.9 metre boom which can be further extended with a three piece - 3.6, 12.1, and 20.4 metre - bi-fold swingaway extension





882-6663

872-9873-72

74-663-62

09-982-73

882-6663

872-9873-72

IMAGINE WHAT'S NEXT.

Register today to get the ultimate view of where lifting is going.

Imagine faster setups. Imagine speedier & safer operations. Imagine seeing what's next from over **2,500 exhibitors** spread out over **232,000 square meters**, including the Lift Safety Zone from NCCCO.

Imagination becomes reality in Las Vegas on March 7-11, 2017—and if you make your reservation right now, you can ensure your spot at this huge event... and save!

Get the special \$149 rate (and save up to \$100) by registering early at www.conexpoconagg.com.



**IF IT'S NEW,
IT'S HERE.**

March 7-11, 2017 | Las Vegas Convention Center | Las Vegas, USA



and general construction fleets both, domestically and overseas, including Australia, Europe, South America and Singapore.

Only basic details on the new TCC-2500 have been released so far, but it boasts a seven section, 67.9 metre boom which can be further extended with a three piece - 3.6, 12.1, and 20.4 metre - bi-fold swingaway extension with up to 45 degrees of offset, that can be further extended with two 7.62 metre inserts for a maximum tip height of 105.5 metres. Power comes from a Tier 4 Final Cummins diesel. The matching main and auxiliary winches feature extra-wide drums that allow the TC-2500 to handle its maximum permissible line pull through the fourth layer of rope and the rear mounted auxiliary winch can be quickly removed to reduce transport weight.

The TCC-2500 can self-unload and self-install its tracks and counterweight thanks to its standard jacking system with wireless remote controls. Working track width is 6.21 metres while twin bar grouser track pads have standard nylatron pad inserts for working on more sensitive surfaces. The new crane can pick & carry its entire load chart, and comes with charts for slopes of one, two three and four degrees.

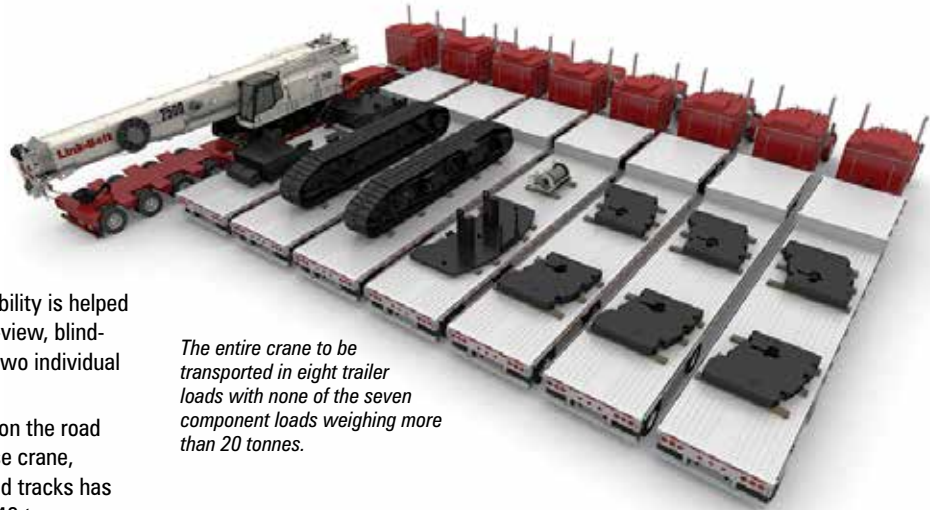
The operator cab tilts up to 20 degrees and features a new 10 inch full colour touch screen crane interface which incorporates both rated capacity limiter, telematics system, ground bearing calculator

and engine data. The display is designed to be used with gloves and be seen in direct sunlight. Operator visibility is helped by four cameras: rear-view, blind-side swing-view and two individual winch-view cameras.

For moving the crane on the road between jobs, the base crane, less counterweight and tracks has a transport weight of 48 tonnes, while the nine piece superstructure counterweight weighs 69.9 tonnes, allowing the entire crane to be transported in eight trailer loads with none of the seven component loads weighing more than 20 tonnes.

Crawler crane product manager Scott Knight said: "The TCC-2500 is well positioned to lead the tele crawlers into a whole new arena of jobsite opportunities. We identified early on that our customers needed a tele crawler with higher capacity and greater reach. The TCC-2500's job site flexibility is a huge benefit. It can lift, reach and travel like a large fixed boom lattice crawler, while having the ability to retract the boom and reduce its overall profile as job site conditions and environment require. Our goal from the beginning was to supply a simplified design, that is quick and easy to assemble and operator friendly."

From the limited information available it would appear that Link-Belt has looked at its opposition and made sure that it at least matched or just beat it in all areas. It has



The entire crane to be transported in eight trailer loads with none of the seven component loads weighing more than 20 tonnes.

slightly more capacity and engine power together with an eight metre longer boom although maximum lift height and counterweight is about the same. It will be interesting

to see if this launch spurs the development of larger telescopic crawlers, particularly in the 120-220 tonne capacity range.

How the TCC-2500 compares with the Liebherr LTR 1220

	Link Belt TCC-2500	Liebherr LTR 1220
Max capacity	227 tonnes @	220 tonnes @ 3m
Main boom length	13.3 - 68 metres	13.3 - 60 metres
Max system height	105.4m tip height	101m height
Counterweight	69.9 tonnes	50t standard 70t max
Engine	Cummins Tier 4 239kW	Mercedes 230kW
Load chart slopes	0-4 degrees	0-4 degrees



Sennebogen 6113E



Liebherr LTR1220



TCM RTC35

The Vertikal

Guide to Conexpo

**the most targeted
guide to the big North
American show**



**Don't miss
the advertising
deadline ...
8th
February
2017**

**Book your advertising early to secure
the top positions in this popular guide!
64-page bi-lingual (English and
Spanish) guide**

- Highly targeted with thousands of printed copies distributed in the Cranes, Access and Telehandler zones
 - Full list of lifting exhibits by product type
 - Guided tours by product type
- Easy to read large-scale maps of lifting exhibition areas
- Guide to Las Vegas with city maps and restaurants, bars and sights suggestions
- Digitally available to download online via Vertikal.net and Magzter news stand App

**For more information contact us on
Tel: +44 (0)8448 155 900 or
email: info@vertikal.net
www.vertikal.net**

YOU ASKED FOR IT:

POWER & EFFICIENCY

THE NEW RT 90



▶ **Easy transportability**

Compact 3 m (9.8 ft) width and removable counterweight for quick and efficient transport from job to job.

▶ **Increase productivity**

Five section, full hydraulic boom stretches 47 m (154 ft) for long reach applications.

▶ **High operator comfort and safety**

Enhanced control system. Easy access flat deck for visibility and safety.

▶ **Easy serviceability**

Integrated diagnostics and an optional centralized lubrication system improve serviceability.

Contact us to learn how we can work for you.

www.terex.com/cranes



TEREX®

WORKS FOR YOU.™

Liebherr back in the RT game

C&A

RT cranes



During a press tour of Liebherr facilities last month the company officially confirmed - as we had reported back in April - that it was launching a new Rough Terrain range at Conexpo. It also revealed much of the detail on the first two models and showed us the first two units before they were shipped off to the USA for the exhibition.

Liebherr has been working on its return to the Rough Terrain market since 2013 following a customer survey at the Bauma exhibition that year. The results highlighted the top five customer requirements in a Rough Terrain which in reverse order are:

5. A long telescopic boom
4. High lifting capacities throughout the chart
3. Ease of transportation with low individual transport load weights

And in equal first place:

1. Maximum safety
1. Be easy to operate according to the KISS principle (Keep It Simple Stupid)

Changing market conditions

When the company took the decision to go ahead designing the new range of cranes, the market

for Rough Terrains was far more buoyant than it is today. Annual sales of 90 to 100 tonners were running at between 300 and 350 units but now is said to be around half of that level.

Liebherr says that it had hoped that by taking a decent share of the RT market - around 30 percent - it would top-up falling sales of its largest All Terrain cranes. It claims that the market for telescopic cranes over 750 tonnes is currently almost saturated. If this is the case then it leaves a substantial hole in the Echingen production schedule, although sales of 150 to 300 tonne All Terrain cranes are currently making up some of that shortfall.

However with the RT market now depressed - coupled with the fact that two or three of the Chinese crane manufacturers are getting to the point where their Rough Terrains

An older LTL 1080 dating back to 1994



are gaining some serious credibility internationally - an attempt to muscle in on this hard fought market with two all-new models is unlikely remedy its looming production shortfall. It did say however that while this was the initial aim, it is in this market for the long term believing that eventually it will make a solid recovery, and when it does it will have the range and the experience to satisfy demand.

Attempt number two

This is not the first time that the company has attempted to break into the Rough Terrain market. In 1982 it launched the LTL 1080 and added further models throughout the 1980s and 1990s including the 30 tonne LTL1030 in 1997 as well as some large specialist four-axle models for open cast mining applications. To say that these machines 'failed to take the market by storm' is a gross understatement with only around 330 units built throughout those years. While the LTL cranes did not gain a viable market share, those customers that did buy them reported that they were excellent machines - in particular the LTL1080 - and many of them are still at work including

a good handful at the company's Echingen crane plant.

The new Liebherr LRTs

The first two models in Liebherr's new Rough Terrain crane line will be the 90 tonne LRT 1090-2.1 with a five section, 47 metre full power boom - using a two stage telescope cylinder and rope extension system - and the 100 tonne LRT 1100-2.1 with a five section 50 metre Telematik pinned boom with single cylinder telescope.

The simplified Telematik system has been designed with 'less well-trained operators' in mind and has just two telescopic modes, 'Strong' or 'Long', which the operator can preselect with a single button. By moving the joystick forward the boom telescopes according to the mode selected. This strong or long telescope configuration has also been incorporated into the LRT 1090 full power boom, which controls section number two - the heaviest telescoping section - keeping it retracted when the boom length or load does not require it, thus enhancing its long-reach capacities. Both cranes have an optional 10.5 to 19 metre bi-fold swingaway extension with up to 40 degrees of offset.



The survey revealed maximum safety and easy to operate were the top customer requirements

The LRT 1090 has a five section, 47 metre full power boom



Multi standards - classic configuration

The LRTs have been designed and will be built to comply with the latest worldwide crane standards allowing a single model to operate in the Americas, Europe, Russia and Australia and elsewhere with minimal local modifications. Liebherr stated that the new LRT cranes have been designed to be 'simple and safe' as requested by its customers. As such they feature a classic drive train layout with Cummins engines - Tier 4 for USA and Europe and Tier 3 for less developed markets - Dana six speed Powershift transmissions, Kessler fixed front and oscillating

	Liebherr* LRT1090-2.1	Grove GRT 8100	Terex RT100	Tadano GR1000XL	Link Belt 100RT
Max capacity	90 tonnes	90 tonnes	90 tonnes	90.7 tonnes	90 tonnes
Radius	2.5m	2.5m	3.0m	2.4m	2.5m
Main boom	47m	47m	53m	47m	50m
Telescope	Full Power	Full Power	Dual mode	Full Power	Pinned
Max tip height	68m	72.9m	70.5m	67m	79.8m
Gross working weight	52 tonnes	56 tonnes ⁴	57 tonnes	51.6 tonnes	53.1 tonnes ⁴
Transport weight ¹	40 tonnes	43.8 tonnes	47 tonnes	41.7 tonnes	40 tonnes
Counterweight	12,000kg	12,248kg ⁴	10,000kg	10,000kg	13,200kg ⁴
Overall width	3.3m	3.33m	3.3m	3.32m	3.33m
Overall length	14.5m	14.5m	13.85m	14.38m	14.52m
Overall height	3.8m	3.75m	3.95m	3.8m	3.94m
Brakes	Hyd disk	Hyd Disk	N/A	Pneumatic	Hyd disk
Engine	Cummins T4	Cummins T4	Cummins T4	Cummins T4	Cummins
Transmission	Dana Powershift	Rangeshift	Powershift	Powershift	Powershift
Tyres	29.5 x 25	29.5 x 25	29.5 x 25	29.5 x 25	29.5 x 25
Axle front	Fixed	Fixed	Fixed	Suspension	Fixed
Axle rear	Oscillating	Oscillating	Oscillating	Suspension	Oscillating ³
Max speed	33kph	32kph	30kph	36kph	28.9kph
Cab	20° tilting	20° tilting	fixed ²	fixed	fixed
Outriggers	Variobase	3 position	3 position	3 position	3 position
Hoists	twin	twin	twin	twin	twin

* provisional ¹ Counterweight off ² The alternative Terex RT100US has a tilt cab - and 47m boom
³ Optional suspension available for rear axle ⁴ Optional heavy counterweight

rear axles with 29.5 Yokohama high volume tyres. The simplicity only goes so far however - this is after all Liebherr - so the cranes also feature hydraulic disc brakes, the

company's Variobase outrigger set-up system with single button auto-levelling, the Liccon control and load limiter system, a tilting operators cab, along with standard auxiliary

hoists and auxiliary boom nose. The LRT 1100 will have a single 12 tonne counterweight slab with standard hydraulic counterweight removal system - built into the

LORRY LOADER OPERATOR TRAINING

Approved by CSCS

Other courses approved by CSCS:

- Slinger / Signaller
- Crane Supervisor
- Appointed Person
- Thorough Examiner

Courses also available for:

- Instructors
- Managers

BUILD UK
Trade Association Member

The Trade Association for the Lorry Loader Industry
 Tel: 0844 858 4334 • Email: enquiries@allmi.com
 www.allmi.com

MTL 220-10

...the new luffer

- state of the art technology & design
- small out of service radius
- side wind resistant

mti-lux.com
info@mti-lux.com

Tel. 00352 26 72 94 46
Fax 00352 26 74 54 83

lift your image

Weighing 54 tonnes the crane can easily be transported in Europe within 12 tonne axle loadings



chassis, pads remain connected and there are stowage racks for mats or cribbing.

The new machines will of course be built solely at the Liebherr mobile crane plant in Ehingen, Germany, with the first production units expected to ship during the second half of next year. Ten prototypes have been built this summer, eight of which have been on test both at the plant and externally on road trials, while the other two are destined for Conexpo.

The company also stated quite firmly that the new machines will be very price competitive and carry enough of a margin to cover any likely strengthening of the Euro against the dollar - the currency in which most Rough Terrain cranes are sold. So what will be the starting price? Somewhere around €700,000.

What next?

So why start with the 90 and 100 tonne sector? According to Liebherr this is quickly becoming the main Rough Terrain market sector in North America, at least in dollar terms. It also believes that it is the class with the strongest growth potential. The market for larger models between 110 and 160 tonnes quickly splits between two and three axle alternatives with relatively low volumes and some well entrenched, relatively recently introduced products. Therefore, once these two cranes are established, it will turn its attention to a smaller model or two - whether that will be in the 25 to 45 tonne or the 50 to 70 tonne range the company did not say. Most likely it will be a family of 65 and 75 tonne models?

front deck of the chassis - for North America and optional elsewhere. Removing the counterweight reduces the overall weight of the LRT1090 to less than 40 tonnes making it relatively easy to move in most, if not all States in the USA. The fully assembled cranes weigh 54 tonnes and have an overall height of 3.8 metres, so in Europe can be transported relatively easily within 12 tonne axle loadings. The company demonstrated this with a six-axle Goldhofer trailer

Check the cab!

While this is a 'simple' crane Liebherr has gone to great pains to make the operator as comfortable as possible and claims that its new cab is a good 220mm wider than any on the market. It also features an electrically extendible side platform to help with easy access along with four access ladders to the chassis - two on the right side, one on the left side and one at the front - with hand rails all round and a flat deck area to help avoid trips and slips. Other cab features include an opening windscreen, integrated air conditioning and Webasto auxiliary heating with newly designed climate control unit. It also features built-in cool box connected to the air conditioning unit and a USB charging socket all as standard equipment. The outriggers can be controlled from the cab or either side of the



The electrically extendible side platform helps with easy access along with four access ladders to the chassis.



Liebherr has gone to great pains to make the operator as comfortable as possible.



The new RTs have plenty of on-board storage



Alu Truck Crane AK 46/6000

- ▶ Extension length max. 46 m
- ▶ Payload max. 6.000 kg
- ▶ Lateral range 1.000 kg / 26 m
- ▶ Fully variable outriggers

YOUR WAY
— TO THE —
TOP
REALISE THE POTENTIAL

Fon +49 (0) 23 89 / 79 89-0
www.boecker-group.com

Merlo, helping you build a better future...



with **NO INTEREST** to pay!

GO further, reach **HIGHER** with Merlo telehandlers

Now available across the construction Merlo range

0%
REPRESENTATIVE
APR



INNOVATIVE MACHINES
SINCE 1964

MERLO - PIONEERING TECHNOLOGY SINCE 1964



Record breaking
ergonomic cab
designs

30
METRE
REACH

Massive 30m
operating height



Chassis
leveling



Active
suspension



up to 12 tonne
lifting capacity



Hydrostatic
transmission

WE CAN HANDLE IT BETTER

www.merlo.co.uk



Compacts and 360s on the rise

The popularity of telehandlers continues to grow - encouraged by a wider range of compact and 360 degree models - as more and more manufacturers expand their ranges. We take a look at the market and the latest products from the leading manufacturers.

Over the past 30 years or so, the telehandler has become an indispensable piece of equipment for the construction industry in a number of European markets, spurred on by the increased delivery of construction materials on pallets.

Two manufacturers - JCB and Manitou - continually vie for global market leadership while third placed JLG has dominated sales in North America. In spite of increased interest in a number of countries, the majority of machines are sold in a few European countries and North America. As demand has increased, more manufacturers have been drawn into the sector hoping to get even a small slice of the increasingly large pie.

Compact and 360 degree growth

In the UK - one of the world's largest telehandler markets together with France and the USA - the growth in rental fleet numbers for compact, fixed boom and rotating machines has been huge over the past few years. According to the latest Cranes & Access Top 30 rental companies the fleets of the top 10 telehandler rental companies have increased by more than 20 percent from just under 10,000 to almost 12,000 in the last two years and almost doubled since 2009. Compact telehandlers have roughly followed this explosion with an increase of 22 percent since 2015, and 63 percent over the past two years. Compact telehandlers - those



The new six metre/2.5 tonne MT 625 HA is a major success story for Manitou



JCB's latest - the 540-140 Hi-Viz



Magni has grown by concentrating on 360 degree models including this 39 metre RHT 5.39S

under two metres high and wide - now account for almost 15 percent of the top 10 rental company fleets.

Although the total numbers of 360 degree telehandlers are relatively small, they have also increased substantially over the past two years, doubling from 2014 to 2015 and increasing again by 50 percent last year. Some of this growth relates to the fact that larger fleets have been adding these units to meeting increased customer demand. But the fact that there are currently less than 130, 360 degree telehandlers in the 10 largest rental fleets (just 0.1 percent of the total) shows just how niche these machines are and how much potential growth there might be once customer awareness has been raised.

One company that has grown by concentrating on 360 degree models since the start, is the recently established Italian manufacturer, Magni. There were many in the industry that thought that Riccardo Magni was crazy to enter the crowded telehandler market, which is dominated by large, well-

established producers. However by concentrating on 360 degree and ultra heavy-duty models it has gone from strength to strength. It launched the world's highest reaching telehandler - the 39 metre RHT 5.39S - earlier this year along with the 30 tonne capacity heavy-duty HTH 30.12.

The company has now introduced the first of a new three model range of more mainstream fixed frame telehandlers. The TH 6.20 is a 19.2 metre/6,000kg machine with 10 and 15 metre models to follow. The TH range has the same features as the RTH models, including the pressurised cab and Magni touch screen control system. (See Magni feature on page 35)

JCB - which built its 200,000th telehandler this year, 29 years after building its first in 1977 - was the first with a 20 metre fixed frame machine when it launched the 540-200 in April 2012. Although its capacity is just four tonnes its maximum lift height is a true 20 metres - 800mm more than the new Magni. The unit has done surprisingly well.



JCB was the first with a 20 metre fixed frame machine with the 540-200

How the Magni and JCB 20 metre telehandlers compare

	JCB 540-200	Magni TH 6.20
Max lift height/capacity	20 metres/1,500kg	19.2 metres/2,500kg
Max capacity	4 tonnes	6 tonnes
L x W x H	6.81 x 2.44 x 2.72m	6.5 x 2.5 x 2.86m
Max forward reach/capacity	15.9 metres/200kg 14.5 metres/500kg	14.5 metres/880kg
Reach with max capacity	4,000kg to 4m 4,000kg to 6.9m	6,000kg to 3m
Standard engine	JCB 74kW/85kW option	Deutz 100kW
Front stabilisers	Yes	Yes
Ground clearance	410mm	423mm
GVW	12,985kg	



The Magni TH 6.20 has a six tonne capacity and 19.2 metre lift height

More new compact entrants

With its six tonne capacity the Magni out lifts the JCB right across the board, although maximum lift height and reach are slightly less. It can however still take 850kg out to its maximum 14.5 metres, while the JCB only just manages 500kg at this outreach. The Magni is also shorter but wider and higher, has a more powerful engine and has a slightly better ground clearance. The TH 6.20 follows the Magni ethos of sector leading performance, but it comes at a price. The JCB has a reach of 10.65 metres with one tonne on the forks, more than enough for most construction sites.

Newbie telehandler manufacturers intending to try their luck in what is an exceptionally tough market in Europe, include Snorkel, Kubota and Giant. Last year Snorkel launched its first European style machine - the 2.7 tonne, 5.8 metre SR5919 - but so far its impact on the market has been limited. Part of USA-based Xtreme Manufacturing, the SR5919 is based on Xtreme's compact telehandler but with significant changes to suit a different customer base and Snorkel's distribution network. The compact unit has an overall width of 1.8 metres and is just two metres high.



Spanish tower crane manufacturer Saez showed this 3.5 tonne/7.23metre SZ 357 at Bauma

Kubota has yet to decide if it will put its prototype sub-compact 1,500kg/4.8 metre THT4815 - made for the company by Dutch manufacturer Tobroco - into full production. It has been testing the market since showing it at Intermat around 18 months ago. Tobroco sells its own telehandlers under the Giant brand, and is introducing its own version of the machine - the Giant 4548 Tendo which weighs less than three tonnes, has an overall length without bucket of 3.15 metres, is 1.57 metres wide, 1.97 metres high and is powered by a Kubota diesel.

As well as making the Kubota THT4815, Tobroco markets its own Giant 4548 Tendo



JCB's latest Hi-Viz

JCB's latest telehandler is the 540-140 Hi-Viz - its fourth model in the range which offers better visibility with a lower boom pivot design and more glass in the cab. The 14 metre/4,000kg 540-140 can reach almost 13.5 metres free on wheels or 13.78 metres with the stabilisers set. Power is supplied by a choice of Tier 4 Final diesel engines. The 540-140 HiViz will be offered with a full range of attachments, including a choice of aerial work platforms including a work platform ready specification to maximise utilisation and versatility.

models including the two tonne/4.28 metre sub-compact MT420 H which has an overall width of 1.49 metres, and an overall height of 1.9 metres. This size of machine is beginning to impact the skid steer loader market, thanks to their greater versatility.

The slightly larger six metre/2.5 tonne MT625 HA adds more features to what is a major Manitou success story, achieved by the 625 since its launch in 2010. Features on the latest version include two work platform options - a 365kg/ two metre wide and more compact 200kg/1.2 metre basket.

540-140 Hi-Viz - its fourth model in the range which offers better visibility with a lower boom pivot design



Manitou adds compacts and 360s

Manitou has also expanded its telehandler range with several

The company has also launched two higher capacity 360 degree telehandlers, the 21 metre/5,000kg MRT 2150 and

the 25 metre/5,000kg MRT 2550. Improvements include a new cab with better visibility, thanks to a lower boom position and a new outrigger design. The new models should be available to ship within the next few months.

The MT Easy range will also have two new additions, the 10 metre/3,000kg MT1030 Easy with Deutz power, and the larger 17.55 metre/4,000kg MT1840 Easy. The company is also working on two new concept machines including a hydraulic hybrid MLT 960 which is a joint project between Manitou and Dana.

Dieci

Latest from Italian manufacturer Dieci is the new 30 metre/4.5 tonne 360 degree Pegasus 45.30 and two fixed frame telehandlers - the i12.56 and i9.44 - aimed at the North American market. The Pegasus 45.30 is powered by an FPT (Fiat) Tier 4 diesel, coupled to an electronically controlled hydrostatic transmission. The unit has larger fuel tanks and an improved hydraulic system. Features include automatic attachment recognition, optional remote control and automatic outrigger levelling. Inside the cab there is a new colour touchscreen dual display with diagnostic display



The two tonne/4.28 metre sub-compact MT420 H which has an overall width of 1.49 metres, and an overall height of 1.9 metres

and a new Smart navigation system for the main electronic functions of the machine such as driving modes, minimum RPM control, forward speed and diagnostics.

New Haulotte heavy duty

Dieci has also stepped up production following the announcement of its new partnership with Haulotte in January this year. Haulotte's new three model heavy duty HTL range have capacities of 5.2, 6.5 and 7.2 tonnes and lift heights of eight and



Two new Dieci fixed frame telehandlers - the i12.56 (pictured) and the i9.44 - are aimed at the North American market

10 metres. The smallest model is designed and built in-house by Haulotte however the two largest are modified Dieci designs and will be built by Dieci at its plant in Italy.

The 5.2 tonne/10 metre HTL5210 can take 3.5 tonnes out to 5.8 metres forward reach, and includes standard stabilisers, hydrostatic transmission and a Tier 4i/ Stage IIIB-compliant Perkins for Europe or a Tier 3-compliant Perkins 95 for the Americas, Asia-Pacific, Russia and the Middle East. The same power units are used in the two larger Dieci built Haulotte telehandlers, the 6.5 tonne/eight metre HTL6508 and 7.2 tonne/10 metre HTL7210.

Haulotte has now been offering telehandlers since it dipped its toe in

the market in 2002 with the launch of several models built by Faresin, and then in 2007 it unveiled its own models which it originally produced at a new plant it built in Spain. The economic crisis ended the short life of the new Spanish plant, but did not dampen Haulotte's enthusiasm for the telehandler market. While it has not made significant progress since then, it is persevering and gradually building a small but profitable following.

Compact Caterpillar 'rental model'

The new compact 3,500kg/9.8 metre Cat TH3510D uses the new Cat C3.4B diesel which meets Stage IV emission standards. In the cab all main functions are

GT LIFTING

SUMMARY OF SERVICES:

- Free Site Surveys
- Roto Telehandlers 16 – 39m working heights / 3.8t – 6t SWL
- Heavy Lift Telehandlers 6t – 16t SWL
- Specialist Attachments
- Contract Lift Services
- Assistance with Lift Plans & RAMS
- CPCS Training
- CPCS Trained Workforce
- Simulated lifts can be carried out to determine detailed point loading information

Hire Desk Hotline 0345 603 7180 • hiredesk@gtlift.co.uk • www.gtlift.co.uk

controlled by a single lever joystick with simultaneous drive and boom functions. An optional advanced display monitor provides load charts as well as the feed from the rear-view camera, and can be used to set operator preferences and perform diagnostic checks. Flat glass throughout simplifies window replacement and clear floor design allows fast cleaning with a pressure washer.

Bigger Genie

Genie's new compact GTH-3007 telehandler is a heavier lifting, higher reaching brother of the Genie GTH-2506 compact telehandler. The GTH-3007 has a 3,000kg maximum lift capacity and can lift 2,500kg to its maximum seven metres. At its 3.99 metre horizontal reach it has a capacity of 1,000kg. Width is two metres, height is 2.07 metres and it weighs just under six tonnes.



One of Genie's 360 degree models the GTH 5021 R

New JLG

At Bauma JLG previewed its latest European telehandler the 2,722kg/11 metre 3510PS which should be available any time now. Said to be redesigned from the ground up the new model has an all-new cab, equipment covers and styling and a forward reach of 6.81 metres. Other features include a multi-function display which has electronic load charts, maintenance charts, on-board diagnostics and optional rear view camera which provides 360 degree visibility.

Bigger 360 and new Hybrids from Merlo

Italian manufacturer Merlo celebrated production of its 100,000th telehandler this year, and unveiled several new models and engine upgrades. They include a 35 metre Roto 45.35S Hybrid, its



The 45.35S Hybrid has a 4,500kg maximum capacity and 34.1 metre lift height



The 3,500kg/9.8 metre Cat TH3510D 2

largest to date. The 45.35S has a maximum capacity of 4,500kg and lift height of 34.1 metres.

Merlo is also pushing forward with its hybrid technology with the introduction of the new 10 metre/3.8 tonne TF 38.10 TT Hybrid, derived from and with the same features as the TF 42.7 but with a 10 metre lift height and modular design and the 45.35 S roto machine. The company unveiled its first Hybrid concept machine in 2010, launching its first production model the 40.7 in 2013. The 38.10 and 42.7 are true hybrid machines, with both diesel and all electric power supplies. When operating on batteries in Eco mode it can work for up to four hours uninterrupted, or two hours when running at full power. The company anticipates farming and food production to be the main markets for the growing hybrid range, although there are many construction and institutional applications for such a machine.



The new Skyjack SJ843 TH

New Skyjack telehandlers hit the spot

This year also saw the launch of a new range of Skyjack telehandlers - aimed at North America - replacing the VR series. The new range comprises four models, two 13.2 metre lift height - the 2,700kg SJ643 TH, and 3,600kg SJ843 TH - and two 4.5 tonne capacity models, the 13.5 metre SJ1044 TH and 17 metre SJ1056 TH. Skyjack had to re-engine the existing range to be Tier IV Final compliant, but decided to carry out a more thorough overhaul. It also managed the engine upgrade without adding complexity - the smaller of two new Deutz diesels does not require a Diesel Particulate Filter, Diesel Exhaust Fluid or other active exhaust after treatment. Power is matched to a Dana powershift transmission and Dana axles. The result has been remarkable with Skyjack telehandler sales soaring in a falling market. The success has encouraged the company to develop plans to further expand its telehandler range. Watch this space!

BATTERIES – They're in our DNA



The Power of Partnership

The new group name for Hefra, Manbat France and Manbat UK is ECOBAT Battery Technologies

- We are the world's number 1 experts in lead technology
- And we're the world's number 1 lead manufacturer
- Our Pan-European network makes us Europe's number 1 battery supplier
- We use closed-loop production to ensure 1st class environmental responsibility
- Because you are our number 1 priority

PREVIOUSLY TRADING AS HEFRA MANBAT MANBAT



ECOBAT
BATTERY TECHNOLOGIES

Magni four years on

Over the past few years Magni has rapidly emerged as one of the most innovative manufacturers of telescopic handlers. Earlier this year Chinese aerial lift manufacturer Dingli acquired a 20 percent stake in the company involving it in the powered access market. We interview sales director Eugenio Magni, son of the founder and managing director Riccardo Magni, about the latest developments, models and the future direction for the company.

Although Magni Telescopic Handlers was only established in 2012, the owners are far from new to the sector. The Magni family is steeped in telehandler experience, a primary reason why the company has achieved such rapid success. The family have been in the business for more than 40 years initially designing and building Fargh hydraulic yard cranes. The smaller Rough Terrain cranes with front and rear stabilisers resembled the larger 360 degree telehandlers of today and evolved into Fargh's first Rough Terrain telescopic handler in 1980.



Sales director
Eugenio Magni

In 1981 Riccardo Magni took over the business after the death of his father in an accident and within a few months he had signed an agreement with Manitou to badge and export machines under the Manitou brand. In 1986 Manitou purchased an equity stake in the business, eventually buying more of the shares and owning it outright. Riccardo Magni stayed on board to head what then became Manitou Italy. Having led the company for several years he finally left Manitou in 2009 with a three year non-complete clause. He bided his time

and then in 2012 he announced his new company, Magni Telescopic Handlers founded in conjunction with members of his family and around 20 employees at an all new 6,000 square metre factory - directly opposite the Manitou facility in Castelfranco Emilia near Modena in northern Italy.

The all new 6,000 square metre facility in Castelfranco Emilia near Modena in northern Italy



The following year Magni launched two telehandler ranges - the 360 degree RTH and heavy duty straight frame HTH - causing quite a stir at Bauma 2013. From the very start there was a wide range of five 360 degree models, all with five tonnes capacity and lift heights ranging from 18 to 30 metres. The two heavy duty straight frame models came a little later, including the 25 tonne/11 metre HTH 25.11 and the 30 tonne/12 metre 30.12.

In 2014 the 360 degree range was later widened with the RTH 6.24 S and the RTH 5.25 Smart. The new S model featured telescopic scissor-type outriggers while the Smart - aimed at the rental sector



Magni RTH 5.30 S

- was a simpler and less expensive machine with the more compact pivoting or 'flop down' outriggers. These were followed last year with the Smart S range - a combination of the two, using scissor outriggers, but offering more performance than the Smart machines. The company also launched the world's highest reaching telehandler - the 35 metre RTH 5.35 S and the 39 metre RTH

year production was increased by 50 percent to two machines a day with a surprisingly large proportion - between 20 and 25 percent - being the largest models in the range.

"The vast majority of the roto telehandler market - about 80 percent - is in Europe however sales in North America have gone very well particularly the larger 26, 30 and 35 metre units as well as the new 39 metre machine," says Magni. "Companies like the larger 360 degree telehandlers because they can do many of the tasks that are normally carried out by a mobile crane. The 39 metre telehandler is about the equivalent of an 80 tonne AT."

New models for 2016

Magni now has a 12 model line-up of 360 degree telehandlers, probably the widest on the market. There are now three Smart S models in the range, with lift heights of 21, 23 and 25 metres all with five tonne capacity. One of its main features is the ability to set the outriggers within the width of the machine for increased versatility.

"Our largest rotating telehandler is the 39 metre RTH 5.39 S," says Magni, "Using a larger six section boom than the 35 metre machine it has a maximum reach of 26 metres and can lift 2,300kg to its maximum height. It can also be fitted with a platform attachment giving an additional 12 metres of working height - so 51 metres in total."



Magni's largest rotating telehandler is the 39 metre RTH 5.39 S



Magni has also launched a new range of regular straight frame machines starting with the six tonne capacity TH 6.20 with a 19.2 metre lift height

New fixed boom range

Magni has also launched a new range of regular straight frame machines starting with the six tonne capacity TH 6.20 with a 19.2 metre lift height. It has a maximum forward reach of 14.5 metres and can lift 2.5 tonnes to full height.

"The new TH 6.20 has the patented '4SL' which includes three features - Side Shift, Suspension and Lateral Stability," says Magni. "Side Shift can move the load plus or minus five degrees from centre, so that with the boom fully extended it gives a total sideways movement of three metres. There is also a hydro-pneumatic suspension on the front axle and finally there is lateral stability. Two cylinders - one on either side of the front axle - monitor for variations in pressure and then lock the rear axle to prevent further movement and tipping."

"The performance of the TH 6.20 is better than the competition with six tonnes capacity and 19.2 metres lift height. We think this machine will be very popular in the UK and North American markets. A six tonne capacity is sufficient for about 90 to 95 percent of the lifts on most construction sites."

Magni's main markets are currently Scandinavia, the UK, USA and the Netherlands as well as some Asian countries such as Korea. Of the machines sold in the USA it says that more than 50 percent will be 35 and 39 metre models.

Aerial work platforms

In February Magni signed an agreement with Dingli in which it sold 20 percent of Magni's equity to Dingli, for €14.4 million. Since then Magni has been busy designing,

eight new boom lift models, and then building the prototypes in the new 'Dingli Europe R&D Centre' shipping them to Shanghai last month, ready to unveil at Bauma China this month. Dingli will then manufacture the booms, four straight telescopics and four articulated, for the world market with working heights of 16, 20, 24 and 28 metres. As the plan goes Magni will also manufacture some of the booms for the non-Asian market.

In the other direction Dingli will distribute the Magni telehandlers in China, starting with the launch of the three biggest machines - the HTH 35.10, the 39 metre RTH 5.39 S and RTH 5.25 Smart S at Bauma China this month.

One of eight new Magni-built boom lifts destined for Bauma China in Shanghai later this month



Magni and JCB?

There was also talk a couple of years ago of some Magni telehandlers being branded as JCB machines and sold through the JCB network. There was even talk that JCB might acquire Magni! In the end the two companies signed an engine supply agreement, giving customers the option of taking Magni machines with either JCB or Mercedes power units.

The strategy appeared sound, JCB is among the top two telehandler manufacturers alongside Manitou, but its distributors do not have access to a 360 degree model. Magni could have offered them a good alternative to a JCB 360, however the word on the street is that JCB dealers have not proved to be particularly effective, and the



RTH 5.39 S



Magni uses JCB and Mercedes engines and manufactures baskets for JCB telehandlers

company has been better served finding its own outlets.

"We still have a very good relationship with JCB," says Magni. "We use JCB engines and we also manufacture baskets for the JCB fixed boom range which may double to as many as 400 next year. Several OEMs have asked us to manufacture products for them but this is not our intention. My father worked for another manufacturer for many years but now he has his own name of the machines so this is unlikely. Telehandler sales are increasing steadily and the new access business could be huge - perhaps 30 percent of revenues in the next three years even if we double the telehandler output."



RTH 5.30 S



RTH 5.35 S

NEW

INTRODUCING THE NEW

snorkel

660SJ

TELESCOPIC BOOM LIFT



For more details, call Snorkel
on +44 (0)845 1550 057 or
visit www.snorkellifts.com

niftylift

01908 223456
www.niftylift.com



- ✓ High Performance
- ✓ Low Impact

Class leading performance with every model from 12m to 28m.

Award-winning **Hybrid** technology and SiOPS® secondary guarding make our machines *the* safe and efficient choice this winter.

For more information please call **01908 223456**, or visit our website.



Call
01908 223456
to book your free
demonstration

Beyond a niche?

It has been five years since *Cranes & Access* last looked at the 'SD' or semi self-propelled platform market, during which time it has remained a small but very stable part of the market. The concept has been around for more than 40 years - but just does not seem to develop beyond a niche.

The concept of a boom - usually from a trailer lift - mounted on a light self-propelled chassis that depends on outriggers for its working stability dates back to the mid 1970s when dumper mounted booms became quite common in the UK. Their popularity was probably due in part to being good value for money and ease of transport - not to mention fantastic rough terrain capability - at a time when regular self-propelled booms lifts were mostly two wheel drive and dire on poor ground. They also had a good turn of speed compared to regular booms.

But the concept has never quite made it to the mainstream. Perhaps because of this lack of wider uptake, product development has been slow to non-existent and the model and manufacturer line-up is similar to that available half a decade ago.

Like several other types of equipment - trailer and spider lifts and mini cranes for example - their lack of popularity does not mean

they do not have some excellent features and be the perfect machine for some applications. There are only a handful of manufacturers - Niftylift, Dinolift, Bil-Jax being the principal producers - and sales in Europe are modest at best. However in certain regions such as North America acceptance seems to be better, although it may well be that the sheer size of the market makes it seem that way.

But what do we call it?

This question perhaps typifies the problem? After 40 or so years we still don't have a universally recognised name for this product segment. Niftylift - almost certainly the market leader - uses the term Self Drive or SD, probably due to the fact that it dates back to when the company only made trailer lifts and this one could drive itself rather than needing to be towed? Bil-Jax - owned since by Haulotte since 2008 - entered the market in February 2007 and has never had a product or family name. Its first unit was the SLT-3632T - Self-Propelled Light Telescopic?



Bil-Jax 45XA



Dino 87RXT

Today they are known simply by the long-winded name of 'Lightweight Self Propelled Booms' with two models in the range - a 45 and 55ft. And finally Dino just uses the nomenclature RXT compared to XTS for the fully self-propelled model. None of them make reference to the product's main feature over a conventional boom - the outriggers - which as with a spider lift need to be utilised to stabilise and level the machine before the boom is raised.

The dumper chassis from the 1970s and 1980s have long gone, although they could be a handy product for some developing markets, and working heights now range up to 26.5 metres. Overall weight is not dissimilar to a spider lift of a similar height, but they can travel considerably faster. Some such as the Nifty SD210 is particularly quick with a simple form of suspension to make fast travel practical achieving around five miles an hour. These platforms also weigh around a third of a conventional fully self-propelled boom, making them exceptional performers on rough terrain, thanks

to fat tyres, light weight and a fantastic power to weight ratio. Once in position they have the ability to easily set-up and work on slopes thanks to their auto-levelling, fold-down outriggers, while easily spreading their load over a wide area with the use of mats under the outrigger pads.

Driving booms at height can be a risky venture on some ground

Existing users swear by them citing decent travel speeds and low ground pressure as their major advantages. Tracked machines have problems with weight, stability on steep ground, slow travel speed and surface damage so for numerous applications the semi self-propelled is the best solution and is particularly popular in applications such as golf courses, tree care or for use on large estates. The benefits more than offset the disadvantages of not being able to drive at height - a risky venture on sloping or soft ground anyway - and having a slightly larger footprint.



Nifty SD120 4x4

RIWAL

A selection from our wide range of machines available for sale at Riwal.

In total, we currently have more than 500 used machines available for sale! All machines are in rental ready condition, straight from our well maintained rental fleet & we have the maintenance history available.

For any inquiries or questions regarding aerial work platforms, telehandlers and forklifts, please contact us:

phone: +31 (0)88 - 618 18 11 - email: sales@riwal.com - www.riwal.com



HAULOTTE-C10DX

Country: Great Britain
2007 - 10,2 m - 879 hrs
Price € 9.250,-



JLG-860SJ

Country: Denmark
2006 - 28,00 m - 3194 hrs
Price € 40.000,-



JLG-1230ES

Country: Spain
2008 - 5,6 m - 91 hrs
Price € 4.250,-



JLG-2646ES

Country: Denmark
2006 - 9,8 m - 244 hrs
Price € 5.250,-



JLG-2646ES

Country: Poland
2007 - 9,8 m - 485 hrs
Price € 5.750,-



JLG-2030ES

Country: Denmark
2007 - 8,00 m - 133 hrs
Price € 4.250,-



JLG-3394RT

Country: Denmark
2005 - 11,90 m - 1956 hrs
Price € 11.000,-



JLG-460SJ

Country: The Netherlands
2007 - 15,80 m - 3106 hrs
Price € 19.000,-



JLG-860SJ

Country: Denmark
2006 - 28,00 m - 3275 hrs
Price € 40.000,-



JLG-460SJ

Country: The Netherlands
2007 - 15,80 m - 2303 hrs
Price € 19.000,-



MANITOU-2150MRT

Country: Norway
2008 - 20,60 m - 5450 hrs
Price € 69.500,-



MANITOU-2150MRT

Country: Norway
2008 - 20,60 m - 5250 hrs
Price € 69.500,-



MANITOU-2150MRT

Country: Poland
2010 - 20,60 m
Price € 84.500,-



MEC-1932ES

Country: Great Britain
2008 - 7,79 m - 167 hrs
Price € 3.650,-



SKYJACK-8841

Country: The Netherlands
2008 - 15,00 m - 1051 hrs
Price € 14.250,-



SKYJACK-9241

Country: The Netherlands
2009 - 15 m - 1280 hrs
Price € 17.250,-



SKYJACK-9250

Country: Great Britain
2007 - 17,2 m - 1240 hrs
Price € 13.650,-



UPRIGHT-X32

Country: Great Britain
2007 - 11,8 m
Price € 4.500,-



UPRIGHT-TM12

Country: Denmark
2007 - 5,83 m
Price € 3.250,-



UPRIGHT-MX19

Country: Great Britain
2007 - 7,8 m
Price € 3.500,-

Above all. Riwal

So what choice is there?

	Work height metres	Max Outreach metres	Platform capacity	Jib/articulation	Dimensions metres	Weight	Drive speed km/hr	Grade	Boom*
Bil-Jax 45XA	15.5	8.2	226kg	Yes/150 degrees	5.5x1.67x1.98	2,358kg	7.6	45%	A
Bil-Jax 55XA	18.7	10.2	226kg	Yes/150 degrees	6.45x1.73x1.75	2,721kg	4.8	45%	A
Dino 205RXT	20.5	12.6	215kg	No	5.85x2.11x2.41	4,200kg	4.7	35%	A
Dino 240RXT	24.0	12.1	215kg	No	6.65x2.11x2.41	4,400kg	4.7	35%	A
Dino 265RXT	26.5	11.7	215kg	No	7.17x2.11x2.41	4,500kg	4.7	35%	A
Nifty SD120T	12.65	6.1	200kg	No	3.9x1.56x1.95	2,260kg	10.0	45%	A
Nifty SD170 4x4	17.1	8.7	200kg	No	5.6x1.6x2.1	2,750kg	8.3	30%	A
Nity SD210 4x4	21.3	12.8	225kg	Yes/150 degrees	6.15x2.05x2.25	3,950kg	7.5	45%	A
Nostolift XS190	18.7	8.0	230kg	Yes	6.3x2.1x2.3	3,700kg	3.6	35%	T
Nostolift XS240	24.0	12.3	230kg	Yes	6.95x2.1x2.3	4,850kg	5.0	35%	T

*Boom A = articulated T = telescopic



Bil-Jax is one of the main producers in North America

Given the benefits you would have thought this type of platform would be a sure-fire winner selling in far greater volumes than they do. Even before you add in factors such as easier transportation, its ability to drive on delicate ground, including grass without damage and the ability to work on suspended slabs and other weight sensitive surfaces. What else does the 'spider lift on wheels' need to do to be the 'must-have' access platform?



Nostolift XS190

A bit of History

For a full history on the development of this type of machine take a look at the October 2011 issue of Cranes & Access which we covered in great detail. As we have already said, it is one of the oldest types of self-propelled platforms with its roots going in the articulated booms on 4x4 site dumpers from the likes of Benford, Winget and Thwaites. Moving forward almost 50 years to today and most of the manufacturers have one major thing in common, they started out and still produce trailer lifts. The trailer lift's boom, whether articulated or telescopic, lends itself to mounting on a simple all terrain chassis making this type of lift relatively easy to design and produce, keeping weight and costs to a minimum. One company we have not mentioned is Finland-based manufacturer Nostolift, given that



Nifty SD210 4x4

its volumes are questionable and its sales network negligible. The company took over the business in 2006 from Kesla which abandoned the business through poor sales after volumes dipped as low as 50 units a year. The Kesla product was based on the earlier Scanlift which although designed and built in Europe, had sold very well for a while in North America principally to golf courses and theme parks etc....

Looking at the table above shows just how few products of this type are available which must also have an impact on the relatively low level of demand compared with other booms. There are just 10 models from four manufacturers and the smallest by a significant margin is the Nifty SD120T with a working height of 12.65 metres. Next is the Bil-Jax 45XA with a 15.5 metre working height but the majority of products are between 18 and 24 metres with Dino's 26.5 metre 265RXT the largest. Three manufacturers are European with Bil-Jax producing in North America.

The outriggers naturally reduce the need for heavy counterweight giving the low overall weights, particularly true for the Bil-Jax models - the 55XA having a working height of 18.7 metres yet weighing just 2,721kg. Platform capacities are sufficient for two people, ranging from 200kg to 230kg but looking a little on the low side as boom lift capacities edge upwards in light of the latest standards.

NostoLift

While some think the machines originated in the UK, the modern All-Terrain chassis was probably first found in Finland in the early 1990s when forestry equipment manufacturer Kesla introduced an 18/18.5 metre working height telescopic boom lift on a 4x4 all



The 19 metre Nostolift XS240

terrain chassis called the Scanlift SL180/185. After chasing overseas sales its deal with a major access equipment distributor failed and it took back control and rebranded them as Kesla XS models. The platforms are still built in Finland by Nostolift Access Platform with two models - the 19 metre Nostolift XS190 and the 24 metre XS240 - both of which have four wheel drive and four wheel steer.

Niftylift

In the mid 1990s UK-based Niftylift entered the market after being approached to produce a machine for work on the new Schiphol airport in the Netherlands. The contractor was looking for a self-propelled, 17 metre working height platform that was lightweight and could meet low floor loadings. Using its Nifty 170 trailer superstructure it produced a special unit that developed into the SD170 and subsequently the three model range of today that includes the SD120 and SD210.

The smallest, the SD120T uses the articulated lift mechanism - single riser and telescopic upper boom - from the popular HR12 and T120T compact trailer lift. It has a 12.65 metre working height and 6.1 metres of outreach yet weighs just 2,260kg.

The larger 17.1 metre working height SD170 has the same working height and outreach as the Nifty 170

trailer lift but has the driveable 4x4 chassis. At 2,750kg it is two tonnes lighter than Niftylift's HR17 Hybrid fully self-propelled boom lift and a third of the weight of some 50ft boom lifts on the market.

The largest model in the range - the SD210 4x4x4 - is a totally different beast and according to Nifty, the 'ultimate' Self-Drive machine featuring fully independent suspension with four wheel drive and four wheel steer. When fitted with turf tyres the unit can easily travel over sensitive ground without damage thanks to its larger tyres, suspension and low gross vehicle weight of just 3,950kg almost half that of any articulated self-propelled boom on the market. Yet it can comfortably travel at speeds of up to 7.5kph and climb slopes of up to 45 percent. It offers 21.3 metres of working height (64ft platform height) with 12.6 metres of outreach, 7.5 metres of up-and-over reach and the versatility of a 150 degree articulating jib, not to mention standard platform rotation.

The two smaller Niftylift SD machines have full hydraulic controls, levelling outriggers and are available with petrol, diesel, battery and Bi-Energy power, making them ideal indoor/outdoor machines as well as for working in sensitive areas such as private homes or hospitals etc.



Nifty SD170



Dino 240RXT

Bil-Jax

The last entrant into this market is North American-based Bil-Jax when it joined early in 2007. While it started with a three model line-up it has ceased making the straight telescopic 36XT and now just has two articulated boom lifts with jibs - the 15.5 metre working height 45XA and the 18.7 metre 55XA. The Bil-Jax units are particularly light weight, simple and rugged machines with a good specification.

Dinolift

Dinolift and Niftylift are the only European companies with any serious volume. Dinolift's RXT models all have working heights or more than 20 metres. Smallest is the Dino 205RXT which offers a 61ft platform height or a working height of 20.5 metres the 240RXT has 72ft platform - 24 metres working height and the largest and most recently introduced is the 265RXT with an 81ft platform height - 26.5 metres working. All use a heavy-duty articulated dual pantograph type riser and a four section telescopic upper boom. Outreach varies depending on capacity but ranges from 12.6 metres on the 205RXT to 11.7 metres on the 260RXT. All three models have a high specification with 360 degree continuous slew, 180 degrees of

platform rotation, four wheel three mode steering and high lift auto levelling outriggers.

As you might expect from such large machines, gross vehicle weights are higher, ranging from 4,200 to 4,500kg, but still come in at less than 30 percent of the weight of most fully self-propelled boom lifts, which are typically in the 15,000 to 16,000 kg range. Gradeability is 35 percent and speed is similar to typical self-propelled lift levels of just under 5kph.

A spider lift on wheels?

Despite the lack of choice, users and rental companies are surely overlooking one of the most versatile and cost effective platforms available on the market today. Spider lifts are now becoming increasingly popular but are slower, undoubtedly more expensive to purchase, yet offer very little more than what is essentially wheeled version of the spider lift, although to be fair they do not share the ultra-compact dimensions of the spider lift. For tree work though this is hardly an issue! While the self-drive platform may not be as sexy as the spider lift perhaps looking rather basic, its simplicity and some excellent features makes it well worth a second look?



Dino 205RXT

KLUBB, VAN MOUNTED AERIAL PLATFORM SPECIALIST

K42P > 15 m



K38P > 14 m



K32 > 13 m



K26 > 12 m



K21 > 9 m



INNOVATION AT ITS HIGHEST LEVEL

KLUBB aerial platforms combine reliability, performance and innovation.

The current KLUBB range consists of five platforms, with working heights ranging from 9 to 15 metres. The range is compatible with most van types and models.

Our design team of seven full-time engineers draws on the strength of 15 years' experience in the aerial platform market. They have developed the KLUBB range by listening to customers and providing them with products that excel at working at height.

With our commitment to providing the highest standards of customer care, our clients benefit from the very best after-sales support worldwide.

We want to expand our growing network of professional dealers. If you believe that you can offer the high standards expected of the world's finest van-mounted platform dealer network then we would like to hear from you. Professionalism, reliability and a passion for customer service are all prerequisites.

Contact us:

Tel : +33.1.60.95.12.47

Email : contact@klubb.com

Website: www.klubb.com



**GREEN PACK
TECHNOLOGY**

KLUBB

www.klubb.com

Italian Design

New Boom Lift

- BA28RT
- BA24RT
- BA20RT
- BA16RT
- BT28RT
- BT24RT
- BT20RT
- BT16RT



Feature

- Save 20% fuel
- Lower 30% failure rate
- Lower 10%-15% weight
- Improve 10% traction power
- Common Parts for all models
- Standard 4X4 drive and 4X4 steering
- Standard Secondary Guarding System

ZHEJIANG DINGLI MACHINERY CO.,LTD.

Lightweight, uncomplicated and easy to transport

The trailer lift and self-propelled derivatives have several things in common such as sharing boom components and suffering from relatively weak sales compared to boom and scissors lifts, or for that matter small truck mounted and spider lifts. They are also both under-appreciated and under-utilised in most countries.

In the last trailer lift feature we ran just over a year ago it looked as though the trailer lift market was beginning to stir, especially in the UK, but sadly it does not appear to have come to much. Having said this some companies still do a very nice business, and as with the lightweight self-propelleds - SD if you will - the same two companies - Niftylift and Dinolift - stand out. Both have relatively strong domestic markets - the Nordic countries for Dinolift and the UK/Ireland for Niftylift - with both also doing business in Germany. Niftylift also has a decent following in North America, something that

Dinolift is now looking to cultivate through its new distributor ReachMaster.

It is perhaps interesting to look at the trend in the UK, where specialist rental companies have finally abandoned the trailer lift, while enthusiastically adopting the spider lift. In the latest survey of the UK's Top 30 access rental companies which operate a fleet of more than 63,000 lifts, they have just 126 trailer lifts between them! And it is worse still if you look at the top 10 companies which have almost 43,500 lifts but just five trailer lifts! 10 years ago this figure was almost 400.



Nifty 150T

There are various factors that turn larger rental companies off from stocking trailers. In particular not being geared up for customer collections and returns or day by day rentals as the major rental companies tend to deliver directly to the customer/site. Customers arriving at the depot to collect a trailer lift just doesn't fit with delivery or safety procedures. As a result the smaller tool hirers have generally taken over trailer lift rental as they are accustomed to customers visiting their depots or shops to fetch equipment. However it is still a surprise that the trailer lift has fallen so far out of favour, and this phenomena is certainly not replicated across Europe. The more fragmented German market for example with its hundreds of small local rental companies finds trailer lifts an attractive proposition as do the larger local rental companies in

Denmark, Sweden and Norway.

The advantages of the trailer lift include the fact that they are lightweight, uncomplicated and easy to transport - making them ideal for users and contractors involved in building maintenance, decorating and window cleaning as well as tree work. One disadvantage is the chassis length, which makes it more unwieldy to move, particularly around tight corners. Users also need to be confident in towing heavy things behind their 4x4 or vans.

Towing regulations

While road regulations across Europe are supposedly harmonised, when it comes to towing equipment behind cars or vans, driver licensing regulations are increasingly challenging. For example, in the UK, those with a standard car license are limited to vehicles with



An Omme 1650E involved with building maintenance



Towing trailer platforms can be a problem due to driver licensing regulations

a maximum weight of 3.5 tonnes. This also applies to towing of trailers with a vehicle Maximum Authorised Mass (MAM) of 3,500kg so long as the trailer has a total weight of less than 750kg. A trailer weighing more than 750kg can be towed so long as the combined weight of both trailer and towing vehicle do not exceed 3,500kg. To tow anything heavier requires a separate car and trailer driving test to be passed. However, those who passed the driving test before 1997 are usually allowed to drive a vehicle and trailer combination up to 8,250kg.

So, the long-held belief that you can tow a trailer weighing up to 3,500kg so long as the 4x4 has the capacity, has not applied since license changes almost 20 years ago. With most trailer lifts with working heights from 12 to 21 metres weighing from 1,200kg to just under 3,500kg, there is a problem for drivers under 40 years old. With a modern 4x4 pick-up such as a Nissan Navara weighing 1,900kg without driver, materials and tools it only just leaves enough towing capacity for the smaller trailer lifts.

From a rental company's point of view the trailer lift is cheaper to purchase and maintain than a self-propelled or spider lift as well as providing a good return on investment and has excellent residual values.

New models

There has not been an enormous amount of product development but a few new models have been launched this year from Omme and Haulotte, while Niftylift showed a straight telescopic concept machine at the Rental show in the USA earlier this year.

Danish company Ommelift launched

two new trailers this year - the straight boom 1300 E and the articulated 1700 EX. The 12.8 metre working height 1300 E replaces the 1250 E. In addition to an extra 300mm of platform height, the new lift is 750mm shorter when stowed. Outreach at nine metres is 500mm better, with 200kg platform capacity, while an improved three section boom provides more strength and rigidity. The new machine has 100 degrees of platform rotation compared to 82 degrees on the 1250, power comes from a 24 volt battery pack with built-in charger, capable of charging the batteries whilst the platform is in use. An optional heavy-duty battery pack is also available. Hydraulic outriggers and two step dual controls on both chassis and platform are standard. The model which weighs 1,650kg was launched at Bauma with shipments starting around the same time.

The second new model is the articulated 1700 EX which has a working height of 16.8 metres and an outreach of 9.1 metres with a 200kg platform capacity. The dual sigma type riser gives the lift a clear up and over reach of around six metres, proportional controls are standard as is hydraulic wheel drive so it can move itself around the work area. The 1700 EX is AC powered, while the 1700 EXB is battery powered. Overall length when stowed is 6.24 metres, with an overall width of 1.6 metres and a gross weight of 2,050kg

The most radical new product launch that has entered production is Haulotte's 22 metre 6543 A articulated boom trailer lift, now the largest in its five model, US-built range which includes one telescopic and four articulated models. With



The new 12.8 metre working height 1300 E replaces the 1250 E



The articulated Omme 1700 EX which has a working height of 16.8 metres and an outreach of 9.1 metres with a 200kg platform capacity



The optional drive system on the Dino 105TL

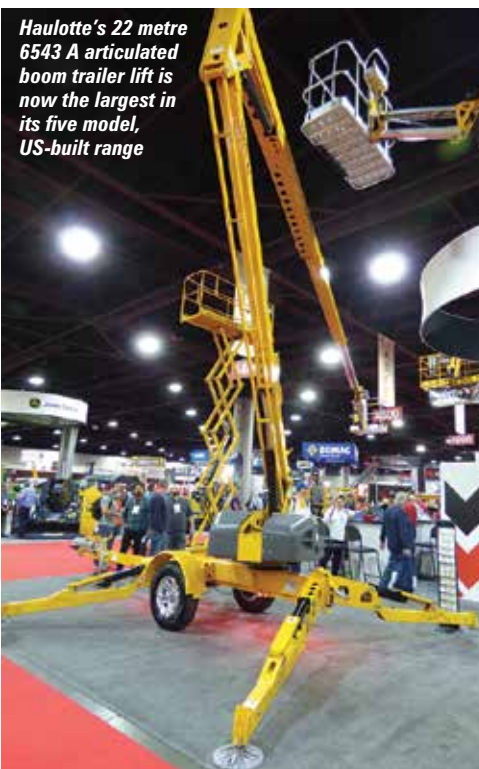
a working height of 21.6 metres it has a maximum outreach of 13.1 metres and up and over height of 4.8 metres. Its 1.3 metre jib has a 150 degree of articulation and basic weight without options is 3.49 tonnes - no problem at all for the big American pickup trucks. Overall length is 7.3 metres.

Trailer crane manufacturers such as Paus and Böcker also offer platform attachments which effectively convert their cranes to trailer lifts. German manufacturer Paus unveiled its latest crane/trailer lift, the 1,000kg capacity 27 metre Skyworker PTK 27 at Bauma, with an overall weight of 2.9 tonnes.

Dinolift has the widest range of trailer lifts with 18 models ranging from the 10.5 metre Dino 105TL, which weighs less than a tonne, to the 3.5 tonne/26 metre Dino 260XDT. Weighing just 950kg with hydraulic outriggers, the straight telescopic Dino 105TL can be towed behind most cars.

Dino has been pushing hard

on the export front, and delivered its first 105TL in the UK at the end of last year to Harfords Security, a Yorkshire based supplier of CCTV and alarm systems. The company bought the new machine to replace a Genie



Haulotte's 22 metre 6543 A articulated boom trailer lift is now the largest in its five model, US-built range



Dinolift took an order for five highly customised 16 metre 160XTII trailer mounted lifts from the UK Ministry of Defence supplier ALC Vehicles

trailer and scissor lift saying that its work at height is mostly under 10 metres and it rarely requires more than one person in the platform. The main selling point was the Dino's low overall weight which combined with its overall length of 5.5 metres, makes it easy to tow. The unit offers a very respectable 6.5 metres of outreach, with a 130kg unrestricted platform capacity.

Dinolift also took an order for five 16 metre 160XTII trailer mounted lifts units to the UK Ministry of Defence supplier ALC Vehicles, which provides and maintains a fleet of construction and material handling equipment for the ministry, largely for use by the Royal Engineers and Royal Logistics Corp. The platforms have been highly customised including an adjustable towing height, military green paintwork and

LED traffic and work lights.

Finally the most unusual new trailer lift product this year was a concept machine at the US Rental show in February. Niftylift exhibited an ultra-heavy duty straight telescopic trailer lift, the TM40S (140T in Europe?). The unit featured a chunky two section boom and end mounted platform providing a 14.1 metre working height, with up to 10 metres of outreach. The machine was designed to be simple and easy to operate, with hydraulic outriggers and boom stowed over the drawbar. All covers are heavy steel plate making it very resistant to damage from falling tree limbs. The machine was developed following feedback from North American tree care customers and will be used to gather more information to develop a final production machine.



Niftylift exhibited an ultra-heavy duty straight telescopic trailer lift, the TM40S at the US Rental Show in February



The Niftylift TM40S has a two section boom and end mounted platform providing a 14.1 metre working height and 10 metres of outreach

DINOLIFT
Up to the Job

DINO 220XSE

– two machines in one!

Now also with optional outriggers and R/C!

dinolift.com
f YOU Tube in

SIX AND THE CITY

VERSALIFT

versalift.co.uk

6 NEW EURO 6
IMPROVED SAFETY
& PERFORMANCE

SOLUTIONS FOR ALL ACCESS CHALLENGES!

2017
AMSTERDAM
2 - 4 MAY

The International Access
Platform Exhibition

Register online for a **FREE** entry
www.apexshow.com



Sponsored by:

access
INTERNATIONAL

Supported by:

IPEAF

khl

Find us on



Big changes planned for Terex Cranes

C&A

interview

Steve Filipov, less than two weeks into his new role as president of Terex Cranes, has given his first interview to Cranes & Access and outlines his 100 day plan to return the division to its former glory. Mark Darwin fires the questions.

Steve Filipov has been with Terex 22 years, giving up leading the Crane division in 2008 when a restructure moved him to 'president of developing markets and strategic accounts' and then Material Handling and Port Solutions.

A few weeks ago he was re-appointed president of Terex Cranes, replacing Ken Lousberg who has left Terex after just over a year in the job. Filipov will maintain his current duties until the material handling and port business is transferred to Konecranes at the end of the year.

So what is happening at Terex Cranes?

There have been a lot of changes over the years but I still think it is a great company. However we have to deal with the 'burning house' issue - outlined in my 100 day plan - which deals with how to regain market share, focus on the customer and deal with product issues. Terex will have just three business segments from the start of next year. With the cranes segment not doing well, our CEO John Garrison had to make some tough decisions regarding the best person to run the business. Given my previous experience in the cranes business and having turned around the port equipment business he appointed me to the role.

What are the problems?

Two weeks into the job isn't a lot of time to fully identify the problems, but I can see we are too focussed internally - which is a problem for every company that goes through



Steve Filipov

a restructuring. You can't build an overall strategy around a bunch of internal initiatives. My job is getting the company focussed on the customer. We need to get our mojo back as well as our credibility in the market. 10 days in and I signed my first deal - an AC 500-8 to a customer in Turkey. We need to keep promoting the big wins but we have the opportunity to do better. Every crane manufacturer has product problems, but we have one or two products in particular that have more problems than others, so we are assembling a task force to sort these out. How can we ask a customer to buy a new crane when he has problems with another? That's why we first need to fix the issues.

Are there any new products on the horizon?

We have a comprehensive range, but we also have some product gaps which have happened over time, but new cranes won't be designed overnight. We will invest in new product development - something I think we could have done better - and continue to bring out new products. For example

we should never have stopped our market leading City cranes. We will change that soon.

We do lack a good 80 tonne All Terrain, but have a great 50 to 60 tonner and a great 100 tonner and have just introduced the new 220 tonne and 250 tonne ATs. At the same time, we need to show

customers and our shareholders that we can improve the reliability, quality and financial perspective which is critical right now.

In the past, we have had a very bad experience by bringing products out too early, and much as I want to push for new products, they have to work, be competitive,



Terex Superlift 3800

reliable and top quality. Unless they meet these requirements they will not be launched. Some new cranes will be unveiled soon, including a 300 tonne six axle AT and new tower cranes.

How will you measure success?

In the early 1990s we were one of the leaders in the crane business with the Lorain and P&H brands. When we acquired Demag in 2002 we became one of the leaders in the larger crane sector and as we created Terex Cranes we were one of the leaders in the industry. In my mind this was success. To be successful you have to be financially sound - make money to invest in new products and invest in talent, acquisitions, etc. Another measure is customer satisfaction and the third is market share.

When I was last in this role, our target was to be number two in Germany and we got there. We were also market leader in France and one of the market leaders in North America. For me success would be to get back to those positions. Ultimately the customer defines our success - if we do all of the things right then we will have success.

Where is Terex now?

Clearly our position has slipped and we need to improve. The cost of capital today is about 10 percent - so financially we need to be above that from an operating profit perspective. I know this is a viable business but there are a lot of things to do so we have to be tactical in the way we go about it. A few fundamental things done well will gain us market share.

Demag return?

By bringing back the Demag brand we have the ability to create another brand value proposition in addition to Terex. Terex RT cranes are simple and cost competitive and I would find it hard to put the Demag brand on that product. However by reintroducing the Demag brand for the ATs and crawlers we can build a brand that is about quality, reliability and innovation. It is a great idea and we have a growing momentum from its relaunch at Bauma and now the City class cranes will be the next evolution of that.



The new Demag AC220 launched at Bauma

What's different apart from the name?

A lot of work has gone into improving quality and making sure that the product is right before it leaves the factory and that includes the hi-tech infrastructure - IC-1 Plus and software etc. A lot of this was built into the five axle cranes launched at Bauma. We have started that change but there is more work to do.

Restructuring and downsizing?

We have to 'right-size' the organisation. Some of our markets are down 20 to 40 percent so we are going to have to quickly take action on our cost structure. The bad news on restructuring and downsizing needs to get out quickly and then we can focus on the positives already mentioned. Two main elements are people costs and our manufacturing footprint and both are being looked at. We have too many facilities that are underutilised and this will be addressed in the 100 day plan. I am a firm believer in making product close to customers and we will try and do that as much as possible. There will be some drastic changes on the structure of the company but given the state of the business today we cannot continue what we are doing.

Is it going to be easier or harder than you thought?

It is going to be different - the 100 day plan is very customer focussed and tactical as well as tracking execution. We will also be

concentrating on the longer term, including commercial processes such as managing pricing, the sales force and margins.

What will customers see first?

First customers will hear from me personally. Cranes is a relationship business and I have known a lot of the customers a long time - it is something that I want to continue to build. They will see change in the product quality and if the quality is not right then it will be dealt with. As we get further in I want to get back into innovation and game-changers. The CC 2800-1 and CC 3800-1 are fantastic cranes. The CC 8800-1 is another great crane - launched in 2001 we all thought that the market was limited. During my previous time we sold about a dozen and now there are around 30 in that class around the world. These are the sort of products we need.

I don't want to get into launching products that just have for example a longer boom than the competition. We need to supply cranes that get the job done for the customer. If we start designing and developing from this angle we will build the right products.

Are you worried about the number of recent Terex Cranes presidents?

I aim to change that dynamic. I didn't take the job just to do it for 12 months, having been with Terex 22 years and in cranes for a long time. I have what I need to be successful and the team have

reacted very positively. I am all about the customer and if I can keep that focus - which is hard when you get sucked into operational issues - I aim to be around a lot longer than my predecessors. The current challenge is prioritising and dealing with the issues one by one. As a leader of a business that is the hardest thing to do, but we have a great opportunity. At the 100 day update we will have made or will announce a substantial number of changes. I can't go into that detail but whatever needs to be done, John and the board are fully behind it.

And the recent political changes?

Irrespective of whether Donald Trump is the right person for the White House, at least we now have a positive result after a long drawn-out, frustrating process. Getting it done and with a clear winner is also a positive. Trump has all the cards in his hand to make the change and make a difference with House of Representatives and Senate on the Republican side so there is no room for excuses.

One of the main things I am looking for is the infrastructure investment - in a recent interview on CBS he said the huge amount spent on conflicts could be spent on infrastructure. The U.S. is supposed to be one of the world's leading nations but its airports, roads and bridges are in a pitiful condition. If that changes then it will be good for the country, for Terex and the cranes segment.

Wet and windy Marseille



Last month Marseille hosted the JDL Med event for cranes, telehandlers and access equipment, France's leading specialist lifting exhibition.

Held every two years, the weather this time was not kind and compared dismally with that of 2014, when Marseille was bathed in southern sun. This year the winds reached storm force proportions creating a frightening effect in the gazebo booths. Fortunately, no structural damage was done but dire forecasts and floods certainly deterred visitors, with the show significantly quieter than last time.

The weather did not deter the true professionals and the mood was upbeat with clear signs that the French market is finally picking up. The following photos provide some of the highlights.



Klubb France launched its CMC spider lift distribution and sold its first machine, a CMC25 to CCMB



Belgian used equipment and replacement parts supplier Vertimac had a prime location at the entrance promoting its new parts catalogue



Jekko shared a stand with Fassi, the first sign of its acquisition of a 33 percent share in the business. Highlights included the Jekko SPK 60 mini crawler crane and the Fassi F-1650.



On the Movers stand was the latest version of the Appolo 30 electric powered machinery mover skate which claims the lowest height for a powered skate



The Manitowoc stand featured the Grove GMK4100L taxi crane and Potain Hup 32-27 self-erector from Bauma. Arcomet chief executive Philippe Cohet manned the stand with sister company Matebat, the Potain dealer. Plans are to merge Arcomet and Matebat next year.



Effer launched its new mid-range 175-2 loader crane and larger 855 with jib and the V stab front outriggers



Julien Bourrellis of Klubb (L) and Pascal Barbe of CCMB (R) and the Klubb Spider woman



Guiseppe Gugliemetti has joined JMG after 28 years with Valla



Hinowa unveiled a custom insulated quick attach platform, designed for utility company Enedis on a 14.72111s Lithium



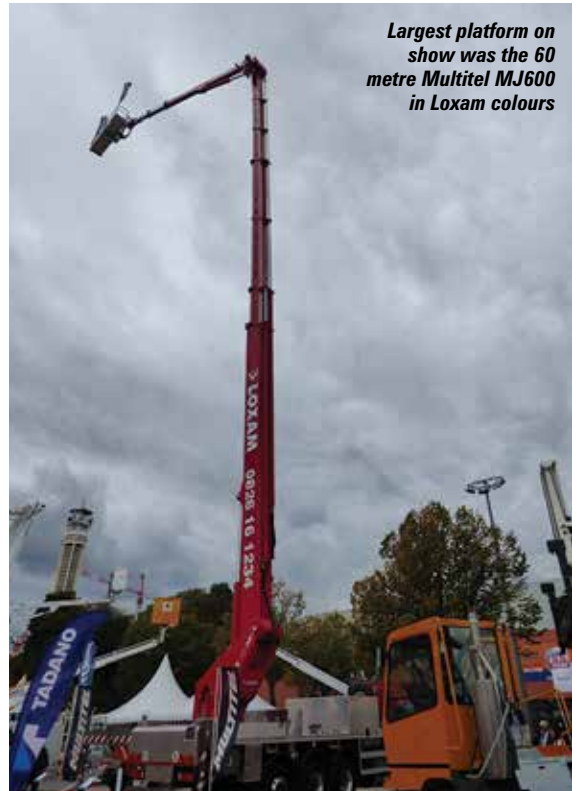
Niftylift looking to expand in France with Frederick Allier leading the charge



Ormig showed a compact 5.5tME



Versalift sent a clear message to French van mounted lift buyers with a large stand, plenty of equipment and its new Versalift France team out in force - joined by a strong delegation from Time International in Denmark.



Largest platform on show was the 60 metre Multitel MJ600 in Loxam colours



Skyjack highlighted its platform attachments



Tadano launched its French direct sales operation with an ATF 130G-5, the company has two technical staff and an office in the Alsace.



Raimondi launched its new elevator for free standing tower cranes



Ruthmann highlighted the Bluelift acquisition with a spider lift and a Ram truck mount. Alongside a 51 metre Ruthmann on a two axle chassis.



Palfinger Platforms showed the ultra-compact P160A on a Mitsubishi chassis, plus its first spider lift the P150AJTK

Next year JDL moves to Beaune in September

25 years of Partnership

The German-based international association of independent rental companies Partner Lift celebrated its 25th anniversary earlier this month in Dresden, with its annual meeting and 'Einkaufsmesse' - or shopping exhibition - where members and suppliers come together to discuss the previous year and next year's equipment requirements.

Some 200 delegates also attended the annual meeting to discuss the previous year's trading and all manner of group policies, ideas and strategies. And finally on the Saturday night the 'Jubiläumsnacht' or jubilee night proved a fitting finale.

Partner Lift began life in March 1991 as Ringlift with Leopold Mayerhoffer at the helm, with co-founders Wolfgang Dahms and Joachim Metzner as shareholders. In 2002 the two shareholders took over the business which was also opened up for members to become shareholders and the name was changed to Partner Lift. After a rocky transition the organisation has grown steadily and now has



150 member locations throughout Germany, Austria, Slovenia, Hungary, Slovakia, Switzerland and Poland with a fleet of more than 15,000 machines. And since 2012 it has had a permanent chief executive in the form of Kai Schliephake.

Some 200 delegates also attended the annual meeting to discuss the previous year's trading and all manner of group policies, ideas and strategies. And finally on the Saturday night the 'Jubiläumsnacht' or jubilee night proved a fitting finale. To see more photos from the event see vertikal.net



The conference centre



Presentation detail



The 'Einkaufsmesse' - or shopping exhibition



Founders Wolfgang Dahms (L) and Joachim Metzner run over the history



The 'Jubiläumsnacht'



Laurent Montenay of JLG (centre) presents a commemorative picture montage to Joachim Metzner (L) and Kai Schliephake of Partner Lift

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.

- Continental Europe €23 plus €6.50 postage & packing
- Rest of world \$31 plus \$10 shipping



Ordering Information

Forename: _____ Surname: _____
 Address: _____
 Post Code: _____
 Email: _____ Telephone: _____

Please make all cheques payable to 'The Vertical Press Ltd'

I enclose a cheque for £24 (E19.50 + £4.50 p&p)
 I enclose a cheque for €29.50 (€23 + €6.50 p&p)
 I enclose a cheque for \$41 (\$31 + \$10 p&p)
 Please invoice me: _____
 Please debit my card: _____

Card No: _____ Issue No: _____
 Issue Date: _____ Expiry Date: _____ 3 Digit Security Code: _____
 Signature: _____ Date: _____

Please send completed order form to: The Vertical Press, Box 6998 Brackley, NN15 5WV, UK. Alternatively, fax it through on +44(0)1295 768225 or scan & email info@vertical.net



ALLMI accredited Lorry Loader Operator Training Providers

Nationwide



Contact: Julian Elms
 t: 01380 722381 m: 07917 839155
 Email: julian.elms@thwhite.co.uk
 www.thwhite.co.uk
 Nursted Road Devizes, Wilts SN10 3EA

Nationwide



HMF (UK)
 Empson Road, Peterborough, Cambridgeshire, PE1 5UP
 Tel: 01733 558145 Fax: 01733 565869
 Contact: Stuart Stockwell
 Email: info@hmfcranes.co.uk Web: www.hmf.dk

Nationwide



Wharfedale Road, Euro Way Ind. Est. Bradford. BD4 6SL
 Tel: 08444 996688
 Neale Martin: 07836 238281
 Web: www.atlas-cranes.co.uk

Nationwide



Hiab Ltd
 Cargotec Industrial Park, Ellesmere, Shropshire, SY12 9JW
 Tel: 01691 626427 Fax: 01691 626472
 e-mail: training.uk@hiab.com • Web: www.hiab.co.uk

Nationwide



LorryLoader Training Ltd

24, Mayfair Drive, Crewe, Cheshire, CW15BB
 Tel: 01270 505 824 Mob: 07970061171
 Web: www.lorryloader.co.uk

**Are your Lorry Loader Operators properly trained?
 Call a certified ALLMI training provider and Insist on the ALLMI card.**

The training accreditation service for the lorry loader industry

ALLMI Unit 7b, Cavalier Court, Bumpers Farm, Chippenham, Wiltshire. SN14 6LH.

tel: 0844 858 4334 email: enquiries@allmi.com web: www.allmi.com

Smartphone app update

The development process for ALLMI's smartphone app has reached the beta testing stage. It is being designed for both iPhone and Android operating systems and will contain a wide range of features that will be of benefit to everyone involved in the loader crane industry.

ALLMI chief executive Tom Wakefield, said: "A significant amount of work has been undertaken on this project in 2016, and we recently consulted members in order to gauge opinion and gather feedback. We have been delighted with the response, and the process certainly seems to have generated excitement and interest in what is the first ever smartphone app to be dedicated to the UK lorry loader industry."

The new app will be freely available and will include an array of information, from details of ALLMI courses through to guidance documents and safety videos, as well as member and training provider search functions, and the latest industry news. It will also contain an Operator Course Booking Facility, which will be a great tool for accredited instructors.

The app will also feature a range of calculator tools to assist users in carrying out various industry roles. These include tools for calculating the vertical loads placed on stabiliser legs and also the pad sizes required for a particular lifting operation. In addition, there will be a tool for assisting with sling selection when handling cabins or containers, as well as one for determining the sail effect of wind

on any given load. A tool will also be available which will help users to determine whether a lift falls into the hired and managed or contract lift category, and whether a site visit is required in advance of the operation.

Look out for further updates on the development of the smartphone app and should you wish to contribute ideas or suggestions, please contact ALLMI.



New Guidance - coming soon

ALLMI is currently finalising a raft of new guidance documents, which are due to be released in the coming months. Covering a wide range of topics and representing the culmination of a number of projects conducted throughout 2016, the documents will soon be reviewed for final approval by ALLMI's Technical Standards Committee.

New guidance will cover the following subjects:

- Thorough Examination & Load Testing
- Second-hand Lorry Loaders
- Handbrake Interlocks
- Working at Height
- Lorry Loader Build Files
- Product Familiarisation

Look out for further updates in forthcoming issues of Cranes & Access, and please contact ALLMI if you have any questions regarding the above topics.

2017 Course Dates

ALLMI has released its new course dates schedule for 2017. Being the UK's only accrediting body to provide specialist training for each member of the lorry loader lifting team, as well as engineers, instructors and managers, the courses are delivered to the highest standard, with the content meeting the normative requirements of BS7121 Part 4: 2010.

Courses available include:

Booked through an ALLMI Training Provider:

- Lorry Loader Operator
- Slinger/Signaller

Booked through ALLMI directly:

- Crane Supervisor
- Appointed Person
- Thorough Examiner
- Manager - PUWER 9.2
- Instructor



Course information and dates can be found by visiting www.allmi.com and clicking on "Training", or by contacting ALLMI.

Fundraising Champions

Following a second year of fundraising at its Membership Event, ALLMI has received the "Fundraising Champions" award from the Lighthouse Club. Association chairman, Mark Rigby said: "The Lighthouse Club plays a vital role in the construction industry and we fully support its aim of providing financial assistance to those affected by illness, injury or bereavement. We look forward to working together in the future."



Record training levels

ALLMI trained a record number of people during its 2015/16 financial year, as demand increased for the association's card scheme. With early figures showing further rises for the current financial year, the upward trend looks set to continue.

ALLMI technical manager, Keith Silvester, said: "ALLMI has long been regarded as delivering the leading training programme for lorry loader operators, as it's the UK's only course to be both commended by the Health & Safety Executive and recognised by Build UK, as well as being fully compliant with the requirements of BS7121 Part 4 and approved by CSCS."

Chief executive Tom Wakefield, added: "Companies and sites actively look for operators holding the ALLMI card. Demand is strong, not only for operator training, which is more popular than ever, but also for the Slinger/Signaller, Crane Supervisor, Appointed Person and Thorough Examiner courses, all of which are now approved by CSCS."





Vertikal
Press

Thank you for your support

We would like to thank all of our readers, sponsors and contributors, for the fantastic support that you have given us this year, all of which helps to make this and our other publications and events what they are.

Wishing you all a very happy Holiday season and a happy, healthy and prosperous year in 2017.

From all of us at the Vertikal Press

IPAF annual instructor seminars kick off

C&A

IPAF focus

IPAF has begun its annual round of Professional Development Seminars (PDS) with two in the UK. Overall more than 720 instructors and training centre staff are involved worldwide, covering 25 countries and eight languages.

The seminars ensure that IPAF certified instructors remain up-to-date with legislation and training. Through attending the event, instructors also gain Continuing Professional Development (CPD) points, necessary to maintain their IPAF instructor status. This

commitment to continuous learning is one of the unique features of the IPAF training programme.

At the two events held in the UK, instructors heard from Ray Cooke, head of the Construction Sector Safety Unit at the Health & Safety Executive, about human factors



in aerial work platform accidents and the influence instructors can have in preventing them. They also heard from Phil Godding and Jan-Willem van Wier of JLG about

the future of powered access and the possibilities offered by new technologies.

Europlatform: insights into new age rental and safety

The 10th Europlatform conference was held on 22 September in Vienna, Austria, with the theme 'New Generation Rental'. In his opening presentation on 'Toolbox to shoebox', Andy Studdert of US rental company NES Rentals, highlighted how rental companies can use technology to meet customers' needs, but challenged them to use it effectively as well.

Other presentations came from Eline Oudenbroek, managing director of Holland Lift, on hybrid technology for aerial lifts, Sören Ladig of Klickrent, on the opportunities and challenges of online rental,

Alex Schuessler, and founder of SmartEquip, on using technology to measure and manage the cost of ownership.

Giles Councill of IPAF and Tamlin Roberts of Bolt Learning, demonstrated how virtual reality can provide an effective blend of theoretical and practical training for aerial lift operators. Councill confirmed that IPAF would release a demonstration version of virtual reality operator training in 2017.



Giles Councill and Tamlin Roberts demonstrate virtual reality training

Per Stjernqvist of Trackunit, discussed how apps downloaded on smartphones are increasingly used to manage equipment permissions and access levels, as well as to manage operator instructions and training in the form of digital logbooks.

All presentations from Europlatform can be downloaded at www.europlatform.info

Europlatform 2017 will be held on 14 September in Warsaw, Poland.

New technical officers

The International Powered Access Federation has appointed two technical officers to its technical and safety department.

Harald Fries will be based at IPAF's office in Basel, Switzerland. He is an electrical engineer with a background in safety processes

and nuclear energy and has held several safety director positions in the nuclear industry, and has some experience of operating aerial work platforms. He speaks German, English and French.

Rupert Douglas-Jones will be based at IPAF's head office in the UK. He is a seasoned IPAF instructor, having been in the access industry for over 20 years in various management roles. He holds a Master's in health, safety and environmental law, and has experience as an expert witness.

Both will report to IPAF's technical & safety executive Chris Wraith, who said: "Between us, we now have an increased range of experience and knowledge in the technical and safety department, enabling



(L-R): Harald Fries, Chris Wraith and Rupert Douglas-Jones

us to offer greater support to our members, undertake specific research projects, and influence European and international developments."

The IPAF technical and safety department can be reached by e-mailing technical@ipaf.org.

IPAF's Powered Access publication IPAF's annual publication is available now. You can order a copy by emailing info@ipaf.org or download it from the publications section at www.ipaf.org



IAPAs judging panel

The judging panel for the International Awards for Powered Access 2017 has been announced, it is:

- Andy Studdert of NES Rentals, and IPAF president.
- Eline Oudenbroek of Holland Lift
- Kai Schliephake of PartnerLift
- Mike Evans - now retired after a lifetime in the access rental industry
- Rick Mustillo of Kookaburra Equipment Sales and president of Australia's Elevating Work Platform Association.

The non-voting chairman of the panel will be Euan Youdale of Access International. IPAF's Tim Whiteman said: "The IAPAs

celebrate best practice and innovation in the access industry, the knowledge and experience of these judges will be invaluable in this process, and I would like to thank them for their support."

The presentation dinner takes place after the IPAF Summit on April 4th at the Hilton Wembley Hotel in London, UK.

The awards are free to enter, and companies and individuals can enter themselves or nominate others.

Visit www.iapa-summit.info for more details.



Are your staff properly trained?

Don't risk it! Call a certified local company today.

IPAF & PASMA working at Height training throughout the UK

utn training

PAL+ OPERATOR DEMONSTRATOR MEWPS FOR MANAGERS TOWERS FOR USERS LOW LEVEL ACCESS

☎ 08707 871 511 www.utntraining.co.uk PART OF THE AFI GROUP OF COMPANIES

Height for Hire
we are the access specialists

IPAF

Tel: 0845 600 1550
Email: safety.training@heightforhire.com

www.heightforhiresafetytraining.co.uk

IPAF & PASMA training

call 01793 766 744 or visit hi-reach.co.uk

IPAF **PASMA**

HI-REACH

IPAF **PASMA**

instant training
HEALTH, SAFETY & SKILLS TRAINING FOR INDUSTRY, CONSTRUCTION & MAINTENANCE

is part of the AFI group of companies

www.instant-training.com
info@instant-training.com
☎ 01952 815750

LOXAM ACCESS

IPAF

Tel: 0845 6041134
Email: training@loxam-access.co.uk
www.loxam-access.co.uk

MENTOR **IPAF** **PASMA**

All your access training available nationwide, at your site or ours...

01246 555222

access@mentortraining.co.uk www.mentortraining.co.uk

We offer IPAF and PASMA courses and a wide range of Height Safety Training...

For further information on our training courses:

☎ 0115 924 1349
✉ aplanttraining@aplant.com
🌐 www.aplant.com/training

IPAF **PASMA**

HEWDEN TRAINING UK wide
0161 77 22 444

Training@Hewden.co.uk • www.Hewden.co.uk/Training

IPORS **CP CONSTRUCTION PLANT CS COMPETENCE SCHEME** **PASMA** **IPAF**

All training centres above offer **IPAF/PASMA/CPCS** or other approved and audited training courses. European directives and most national regulations require that staff are properly trained in the safe use of the equipment they operate. If you wish to become a sponsor of the Training & Safety page opposite by advertising, contact us on info@vertikal.net

£39,000 for scissor lift overturn

In the UK, waste equipment maintenance company Cole Mechanical Services of Chesham, Buckinghamshire was fined £30,000 plus costs of £8,995 after a man suffered serious head injuries when the platform he was using overturned. Geoffrey Hatton, 49, and a colleague were dismantling a compactor at a site in Wilmslow, Cheshire in January last year when incident occurred. The men were removing large sections of cladding from the frame of the compactor, when a section fell against the platform causing it to overturn. Hatton fractured his skull and two ribs and spent two months in hospital.

An investigation by the Health and Safety Executive found serious safety failings on the part of the company - the platform was being used outside when it was certified for internal use only, the two men were not trained in how to use the platform safely or on how to erect scaffold towers which they were also using on the site. And no risk assessment had been carried out for the work they were doing. At the time of the incident another man was also working on a fragile roof with no fall protection. The company manages waste handling equipment for major retailers.

Note: We believe that the machine involved was a slab scissor lift, but have not been able to confirm this.

£44,000 for fatal load slip

UK contractor Urban Summit Construction was fined £15,000 plus £29,127 in costs, following an incident in which David Holloway was killed when a load slipped out of the chain slings of a tower crane and landed on him. He was declared dead at the scene, in Colchester on 8th January 2014.

An investigation found that the company had failed to ensure that the lifting operation was carried out in a safe manner. The company was the main contractor on the site where 780 student apartments were being built. HSE inspector David King said: "It is essential that lifting operations are carried out in a safe manner, to help ensure the lift is carried out without risk to those in the area. Lifting operations must be properly planned by a competent person, carried out by adequately trained persons, and with appropriate supervision. Guidance on carrying out lifting operations safely is freely available on our website, if this company had properly planned and supervised this work, this tragic incident could have been avoided."



Apprentice Award for A-Plant

UK-based A-Plant has been named North West employer of the Year at the National Apprenticeship Awards 2016. The award recognises organisations in Manchester, Cheshire and Staffordshire and is presented to a company that grows its own talent through apprenticeships and recognises apprentices who have made a significant contribution to their workplaces.



Only the experienced need apply

The UK-based Construction Industry Scaffolders Record Scheme (CISRS) has introduced a pre-qualification, requiring delegates to provide evidence of a minimum of two years relevant industry experience prior to taking its basic Scaffold Inspection course. The three-day course covers the fundamental requirements for legal, safe, compliant scaffolding and includes practical inspection, theory, report writing, and fault finding as well as an update on the latest safety and technical guidance.

CISRS scheme manager, Dave Mosley said: "Scaffold inspection is such an important area with far-reaching effects that we feel those attending the course should be able to verify that they have at least a rudimentary knowledge of scaffolding. They also need to be aware of the responsibility that comes with inspecting scaffolds, hence the pre-qualification change to two years relevant work experience. In the past, companies would send staff on scaffold inspection courses very early in their career to gain basic knowledge about scaffolding. We feel that a scaffolding awareness/introduction to scaffolding course is more suitable, until they have more of a working knowledge of scaffolding on site."

The organisation is considering a short duration scaffolding awareness course, for entry level training purposes.

Who trained them then?

Spotted on a prestigious Westfield/University extension site in San Diego, a man standing on the deck extension guardrails at least 10 metres above the ground.



PASMA training



available throughout the UK

PASMA TOWERS FOR USERS
 PASMA LOW LEVEL ACCESS
 PASMA WORKING AT HEIGHT ESSENTIALS
 PASMA COMBINED LOW LEVEL ACCESS & TOWERS FOR USERS



t 08707 871 511
 e info@utntraining.co.uk
 w utntraining.co.uk



PART OF THE AFI GROUP OF COMPANIES



cranes & access

Get the whole story...

...follow us on

facebook

twitter

Vertikal.net

Did you know ?

Cranes & Access is read in the following countries:

UK, Germany, United States, Netherlands, France, Italy, Australia, Canada, Belgium, Austria, Ireland, Sweden, Switzerland, Japan, Finland, Denmark, Poland, United Arab Emirates, China, Norway, Singapore, New Zealand, Spain, Russia, India, Morocco, Turkey, Malaysia, Czech Republic, South Korea, Hong Kong, South Africa, Brazil, Ukraine, Hungary, Saudi Arabia, Romania, Greece, Slovak Republic, Thailand, Qatar, Mexico, Serbia, Bulgaria, Chile, Israel, Portugal, Oman, Indonesia, Bahrain, Luxembourg, Vietnam, Pakistan, Taiwan, Slovenia, Philippines, Malta, Colombia, Latvia, Iran, Trinidad and Tobago, Croatia, Cyprus, Ethiopia, Iceland, Sri Lanka, Lithuania, Kuwait, Argentina, Algeria, Liechtenstein, Estonia, Sudan, Peru, Egypt, Jamaica, Ghana, Cape Verde, Iraq, Nigeria, Angola, Lebanon, Mongolia, Albania, Azerbaidjan, Kazakhstan, Jordan, Belarus, Tunisia, Guatemala, Bangladesh, Isle of Man, Moldova, Tanzania, Kyrgyzstan, Mauritius, Bosnia-Herzegovina, Venezuela, Macedonia, Dominican Republic, Uruguay, Kenya, British Virgin Islands, Ecuador, Bolivia, Democratic republic of Congo, Libya, Panama, Costa Rica, Jersey, Georgia, Uganda, Laos, Macau, Barbados, Cayman Islands, Puerto Rico, Paraguay, Yemen, Cambodia, Myanmar, Surinam, Guernsey, Palestinian Territories, Honduras, Guam, French Guyana, Botswana, Namibia, Mozambique, Faroe Islands, Maldives, Guyana, Somalia, Brunei Darussalam, Reunion, Turkmenistan, Papua New Guinea, Montenegro, Gambia, Armenia, Uzbekistan, Andorra, Mauritania, Monaco, El Salvador, Zambia, Bermuda, Falkland Islands, Fiji, Togo, Rwanda, Senegal, Congo, Cameroon, Virgin Islands, Belize, Djibouti, Benin, Afghanistan, New Caledonia, Cuba, Nicaragua, Antigua and Barbuda, Liberia, Bahamas, Aland islands, Ivory Coast, Tadjikistan, Palau, Syria, Saint Vincent & Grenadines, Dominica, Gibraltar, Chad, Saint Kitts & Nevis, Anguilla, Tokelau, Nepal, Cook Islands, Bhutan, Martinique, Haiti, Aruba, Zimbabwe.

Results are for January 2016 and include printed copies - currently posted to 83 countries - and digital copies downloaded from www.vertikal.net or the Magzter newsstand.

Work safely...



Work with boom lifts equipped with stabilizers.

www.matilsa.es

Fewer falls from height

PASMA has welcomed the reduction in the number of UK fatalities resulting from falls from height as recorded in the HSE's annual ill-health and injury statistics announced in November. Fatalities are down from 42 in 2014/15 to 37 in 2015/16, and total reported non-fatal injuries from 6,165 to 5,956 respectively.

However, of the 144 killed while at work in 2015/16, falls from height still accounted for the highest percentage at 26 percent, with 'struck by moving vehicle' at 19 percent, and 'struck by moving object' at 10 percent. 18 of the fatal falls occurred in the construction sector, seven in the agriculture, forestry and fishing sectors, and four in manufacturing.

PASMA managing director Peter Bennett said: "The downward trend is clearly encouraging, but behind the numbers are families, friends and colleagues whose lives will never be the same again. As an organisation we are totally

committed to supporting the HSE's new health and safety system strategy Helping Great Britain Work Well, and its long running construction industry initiative Working Well Together. We also work tirelessly alongside other member organisations of the Access Industry Forum to improve standards, guidance and training in the height safety sector."

"Together with these organisations, PASMA is supporting a move to introduce a more comprehensive and meaningful accident and reporting system to better inform access equipment design, guidance and training going forward.



AIF National Conference looks to the future

More than 120 delegates attended the Access Industry Forum's (AIF) national conference on the future of work at height at Holywell Park Conference Centre at Loughborough University on 13th October.

The programme included a panel discussion entitled 'Getting falls from height reporting right'. Sitting on the panel were PASMA's Peter Bennett, who is also the current chairman of the Access Industry Forum, Chris Wraith, technical and safety executive at IPAF, and Tony Seddon, company secretary at FASET, the trade body representing the fall arrest safety net industry.

With falls from height still the biggest cause of fatalities and injuries in the workplace, the panel discussed the need to get 'falls from height reporting right' and



the contribution that the member organisations of the AIF could make to that process. The panel delivered a brief overview of the existing system and what they believed were its limitations, in particular, the absence of structured and sufficiently detailed information to identify the root cause of an incident. According to the panel



it was often impossible to arrive at an accurate and complete understanding of the nature and circumstances of a fall from the information provided.

The panel proposed the following:

- 1) The need for a more comprehensive and meaningful reporting system to better inform equipment design, guidance and training going forward.
- 2) A greater recognition of the contribution that expert organisations such as the AIF could

make in evaluating and assessing falls from height and suggesting remedial action as appropriate.

3) The necessity for industry and trade and professional bodies to unite in advocating for change and innovation to the existing system.

Bennett said: "With the latest statistics showing signs of levelling off, getting the reporting system right could be one of the keys to helping unlock a further reduction in the number of deaths and injuries in the workplace in future years."

The following events were held the week we went to press:

PASMA Tower Safety Week 2016 ran from 14-18 November, with users across the country asked to show their support for tower safety and best practice.

The first Middle East Tower Conference was held on Sunday, 20 November with PASMA hosting the first ever Middle East conference dedicated entirely to mobile access towers at the Fairmont Hotel in Dubai.



International development specialist

PASMA has appointed Sarah Nunn as head of international development. Nunn joins the association from the UK-based Construction Industry Training Board (CITB) where she has been international business development manager since 2014. Prior to that she was international project manager for four years



For details of PASMA standards, guidance and training, including free PocketCards and posters, visit: www.pasma.co.uk



**all your lifting needs...
...one company**



**UK-WIDE
DELIVERY**



FLG Services offer a range of quality lifting and safety equipment for hire. We have one of the most technically experienced teams in the field who are ready to deal with all your hire requirements.

Our range of Lifting and Safety equipment and services includes:

- Manual Hoists
- Vacuum Lifters
- Confined Space Equipment
- Gas Detection
- Design and Fabrication
- Electric Hoists
- Chain Blocks
- Material Lifts
- On-site Inspections
- And much more

For more information contact:

☎ **0370 330 6022**

✉ **enquiries@flgs.co.uk**

🌐 **www.flgservices.co.uk**

Safety net developments and guidance

FASET, the UK-based trade association for the safety net, rigging and temporary safety systems industry, covers fall arrest safety equipment training, along with best practice guidance for roof over-netting, edge protection, stair towers, tensioned access platforms and access platform decking. The following is a periodic update on developments on the association's work.

Getting the facts about falls: the association is running a campaign to discover the facts about falls into safety nets, following concerns that such incidents frequently go unreported, especially when those falling escape injury, thanks to the

net below fully absorbing the energy of the fall.

FASET maintains that it is vital that this information is collected and collated to better understand the nature of the incidents and the reasons for them occurring in order to identify and



respond to what is actually happening in the workplace and develop guidance and best practice to help reduce falls from height - still the single biggest cause of accidents.

The data will also provide a more accurate picture of the number of

times safety nets are deployed, something the association claims is consistently under reported. In order to encourage those involved to provide the information, incidents can now be reported anonymously through the association's website.

The selection of access methods to install and dismantle safety netting

Work at height is hazardous, and safety net riggers are always at risk while installing the safety nets that protect others. With this in mind FASET has published a new Good Practice Guide.

The guide is the work of the association's health and safety committee with assistance from the Health and Safety Executive to provide guidance on the principal methods recommended for safely rigging and de-rigging safety nets. The guide begins by highlighting the requirements of the Work at Height Regulations and then goes on to describe the six methods recommended by FASET.

The preferred method is the use of remote attachment devices followed by - in order of preference - aerial work platforms, ladders (to a maximum of height of 4.5 metres), industrial climbing techniques, rope access and finally mobile access towers.

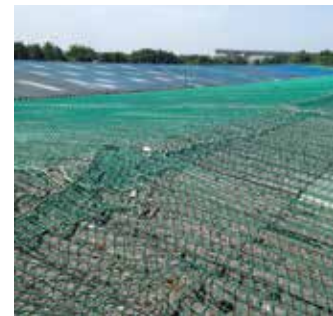
Remote attachment devices allow rigging and de-rigging to be carried out remotely from the level below and therefore do not expose the installer to any of the risks associated with working at height. The net is offered up into position via a pole from the safety of the floor beneath. The method is not without limitations and these are fully explained in the guide.

The document explains the advantages and potential disadvantages of all six different methods.



New over netting guidance

In the absence of a British or European standard, FASET has taken the initiative and developed a comprehensive guidance document covering the use of safety nets over existing roofs - more commonly referred to as roof over-netting. It joins more than 25 best practice documents already free to download on the FASET website www.faset.org.uk



Produced with the assistance of the National Federation of Roofing Contractors (NFRC) and the Health and Safety Executive following exhaustive physical testing, over-netting should only be used as a last resort, and standard, under slung safety netting must always be used where possible and practical.

A relatively new development in the safety netting industry, over-netting is used when fixing a new roof over an existing, fragile roof. With a foreword by the NFRC, the free, 14 page document covers everything from the responsibilities of the client and principal designer, through to the suitability of safety netting materials, safety during installation, and, finally, the six specific steps recommended by FASET for correctly installing roof-over netting.

Beware of 'Urban Climbers'

FASET has also issued a 'Safety Alert' about urban climbers. Fortunately an extremely rare occurrence, the association is nevertheless warning of the dangers posed by urban climbers determined to misuse safety nets by taking their sport to new and bizarre extremes, not only putting themselves at risk, but also risking compromising the integrity of the net and its subsequent ability to save lives and prevent injury in the event of a genuine fall from height.

FASET is urging vigilance to prevent climbers gaining access in the first place, and, if they do, to make sure afterwards that the nets involved are professionally checked for damage.

For details of FASET members, training and access to the association's free guidance, go to www.faset.org.uk

FASET
Fall Arrest Safety Equipment Training

Contact Details

FASET
T: +44 (0) 1948 780652
E: enquiries@faset.org.uk
W: www.faset.org.uk

DIFFERENT LANDSCAPE ORIGINAL CONCEPT



On Track For Growth!

Vertical Days is moving to Silverstone with more room to grow.

Reserve the dates now
May 24th-25th 2017

**Vertical
days**
www.vertikaldays.net

To register go to WWW.VERTIKALDAYS.NET or contact the team at INFO@VERTIKALDAYS.NET

Sennebogen 6113E

The Sennebogen 6113E is a telescopic crawler crane with a 120 tonne maximum capacity and a 40.2 metre four section telescopic. This 1:50 scale model of it is by Ros of Italy.

The tracks are metal and they are mounted on detailed track frames which have small graphics. They are very stiff, but can be rolled by hand, and they can be extended from, and retracted to, a narrow transport mode.

The cab is metal with very thin plastic grab rails, with a tilting mechanism. The interior detail is very good, and includes Sennebogen printed on the seat back. Metal walkways extend down both sides of the crane. The superstructure has high quality paint and graphics, and hydraulic hoses run to the winches, with the counterweight appearing to be a solid casting.

The boom is also a detailed casting and there are cable/hose spooling drums on the base section. The boom lift cylinder is a bit jerky rather than smooth, and the telescoping is stiff as well. The sheaves in the boom nose are metal but appear to be one solid piece rather than separate sheaves. The fly jib - eight metres on the real thing - is a nice metal part which is relatively heavy, and it can also be offset at several angles.

The large hook block has five sheaves as a single casting, and a separate single line hook matches the fly jib well. The two winches are

operated by a key which is stored under a removable side panel on the superstructure. Both winches rely on friction as a brake, and this was somewhat variable on the review model.

A nice and unusual inclusion is a separate work platform attachment. It has a robust metal connection to the boom nose, and the basket is a mixture of plastic and metal parts. It can be adjusted for angle and be fully rotated. Each end of the basket can also be extended to produce a larger platform.

This model from Ros looks good, and there are some nice details, with the functionality a little bit more of a mixed bag. It can be obtained from the Sennebogen web shop for €177.

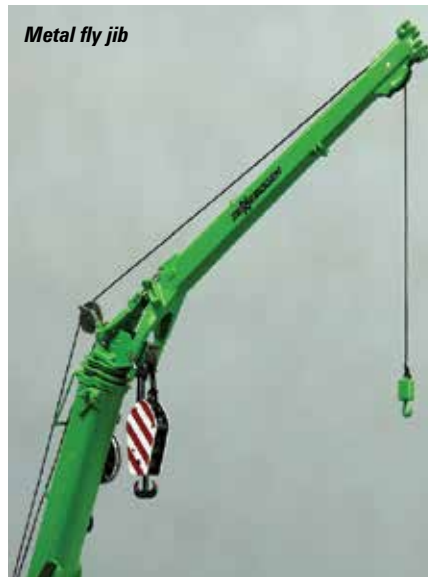
To read the full review of this model visit www.cranesetc.co.uk

Cranes Ect Model Rating	
Packaging (max 10)	7
Detail (max 30)	25
Features (max 20)	15
Quality (max 25)	18
Price (max 15)	11
Overall (max 100)	76%

Very nice paint and graphics



Metal fly jib



The 6113E at work

Detailed cab



Work platform attached



My Story

The memoirs of aerial lift pioneer Art Moore

Art More is one of the founders and true pioneers of the modern powered access industry. He was also involved with

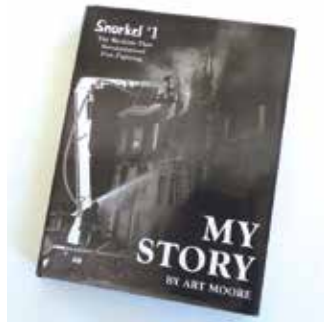


Art Moore

the crane business having started out in 1949 with boyhood friend Ray Pitman the originator of the boom truck, and owner of the company that went on to launch the Hydra Lift and other trail-blazing products. Moore built the first Snorkel during his time at Pitmann, and in 1959 sensing the future potential for fire rescue and other platforms took the Snorkel products and formed the Snorkel company.

After selling the Snorkel business he remained on-board and managed the business through its days under

ATO and Harry Figge, taking the company into the self-propelled aerial lift business in 1975, and many years later acquiring Economy Engineering a leading scissor lift manufacturer. He retired in 1991 but over the years has worked with hundreds of people in the industry. His views and experiences of them are included in his extensive memoirs entitled My Story. He began writing the book in 2003 and finally had it published earlier this year. Now in his 90s he has



The book has a good selection of photographs as well, both family and business related.



been appointed as a non-executive director of Snorkel owned by Don Ahern. He was also inducted in the American Rental Association Hall of Fame early this month.

This is an excellent and insightful read, its size and weight - this is a coffee table tome - eliminates it from being a bedtime read unless you are complete insomniac.

It covers his personal and business life, clearing up many aspects of the history of the aerial work platform, while providing a behind the scenes background to a number of major industry developments. The book can be purchased on line at www.artmoorememoirs.com/ priced at \$30 for international buyers and \$35 in the USA.

MORE CARRYING CAPACITY

OVER 600KG SPARE PAYLOAD

THE NEW 1.4M FORD TRANSIT VAN MOUNTED PLATFORM

READY TO GO
2 YEAR WARRANTY



Genie A HILTI BOSS WENOLD ISOLI MEC

BIG BRANDS, MORE CHOICE
0845 108 4000 iapsgroup.com



Wrong type of Medical

Dear Sir

I am writing to express my disbelief of how good our industry is every now and then seemingly "standing in a bucket and trying to lift itself up by the handle"! With over thirty years experience in the crane hire and heavy construction industry I am well aware of the importance of health and safety and how our industry is better for it. What I fail to see however is why certain construction companies deem it necessary to install a requirement for all personnel attending their sites to be in possession of a medical carried out within a two or three year period (depending on the individual company's criteria).

My problem doesn't relate to the request, it's probably not a bad idea, though not indicative of one's ongoing health and wellbeing. What does amaze me though is this, a full medical, including the apparently highlighted areas of sight and hearing required by a critical worker, must be carried out to obtain or renew a H.G.V class 2 driving license required by UK law for crane operators aged 45 or over. Why then should this medical, that satisfies current government DVLA licensing, and please correct me if I'm wrong, to ensure drivers of this licensing category are fit and able to safely operate these vehicles, not be good enough for our own construction industry requirements? Who deems this legality as insufficient and on what grounds not withstanding ("well it's company policy") are these demands made?

If any worker attending these particular sites doesn't have a medical, meeting the date criteria then fair enough one should be obtained, but why should an extra one be required if a perfectly adequate one required by law is already in place? Dare I suggest that common sense should prevail in this situation. If an H.G.V. medical has been passed and a license issued within the two or three year time frame of the site requirement, surely that should be acknowledged. The crane hire industry has become increasingly difficult to draw new personnel into, many companies are constantly trying to recruit good operators.

When one with a perfectly good, in date medical, is turned away from site and the instruction to "send another one" is issued, I wonder where this alternative operator is lurking? (If anybody knows please get in touch).

I hold an H.G.V. license and have undergone full medicals by a G.P. to satisfy the DVLA requirement when renewing it. In case any of the companies insisting on these "extra" medicals are interested, I can assure them the examinations are thorough, stringent and conclusive. They include blood pressure tests, urine samples, sight tests, hearing tests, reflex reactions, balance, height and weight statistics and all manner of health and well-being conditions and questions. What on earth does the construction industry know that the medical profession doesn't?

Thanks for your time

S. Ellis

Ellis Crane Hire

We totally agree - there is far too much of this 'not invented here syndrome' in the UK construction industry, where each company looks to have its own tests, criteria or mandatory quality standard. None of which makes the site a safer or better quality place of work. On a similar but different area, rental companies increasingly feel obliged to obtain - and pay for - several different supplier quality approval standards, rather than simply requiring that of the certification company.

Getting back to the letter, one would think that a medical that meets legal government standards for driving a large truck on the road, would be perfectly acceptable. The sad fact is that all this disparate certification - some of it simply to cover backsides - carries a substantial cost which is all too often not passed on by rental companies to the contractors that dream them up and demand them. Perhaps if it was they would be more rational and pragmatic?

If you have a view on this please do write and tell us.

The following letter relates the article we published last month on timber mats for cranes and trackways. The correspondent is from the industry and a specialist in the provision of timber mats. As with many articles on specialist subjects, opinions and views can creep in although in this case it seems we might have found the right balance

Dear Leigh

Interesting article!

But a slightly biased point of view it has to be said. I have had plenty of 'duff' tropical Hardwood mats/Timbers in my time and my fathers time for that matter. I had some terrible Greenheart once and that is meant to be the crème de la crème of hardwood timber!

The thing about oak is that it moves with climate/temperature change, the fissures/cracks open AND close. They very rarely rot and fungus only appears with a lack of air. All mats should be stacked to allow free air flow between them, especially if they are being stored for a long time (and I wouldn't be doing my job if they were)

Will be interesting to see any comments to the article, if anyone bothers?

Anyway, speak anon

Best regards

On balance the writer thought that withholding his name would be the better option for the sake of diplomacy.

What is the world coming to?

The following letter is a response to our attempt to find the positive in the recent EU referendum vote in the UK and the election in the US.

Leigh,

It is always a pleasure for me to read your editorial. Now, no doubt it must have been related to what is happening in the USA. I would like to share your optimism but after what we have seen and heard in this campaign it is really difficult to believe it is going to be a good presidency. Dangerous buffoon and ignorant takes the reins of the world power like USA winning by saying what people want to hear. Unfortunately, this trend we see in other countries - see Hungary, see us - what a government we are having at the moment, Brexit, Le Pen... For us being a neighbour of Mr. Putin and having an unstable Defence Minister that breaks off relations with allies is very precarious....

Current situation does not yet have impact on our business, fortunately we are slowly building our position on the local lifting market, still looking forward to the future and hoping for the expansion in..... United Europe .

Zpозdrowieniami / Best regards,

Katarzyna Damer

Poland

Genie nicely

I just wanted to write you in relation to the article on Genie in Cranes & Access magazine which was excellent, it brought back lots of memories and recollections of what was a great company. I also take note of your positive - or is it optimistic? - comments on the celebrations and how you felt the company had regained its mojo!! I assume that this means you thought they had lost it even though you appear to hedge your bets, and do not explain why and on what grounds! You are probably correct in that life under Terex has not always been a smooth ride, that's obvious to anyone that deals with them like I do. I certainly hope that your view on the future is accurate and you are not simply looking through rose tinted glasses. I could go on but maybe its best I don't, so will stop while I am ahead. So nice job I really enjoyed reading it and you can't say that about too many trade mag articles. Keep up the good work.

Sam Snead

Wichita

We very much appreciate letters such as this. Mr Snead did not state what company he worked for or even clarify whether he was a supplier, customer or whatever. No matter comments - positive or critical - are very much appreciated all the same. If you like or dislike anything in Cranes & Access please do write and tell us.

John Jennings 1945-2016

UK rental industry veteran John Jennings passed away in early November, following two years of ill health, he was 71. Jennings was a director and former chairman of Coventry-based Clements Plant & Access Hire, he retired last year as his cancer became harder to live with and as part of the hand-over process sold his stake in the business that he had founded and then managed under different ownerships for almost 40 years.

John Jennings was born near Shipston on Stour, Warwickshire, and spent his formative years in Stratford on Avon, joining the locally based International Harvester dealer - Lumley Saville - as an apprentice in the publicity department, launching what was to become a life-long involvement in the equipment business. In the mid 1960's he joined Coventry-based rental company Sterling Plant, which became the first company to offer tool hire in the city.

In the late 1970's he and a colleague set-up a new business based in Rugby - Alljay Tool Hire - which they built up into

a solid business over many years, eventually selling the company to local property developer, the Deeley group in 1990. Deeley merged it with Clements Plant - which it had owned since 1967 - renaming the merged entity Clements Alljay. Jennings remained with the business and was appointed managing director of what was essential the hire division within the Deeley group. The company expanded into the self-propelled access market in 1996 with the acquisition of Thumb-a-Lift of Leamington Spa, and then in January 2007 Jennings led a Management Buy Out with his new business partner Jim Longstaff.

Jennings was also a founder member of the UK-based Hire Association of Europe and became the last of the founding members to have an involvement in the industry. He eventually retired due to ill-health in May last year, just before his 70th birthday. Since then he has retained an involvement with the business, often spending time in the office to hear how things were going.

Over the years he contributed many specialist articles for industry magazines, and sat on several committees including the IPAF Council, and the HAE. He also worked with manufacturers



John Jennings

to provide a rental-company perspective for their product development. His private passions included photography, steam trains, the finer things in life and most important of all his family. He leaves behind three daughters and eight grandchildren. His family was with him as his long and fruitful life came to an end.

John Jennings was not everyone's cup of tea, he would not suffer fools gladly had a certain orneriest to him at times, especially when he passionately disagreed about something, this made him an

admirable IPAF committee member and possibly the bane of committee chairmen? However he was always straight forward, genuine, exceptionally knowledgeable and from our experience fair and straightforward.

He certainly qualifies as an 'industry character' and will be missed by a great many in the access and UK rental business, most of all by the team at Clements of course. Our hearts go out to them and his family.

The funeral was scheduled for Friday 25th of November.

Whats on?

2016 LiftEx 2016

November 23-24, 2016
UK Lifting gear trade show
Aberdeen, UK
Tel: +44 208 133 5617
www.liftex.org



Samoter

February 22-25, 2017
International earthmoving and building equipment show
Verona, Italy
Tel: +39 045 8298111
www.samoter.com



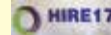
IPAF Summit 2017

April 4, 2017
Annual summit and awards dinner.
Wembley London UK.
Tel: +44 (0)15395 66700
www.ipaf.org



Hire17

May 10-11, 2017
Australian Hire & Rental association annual convention and show
Rosehill Gardens, Sydney, Australia
Tel +61 (0)2 9998 2255
www.hireandrental.com.au



Bauma Conexpo India

December 12-15, 2016
The fourth bauma/Conexpo exhibition in India
Delhi, India
Tel: +49 89 949-20255
www.bcindia.com



Rental Show 2017

Atlanta
February 27-1 March 2016
Tel: +1 800 334 2177
www.therentalshow.com



Smopyc 2017

April 25-29, 2017
Spanish Public works & construction show Zaragoza, Spain
Tel: +34 976 76 4700
www.feriazaragoza.es/smopyc.aspx



Vertikal Days 2017

UK/Ireland crane and access event.
May 24-25 Silverstone
Tel: +44 (0) 8448 155900
www.vertikaldays.net



2017

Executive Hire Show

February 8-9, 2017
Exhibition for the UK Tool Hire industry
Coventry, UK
Tel: +44 (0)1249 700770
www.executivehireshow.co.uk



Conexpo-Con/Agg 2017

March 7-11, 2017
The leading US construction show.
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com



Apex

May 2-4, 2017
International powered access fair
Amsterdam, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



Platformers Days 2017

September 2017
German access equipment show
Hohenroda, Germany
Tel: 05033 981742
www.platformers-days.de



GIS 2017

October 5-7, 2017
The Italian Cranes & Access Show
Piacenza, Italy
Tel: +39 010 5704948
www.gisexpo.it



2018

Intermat 2018

April 23-28 2018,
International construction equipment show
Paris France
+ 33 (0)1 76 77 15 77
www.paris-en-intermatconstruction.com



2019

Bauma 2019

World's largest construction equipment exhibition, April
Munich, Germany
Tel: +49 (0) 89 51070
www.bauma.de



Visit www.Vertikal.net/en/events for a full listing of events with direct links to the organisers.

Marketplace

RECRUITMENT . USED EQUIPMENT . REPLACEMENT PARTS . RENTAL . SAFETY EQUIPMENT

cranes & access

FOR USERS & BUYERS OF LIFTING EQUIPMENT

Cranes & Access reaches over six times as many UK/Irish buyers of aerial lifts and lifting equipment than any other crane or access magazine, along with an exceptionally strong international readership, with over 15,000 lifting related professionals around the world reading either the printed or online editions of the magazine.

Given the wide global readership you will be surprised at how cost effective it can be as a medium to promote your products or services.

ADVERTISING:

The Vertikal Press Ltd.
PO Box 6998, Brackley,
NN13 5WY UK.
Tel: +44 (0)8448 155900
Fax: +44 (0)1295 768223
E-mail: advertising@vertikal.net

GERMANY:

+ (49) (0)761 189786615.

ADVERTISEMENT

M. Stemick GmbH
Kran- u. Baumaschinenhandel

CRANES FOR SALE



ALL TERRAIN-CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
201 Gottwald AMK 31-21	1984	4x4x4	20,50m
251 Demag AC 25 City	1998	4x4x4	25,00m + 13,00m
301 Terex-Demag AC 30 City	2006	4x4x4	25,00m + 13,00m + 1,20m
351 Liebherr LTM 1030-2.1	2005	4x4x4	30,00m + 15,00m
351 Liebherr LTM 1030-2.1	2006	4x4x4	30,00m + 15,00m
451 Faun ATF 45-3	2006	6x6x6	34,00m + 15,20m
501 Terex Demag AC 50-1	2006	6x6x6	40,00m + 17,60m
501 Terex Demag AC 50-1	2006	6x6x6	40,00m + 17,60m
501 Terex Demag AC 50-1	2006	6x6x6	40,00m + 17,60m
701 Tadano Faun ATF 70G-4	2013	8x6x8	44,00m + 16,00m
801 Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m + 1,60m + Runner
801 Faun ATF 80-4	2005	8x6x8	48,50m + 16,00m + Runner
801 Grove GMK 4075-1	2005	8x6x8	43,00m + 17,00m + 10,00m
801 Terex-Demag AC 80-2	2004	8x6x8	50,00m + 17,60m
801 Terex-Demag AC 80-2	2003	8x6x6	50,00m + 17,60m + Runner
801 Terex-Demag AC 80-2	2003	8x6x6	50,00m + 17,60m + Runner
1001 Grove GMK 5100	2005	10x6x10	51,00m + 18,00m + 2,50m + Runner
1601 Tadano Faun ATF 160G-5	2009	10x8x8	60,00m + 37,00m
2001 Terex-Demag AC 200-1	2004	10x8x8	68,00m + 33,00m
2001 Liebherr LTM 1200-5.1	2009	10x8x10	72,00m + 22,00m
2501 Demag AC 665 SL	1997	12x6x8	58,00m + 41,00m + 65,00m + 2,00m
4001 Liebherr LTM 1400-7.1	2007	14x8x12	60,00m + 56,00m + 84,00m

RT-TELESCOPIC-MOBILE CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
251 Kato KR 250	1997	4x4x4	26,70m + 7,00 m
701 Tadano GR 700 EX	2008	4x4x4	44,00m + 17,70m
801 Grove RT 890 E	2008	4x4x4	43,00m

LATTICE-BOOM-TRUCK CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
1401 Demag TC 650	1982	10x8x6	36,00m

M. Stemick GmbH
Kran- u. Baumaschinenhandel
Import - Export
D-45721 Hiltrop / Germany

Tel: +49-2364 - 108203
Fax: +49-2364 - 15646
Mobile: +49-172-2332923
e-Mail: info@stemick-krane.de
Internet: <http://www.stemick-krane.de>

Import • Export

RECONDITIONING • HIRE • WANTED • USED EQUIPMENT • SPARE PARTS • RECRUITMENT



From this....



....to this

The New and Unique "Infinite" Moving Venue



From this....



....to this

Deployed in one hour.
Road Towable –Under 3500kg.

Easily Branded
One man installation

Hire now from A3 Events 07894282878
www.a3events.com @a3eventsuk



Timbermat Ltd

Hardwood Crane Mats



Timbermat Ltd provides expert advice with over 23 years' experience in the mat industry and over 40 years in Civil Engineering. Ideally used for crane access and outrigger pads, Timbermat offer an extensive range in various sizes to suit every application. Our service is prompt and efficient with quick delivery throughout the UK and Europe.

(Freephone)

08000 12 12 31

+44 161 442 3157

www.timbermat.co.uk

- Timbermats own UK-based production facility now in full operation.
- Manufactured to the highest standards using quality sourced timbers.
- Competitive rates for hire and sales, built around your projects budget.
- Manufactured using superior hardwood timbers, Ekki, Okan, Dabema and Oak.
- FSC, PEFC and EUTR certified and sustainable timbers used in all of our production.
- ISO 9001, ISO 14001 and FSC certified company.







Pfeifer Heavy Machinery are a family owned and operated worldwide heavy machinery trader. Established in 1996 and with over 20 years experience, we have a trusted global reputation.

Through our long established network of suppliers and by focusing on the purchasing of larger packages of equipment, we always have a diverse inventory of quality used stock on offer.



HAULOTTE - COMPACT 12
Scissor lifts
Electric, 4x2 Drive,
12.0m Working Height,
2002 | PHM-Id 08559

€5,900



HAULOTTE - COMPACT 12
Scissor lifts
Electric, 4x2x2 Drive,
12.0m Working Height,
2005 | PHM-Id 08433

€7,450



HAULOTTE - HA18PXNT
Articulating boom lifts
Diesel, 4x4x4 Drive,
18.0m Working Height,
2005 | PHM-Id 08567

€14,900



JLG - 860SJ
Boom lifts
Diesel,
28.2m Working Height,
2003 | PHM-Id 08568

€27,900



CTE - CS135E
Track articulating boom lifts
Diesel,
13.5m Working Height,
2007 | PHM-Id 08267

€16,900



TEUPEN - LEO 15GT
Track articulating boom lifts
Diesel,
14.9m Working Height,
2007 | PHM-Id 08275

€18,900



CTE - CS170E
Track articulating boom lifts
Diesel,
17.0m Working Height,
2008 | PHM-Id 08274

€22,900



CTE - CS170E
Track articulating boom lifts
BI Energy,
17.0m Boom, xxxxm Jib
2008 | PHM-Id 08273

€22,900



TEUPEN - LEO 18GT
Track articulating boom lifts
BI Energy,
6.0m Working Height,
2008 | PHM-Id 08276

€24,500



ATN - PIAF 1000R
Vertical mast lifts
Electric, 4x2 Drive
2013 | PHM-Id 08599

€14,900



P&H - HM 1050
Crawler Cranes
Diesel, 35t, Steel Tracks
24m Boom, 9.14m Jib
1972 | PHM-Id 07833

€29,500



LIEBHERR - LTM1400
Telescopic Cranes
400t, 16x8x12, Extendable Jib
50m Boom, 61m Jib,
1997 | PHM-Id 80077

€7900,900



Best price/quality ratio
Best price, best quality and best service.



Tests & Inspection
We offer the possibility to deliver all the machines tested.



Required documents
We provide all required CE, export, Certificate of Origin and EURI documents.



Transport information
We are able to transport the machine from door to door to every desired destination.



Maintenance and repair
We take care of the desired repair work, check-ups, inspections and controls.



Sell us your equipment
We are always looking for equipment to buy for stock.

Contact us today!



UK +44 1256 700808
Holland +31 544 463114
Poland +48 618 801003

sales@pfeifermachinery.com
sales@pfeifermachinery.com
sales@pfeifermachinery.com

www.pfeifermachinery.com

HEAVY LIFTING CRANE PADS

RELIABLE. STRONG. SAFE.

Introducing our **Interlocking Multi Mat System**, the perfect solution for heavy plant and crane lifting. Designed to be set-up quickly and easily by forcing the mats into the correct position and eliminating gaps, it offers up to 160 tonnes load capacity per outrigger. This modular system will support the heaviest of loads with the flexibility to manoeuvre and use in various configurations. Available in two sizes.

01952 671403
Outriggerpads.co.uk



cranes & access

Batteries
Tower cranes
Bauma second preview
Small booms & mast booms

cranes & access

Spider lifts
Bauma review
Mid-range AT cranes
Vertical Days preview

cranes & access

Loader cranes
Wheels and tyres
Small truck mounts
Vertical Days show guide
Dealer guide
City AT cranes
Engines
Lifting & Access for industry
Vertical Days review

Vertikal.net
Subscribe online at www.vertikal.net

Subscribe to **cranes & access**

The only way to guarantee that you receive every issue

Subscription Application Form

Please complete this form and either fax back on +44 (0) 1295 768223 or +49 (0) 7618 866814 or post to The Vertikal Press, PO Box 6998, Brackley, NN13 5WY, UK. Tel: +44 (0)8448 155900

Name _____

Company _____

Job Title _____

Telephone _____

Address _____

Zip/Postcode _____

Country _____

Telefax _____

Email _____

Please start my one year subscription to Cranes & Access at the rate of:

£40.00/€60 (UK and Irish addresses only)

€75.00 (Rest of Europe)

\$110.00 / £60.00 (Other regions)

I enclose a cheque made payable to The Vertikal Press

Please invoice me

I enclose an international money order

Please charge to my credit card

Name _____

Card number _____

Expiry date _____

Security code _____

HEAVY CRANE SUPPORT

- ▲ **STEEL OUTRIGGER MAT HIRE**
- ▲ **SUPPORT STOOL HIRE**
- ▲ **HEAVY DUTY SUPPORT BEAM HIRE**
- ▲ **STEEL OUTRIGGER MAT MANUFACTURING**
- ▲ **SUPPORT MAT MODIFICATIONS**
- ▲ **SPECIALIST SUPPORT STRUCTURES**

UNIT 3A OPUS PARK
LOCKHEED CLOSE
PRESTON FARM INDUSTRIAL ESTATE
STOCKTON ON TEES
TS18 3BP

44 (0) 7711186449
stuart@heavycranesupport.co.uk



The passion, the people, the parts



✓ Parts and accessories for

- Lift trucks and aerial work platforms
- Telehandlers and rough terrain forklifts
- Port and container handling equipment
- Scrubbers and sweepers
- Tail lifts
- ...



PARTS & ACCESSORIES

✓ Our range

- More than 21 000 000 known references
- 600 000 different part numbers in stock



✓ Your benefits

- Worldwide delivery within 24/48 hours
- Computer-controlled stock management
- Technically skilled staff
- **MyTotalSource**: your interactive online tool



TVH UK LTD

Unit 17 - Paragon Way - Exhall - CV7 9DS Coventry - Great Britain
T +44 2476 585 000 - F +44 2476 368 222 - marketing.uk@tvh.com - www.tvh.com

TVH PARTS

www.vertikal.net

KRAN & BÜHNE

Das Magazin für Kran- & Arbeitsbühnen-Anwender



Ihr Vorteil!



Um leistungs- und wettbewerbsfähig zu bleiben, benötigt die Industrie hochqualifizierte und ihre Märkte betreffende Informationen. Diesem Verlangen kommt *Kran & Bühne* mit praxisorientierten Artikeln nach. Mit unseren Publikationen helfen wir den Lesern, gerade bei härteren Marktbedingungen, fundierte Entscheidungen zu treffen. Die Artikel werden von einem erfahrenen, international und in Deutschland tätigen Journalistenteam verfasst. *Kran & Bühne* liefert dem Leser Neuigkeiten und Baustellenberichte. Ein wichtiger Bestandteil sind dabei harte Fakten darüber, welche Ausrüstung für welche Einsätze geeignet ist.

Abonnieren Sie jetzt einfach & bequem!

Per Fax: (07 61) 88 66 814

oder per Post: Kran & Bühne | Sundgaullee 15 | D-79114 Freiburg

Tel. (07 61) 89 78 66-0 | Fax (07 61) 88 66 814 | E-Mail: info@Vertikal.net | www.Vertikal.net

Ja, ich abonniere *Kran & Bühne* für ein Jahr (8 Ausgaben) für 26,- Euro (inkl. 7% MwSt.) frei Haus (bzw. 39,- Euro für Abonnenten außerhalb Deutschlands).

- >> Name/Vorname:
- >> Firma:
Umsatzsteuer Nummer (nur bei Firmen)
- >> Straße/Postfach:
- >> Postleitzahl/Ort:
- >> Land:
- >> Tel.:
- >> Fax:
- >> E-Mail-Adresse:
- >> 1. Unterschrift des Abonnenten:

>> Ich wünsche folgende Zahlungsweise:

- Bargeldlos per Bankeinzug
 - gegen Rechnung
- (nur in Deutschland)*

- >> IBAN:
- >> BIC:
- >> Geldinstitut:
- >> Firma:
- >> Postleitzahl/Ort:

Hiermit bestätige ich, dass die Abbuchung des jährlichen Abo-Betrages von 26,- Euro für o.g. Firma/Anschrift vorgenommen werden kann.

>> 2. Unterschrift des Abonnenten:

Widerrufsgarantie: Das Abonnement kann jederzeit und ohne Angabe eines Grundes widerrufen werden. Die Kosten für nicht zugestellte Ausgaben werden zurückerstattet.

Vertikal.net

ALIMATS®

THE MOST PRACTICAL AND COST EFFECTIVE METHOD OF
SPREADING OUTRIGGER STABILIZER LOADS

UNIQUE, PURPOSE DESIGNED, MODULAR INTERLOCKING
OUTRIGGER LOAD SPREAD SYSTEM



FOR USE UNDER MOBILE/SELF ERECT CRANES •
ACCESS PLATFORMS • LORRY LOADERS • CONCRETE PUMPS



- Interlocking modular load spread system
- Each standard 1m² panel only weighs 38kg
- Comprehensive safety documentation and load spread analysis available
- Easy to set up and manhandle around site
- Compressive Strength 530 tonnes / m²
- No additional plant required to set up
- Many configurations to create a range of load spread areas
- No short rigging duties required
- Nationwide coverage

6m² Rig
Also
available

Two sizes of mat available



ALIMATS®

New House Farm, Belper Rd, Bradley, Ashbourne,
Derbyshire DE6 1LP Tel: +44 (0) 1335 345111

email: info@bfl.uk.com www.bfl.uk.com

SEE OUR NEW ALIMAT VIDEO AT vimeo.com/158642500



Access Equipment Manufacturers

The Access Platform Company	www.accessplatformcompany.co.uk
Ascendant Access	www.ascendantaccess.com
Aichi	www.aichi-corp.jp
AIRO	www.airo.com
Alimak Hek	www.alimakhek.com
ATN	www.atnplatforms.com
Barin	www.barin.it
Biljax	www.biljax.com
Böcker Maschinenwerke	www.boecker-group.com
Bravi	www.bravisol.com
CMC	www.cmclift.com
CTE	www.ctelift.com
DENKA-LIFT	www.rothlehner.com
Dino Lift	www.dinolift.com
Dingli	www.cndingli.com
Easylift	www.easy-lift.it
Falck Schmidt	www.tcalift.com
GEDA-Dechentreiter	www.geda.de
Genie Global	www.genielift.com
Genie UK	www.genielift.com
GSR Spa	www.gsrspa.it
Haulotte	www.haulotte.com
Hinowa Tracked Aerial Platforms	www.hinowa.com
Holland Lift	www.hollandlift.com
Imer Access	www.imergroup.com
Isoli	www.isoli.com
Iteco	www.imergroup.com
JLG	www.jlgeurope.com
Klaas	www.utility-equipment.com
Klubb France	www.klubb-france.fr
Ladder Safety Devices	www.laddersafetydevices.co.uk
Leader	www.leader-piatt.it
Leguan Lifts	www.leguanlifts.com
Manitou	www.manitou.com
Mantis Access	www.mantisaccess.co.uk
Mantall	www.mantall.com
Matilsa	www.matilsa.es
MEC	www.mec-awp.com
Niftylift	www.niftylift.com
Oil&Steel	www.oilsteel.com
Omega Platforms	www.omegaplatforms.com
Ommelift	www.ommelift.dk
Palazzani Industrie	www.palazzani.it
Palfinger Platforms	www.palfinger-platforms.com
Planet Platforms	www.planetplatforms.co.uk
PB Liftechnik	www.pbgmbh.de
Platform Basket	www.platformbasket.com
Ranger tracked access	www.tracked-access.co.uk
Runshare	www.runshare.net
Ruthmann	www.ruthmann.de
Sinoboom	www.sinoboom.com
Skyjack	www.skyjack.com
Snorkel	www.snorkelusa.com
Socage	www.socage.it
SUP	www.supelefant.com
TCA Lift	www.tcalift.com
Teupen	www.teupen.com
Turner Access	www.turner-access.co.uk
Versalift distributors (UK)	www.versalift.co.uk
Youngman	www.youngmangroup.com

Scaffold Towers

Eurotowers	www.eurotowers.co.uk
Instant	www.instantupright.com
Planet Platforms	www.planetplatforms.co.uk
Svelt	www.svelt.it
Turner Access	www.turner-access.co.uk
Youngman	www.youngman.com

Mastclimbers & Hoists

Adastra Access	www.adastra-access.co.uk
Alimak-Hek	www.alimakhek.com
Brogan Group	www.brogangroup.com
GEDA-Dechentreiter	www.geda.de
Klaas	www.utility-equipment.com
SGB	www.sgb.co.uk
LTC Hoists Division	www.ltchoists.co.uk
Safi	www.safi.it

Specialist Scaffolding

Advance Scaffolding (SW)	www.advancedscaffoldingltd.co.uk
SGB	www.sgb.co.uk
Harsco	www.harsco-i.co.uk

Platform Rental

1st Access Rentals	www.1staccessrentals.co.uk
2 Cousins Access Limited	www.2cousins.co.uk
AA Access (Specialists)	www.aaaccess.co.uk
ABBA Plant Hire	www.abbaplanthire.co.uk
Access Link	www.accesslink.biz
Access Platforms Direct	www.accessplatformsdirect.co.uk
Acrolift	www.acrolift.co.uk
Active Rentals Scotland	www.activerentals.co.uk
Actual Access	www.actualservices.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Aerial and Handling Services	www.aerialandhandlingservices.com
Aerial Platforms	www.aerialplatformsltd.co.uk
AFI- Uplift	www.afi-uplift.co.uk
A-Plant	www.aplant.com
ASR Access Platforms	www.access-platforms.com
ATP	www.atphire.com
Bluelift	www.bluelift.ie
Drammen Liftutleie AS	www.drammenlift.no
ES Access Platforms	www.esaccess.co.uk
Facelift	www.facelift.co.uk
Fraco	www.fraco.co.uk
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
High Access Hire	www.highaccesshire.co.uk
Higher access	www.higheraccess.co.uk
Hi-reach	www.hi-reach.co.uk
Hird	www.hird.co.uk
Horizon Platforms	www.horizonplatforms.co.uk
JMS Plant Hire	www.jms-planthire.co.uk
Kimberly Rentals Group	www.kimberlyaccess.co.uk
Lifterz	www.lifterz.co.uk
Loxam Access	www.loxam-access.co.uk
LTC Powered Access	www.ltcpoweredaccess.co.uk
LTC	www.ltcaccess.co.uk
Mainline Access	www.mainline-access.co.uk
Manlift Hire	www.manlift.ie
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
North American Rentals	www.bigbooms.com
Peter Douglass Platforms	www.peterdouglass.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Readyplant Ltd	www.readyplant.co.uk
Riwal	www.riwal.com
Sandhurst Access Rental	www.sandhurst-accessrental.co.uk
Trac-Access	www.trac-access.com
United Powered Access	www.upa-uk.com
Universal Platforms	www.universalplatforms.com
Warren Access	www.warrenaccess.co.uk
Wilson Access	www.wilsonaccess.co.uk

Notified Body

Powered Access Certification	www.pac.uk.com
------------------------------	--

New & Used Platforms

IAPS	www.iapsgroup.com
Advanced Access Platforms	www.aaplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Baulift	www.baulift.de
Davis Access	www.davisaccess.co.uk
Facelift	www.facelift.co.uk
Flesch	www.Flesch-Arbeitsbuehnen.de
Gantic Norway	www.gantic.no
Genie	www.genielift.com
Genie UK	www.genielift.com
GT Access	www.gtaccess.co.uk
Height for Hire	www.heightforhire.com
Hird	www.hird.co.uk
JLG	www.jlgeurope.com
JMS Plant Hire	www.jms-planthire.co.uk
Kemp Hoogwerkers	www.kemphoogwerkers.nl
Kunze GmbH	www.kunze-buehnen.com
Lavendon Sales	www.lavendonsales.com
Leader	www.leader-piatt.it
Liftright Access	www.liftrightaccess.com
Manlift Sales	www.manlift.ie
Mech-Serv (GB)	www.mech-serv.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Sales/
North American Rentals	www.bigbooms.com
Rothlehner	www.rothlehner.com

Tracked Access	www.trackedaccess.com
Platform Sales	www.platformsales.co.uk
Promax Access	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
Reachmaster (USA)	www.reachmaster.com
Riwal	www.riwal.com/used
Turner Access	www.turner-access.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be
Universal Platforms	www.universalplatforms.com
Utility Equipment	www.utility-equipment.com
Vertimac	www.vertimac.com
Wilson Access	www.wilsonaccess.co.uk

Special/Bespoke Access & Lifting Solutions

APS	www.iapsgroup.com
GT Lifting Solutions	www.gtliftingltd.co.uk
Ladder Safety Devices	www.laddersafetydevices.co.uk
JMS Plant Hire	www.jms-planthire.co.uk
Liftright Access	www.liftrightaccess.com
Mantis Access	www.mantisaccess.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Hire
Planet Platforms	www.planetplatforms.co.uk
Platform Sales & Hire	www.platformsales.co.uk
Ranger Equipment	www.spiderlift.co.uk
Warren Access	www.warrenaccess.co.uk/hire
Working At Height Ltd	www.workingatheightltd.com

Special & Niche Access

Acrolift	www.acrolift.co.uk
DENKA Narrow	www.rothlehner.com
Easy Reach Scotland	www.easyreachscotland.co.uk
Facelift	www.facelift.co.uk
Height for Hire	www.heightforhire.com
High Access Hire	www.highaccesshire.co.uk
Higher Access	www.higheraccess.co.uk
JMS Plant Hire	www.jms-planthire.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Smart Platform Rentals	www.smartplatforms.co.uk
Special Equipment	www.special-equipment.eu
Universal Platforms	www.universalplatforms.com
Wilson Access	www.wilsonaccess.co.uk

Special Lift & Transport Equipment

Arnold Scherlast GmbH & Co.KG	www.arnold-scherlast.de
Collett A Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Self-Propelled Modular Transporters

Collett & Sons, UK	www.collett.co.uk
Wagenborg Nedlift, NL	www.wagenborg.com

Telescopic Handler Manufacturers

Dieci Telehandlers Ltd	www.dieci-telehandlers.co.uk
Genie	www.genielift.com
Haulotte	www.haulotte.com
JLG	www.jlgeurope.com
Manitou	www.manitou.com
Merlo	www.merlo.co.uk

New & Used Telehandlers

Dieci Telehandlers	www.dieci.com
GT Lifting Solutions	www.gtlift.co.uk
Industrial Access	www.industrialaccess.ro
Lisman	www.lisman.nl
Riwal	www.riwal.com/used
Vertimac	www.vertimac.com
VHS Vissers Heftruck Service	www.vhsblad.nl

Telehandler Rental

ABBA	www.abbaplanthire.co.uk
GT Lifting Solutions	www.gtliftingltd.co.uk
JMS Plant Hire	www.jms-planthire.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

Alfa Access Services	www.alfa-access-services.com
----------------------	--

Industry Associations

ALLMI	www.allmi.com
CICA	www.cica.com.au/
CPA	www.cpa.uk.net
EWPA	www.ewpa.com.au
IPAF	www.ipaf.org
OSHA	www.osha.gov
PASMA	www.pasma.co.uk

Crane Manufacturers

Böcker Maschinenwerke	www.boecker-group.com
Galizia	www.galiziagr.com

Grove	www.groveworldwide.com
HCMC (Hitachi-Sumitomo)	www.nrcplant.co.uk
Jekko Minicrane	www.jekko.it
JMG	www.jmgcranes.com
Klaas	www.utility-equipment.com
Kobelco	www.kobelcocm-global.com
Liebherr	www.liebherr.com
Linden Comansa	www.comansa.com
Maeda	www.maedaminicran.es.co.uk
Manitowoc	www.manitowoccranes.com
Mantis Cranes	www.mantiscranes.ie
Ormig	www.ormig.co.uk
Potain	www.manitowoccranes.com
Sany	www.sany.com.cn
Sennebogen	www.sennebogen.com
Spierings	www.spieringskranen.nl
Tadano	www.tadanofaun.de
Tadano Japan	www.tadano.com
Terex-Demag	www.terex-cranes.com
Unic Cranes	www.unic-cranes.co.uk
Valla	www.valla-cranes.co.uk
Wolffkran	www.wolffkran.de
Zoomlion	www.zoomlioncranes.co.uk

Lorry/Truck Loader Cranes

Atlas Cranes UK	www.atlasgmbh.com
Effer	www.effer.it
Hiab	www.hiab.com
Palfinger	www.palfinger.com
Penny Hydraulics	www.pennyhydraulics.com
PM Cranes	www.pm-group.eu

New & Used Cranes

AGD Equipment	www.agd-equipment.co.uk
Cotac Oy	www.crane.fi
Cranes4Cranes	www.cranes4cranes.com
Cranes UK	www.cranesuk.net
Crowland Cranes	www.crowlandcranes.co.uk
E.H Hassells	www.hassells.com
Electrogen Int	www.electrogen.ie
IMC Cranes	www.imc-cranes.com
Jones-Iron Fairy	www.jonesironfairy.co.uk
Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
London Tower Cranes	www.londontowercranes.co.uk
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
M. Stemick	www.stemick-krane.de
NRC	www.nrcplant.co.uk
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Transloader Services	www.transloaderservices.co.uk
Hird	www.hird.co.uk

Heavy Lifting Equipment

Lifting Gear UK	www.lifting-equipment.co.uk
-----------------	--

Furniture Hoists

The Furniture Hoist Co	www.furniturehoists.co.uk
------------------------	--

Crane Hire

AB2000	www.ab2000.co.uk
ABBA	www.abbaplantire.co.uk
Ainscough	www.ainscough.co.uk
Berry Cranes	www.berrycranes.co.uk
Bob Francis Crane Hirex	www.bobfranciscranehire.co.uk
Cork Crane Hire (Liverpool)	www.corkcranehire.com
Crane Hire Ltd	www.cranehireltd.com
City Lifting	www.citylifting.co.uk
Emerson Cranes	www.emersoncranes.co.uk
J&M Crane Hire	www.jandmcranehire.co.uk
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk
Mantis Cranes	www.mantiscranes.co.uk
McNally crane hire	www.cranehire-ireland.com
NRC	www.nrcplant.co.uk
Port Services Heavy Crane division	www.portservices.co.uk

Mini Crane Hire

Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson Cranes	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Height for Hire	www.heightforhire.com
Hire Maeda	www.maedaminicranes.co.uk
JT Mini Crane Hire	www.jtminicranes.co.uk

Lift Limited	www.liftminicrane.co.uk
NRC	www.nrcplant.co.uk
Hird	www.hird.co.uk
Tracked Access	www.trackedaccess.com

Self Erecting Tower Cranes

City Lifting	www.citylifting.co.uk
Electrogen Int	www.electrogen.ie
John Sutch Cranes	www.johnsutchcranes.co.uk
King Lifting	www.kinglifting.co.uk
Ladybird tower	www.ladybirdcranehire.co.uk

Crane Hire

J&M Crane Hire	www.jandmcranehire.co.uk
London Tower Cranes	www.londontowercranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk

Tower Cranes

London Tower Cranes	www.londontowercranes.co.uk
Electrogen Int	www.electrogen.ie

Heavy Lift Management

DWLS	www.dwls.co.uk
------	--

Heavy Lift Planning & Risk Analysis

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

Ancillary Equipment

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

Auction Houses

Ritchie Brothers	www.rbauktion.com
------------------	--

Battery Suppliers & Manufacturers

Shield Batteries	www.shieldbatteries.co.uk
Trojan Battery	www.trojanbattery.com
Platinum Batteries (Europe) Ltd	www.platinumbatteries.co.uk

Load Cells & Load Monitoring Systems

Force Logic UK Ltd	www.force-logic.co.uk
--------------------	--

Control Systems

MOBA Automation	www.moba.de
Intercontrol	www.intercontrol.de

Generator Sales & Rental

Electrogen Int	www.electrogen.ie
JMS Plant Hire	www.jms-plantire.co.uk

Insurance

Specialist Insurance	www.cover1.com
----------------------	--

Online Technical Help

Crane Tools	www.cranetools.com
-------------	--

Outrigger Pads, Mats & Roadways

Alimats	www.craneriggermats.co.uk
Eco power pads	www.outriggerpads.co.uk
GTP Europe	www.gtp-europe.com
Marwood	www.marwoodgroup.co.uk
Mat & Timber Services	www.sarumhardwood.co.uk
Nolim	www.nolim.nl
Timbermat	www.timbermat.co.uk
TMC lifting supplies	www.tmc-lifting.com
Universal Crane Mats	www.universal-crane-mats.com
Welex Group	www.welexgroup.com

Parts & Service Suppliers

Aerial & Handling Services	www.aerialandhandlingservices.com
Alfa Access Services	www.alfa-access-services.com
Caunton - Access	www.caunton-access.com
Chaintech (UK)	www.chaintec.co.uk
Cone Drive	www.conedrive.com
Crowland Cranes	www.crowlandcranes.co.uk
C-Tech Industries	www.ctech-ind.com
Davis Access Platforms	www.davisaccess.co.uk
Electrogen Int	www.electrogen.ie
IAPS	www.iapsgroup.com
JLG	www.jlgeurope.com
Lift-Manager	www.lift-manager.com
TVH - Group Thermote & Vanhalst	www.tvh.be
Unified Parts	www.unifiedparts.com
Vertimac	www.vertimac.com

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
--------------------------------	--

Recruitment

Vertikal.Net	www.vertikal.net/en/recruitment
--------------	--

Rental Management Software

Higher Concept Software	www.higherconcept.co.uk
Inspire	www.inspire.com
MCS Rental Software	www.mcs.co.uk

Replacement Filters

Plant Filters	www.plantfilters.co.uk
---------------	--

Safety Equipment

AGS	www.ags-btp.fr
Airtek equipment	www.airteksafety.com
Heaton Trestle Handrail System	www.heatonproducts.co.uk
Heaton Scaffold Towers	www.heatonproducts.co.uk
Load Systems UK Ltd	www.loadsystems.com
Marwood	www.marwoodgroup.co.uk
SMIE	www.smie.com

Software

Higher Concept	www.higherconcept.co.uk
inspHire	www.inspire.com
Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcs.co.uk

Structural Repairs

Avezaat Cranes	www.avezaat.com
Crowland Cranes	www.crowlandcranes.co.uk
John Taylor Crane Services	www.jtcranes.co.uk

Training Associations & Networks

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

Training Centres & Trainers

Access Platforms Direct	www.accessplatformsdirect.co.uk
Astra Access	www.astratraining.co.uk
Boss Training	www.bosstraining.co.uk
IAPS	www.iapsgroup.co.uk
Active Safety	www.activerentals.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
UTN	www.utntraining.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Approved Safety Training -Ca	www.approvedsafetytraining.com
GT Access	www.gtaccess.co.uk
Lift-Manager	www.lift-manager.com
LTC Training Services	www.ltctrainingservices.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Training
SGB	www.sgb.co.uk
Smart Platform Rentals	www.smartplatforms.com
Transloader Services	www.transloaderservices.co.uk
Warren	www.warrenacesstraining.co.uk/courses/
Access Training	

Safety Training

Atlas Cranes UK	www.atlasgmbh.com
Avon Crane	www.avoncrane.co.uk
Brogan Group	www.brogangroup.com
Davis Access	www.davisaccess.co.uk
Emerson	www.emersontrainingservices.co.uk
Height for Hire	www.heightforhire.com

Training Services

Facelift	www.facelift.co.uk
HCS	www.hydrauliccraneservices.co.uk
Hewden Training	www.hewden.co.uk/training
Hi-Reach	www.hi-reach.co.uk
Hiab	www.hiab.com
Horizon Platforms	www.ipaftrainingcourses.co.uk
JLG Training	www.jlgeurope.com
L&B Transport	www.ltransport.co.uk
Liebherr Training (UK)	www.liebherr.co.uk
Lifting Equipment Training	www.letltd.co.uk
Loxam	www.loxam-access.co.uk
Lyte	www.lyteladders.co.uk
Mainline Access	www.mainline-access.co.uk
Mentor Training	www.mentortraining.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk
Norfolk Training Services	www.norfolktraining.co.uk
Rapid Platforms	www.rapidplatforms.co.uk
Southern Crane & Access	www.southerncranes.co.uk
TH White	www.thwhite.co.uk
Terex Atlas (UK) Ltd.	www.atlascranes.co.uk

Wire Rope & Cable

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

Winches & Hoists

Rotzler	www.rotzler.com
---------	--

Tyre suppliers

Mitas Tyres	www.mitas-tyres.com
OTR Wheel Engineering - OTR Europe	www.otrwheel.com

Traffic Management

Atlas Traffic Management	www.atlastm.co.uk
--------------------------	--

If your company is not listed sign up online or email info@vertikal.net or call

12 months online entry with hot-link to your website and publication in every issue of C&A costs just £175/€280

USED EQUIPMENT • SPARE PARTS • RECRUITMENT • RECONDITIONING • HIRE • WANTED

FOR SALE & WANTED



Diesel Engines Marine & Industrial and Spare Parts
Gearboxes, Diesel Generators, Diesel Power Packs, Diesel Water pumps, Diesel & Electric Compressors, Forklifts, Diesel & Electric Hydraulic power Packs, New 6" & 4" Lay flat high Pressure Hose, Hiab Cranes, Winches etc





Following Makes Available ex stock

- A.E.C • Bedford • Cummins • Caterpillar • Daf
- Detroit • Deutz • Dorman • Doosan • Enfield
- Fiat • Ford • Foden • Gardner • Iveco • John Deere
- Lister • Lombardini • Man • Mercedes • Mercedes
- Poxman • Perkins • Rolls Royce • Ruggerini • Yanmar





TO FIND OUT MORE VISIT OUR ONLINE SHOP
www.winchestermarineindustrial.com
or find us on





WINCHESTER MARINE Ltd
The Old Grainstores, Manby Middlegate, RAF Manby, Leath Lincolnshire LN11 8UT
Tel 00 44 (0) 1507 327 100
Fax 00 44 (0) 1507 327 103
Email: info@winchestermarine.net
winchestermarine@btconnect.com
www.winchestermarine.net








LONDON TOWER CRANES





PLAN SAFE WORK SAFE

ALL CRANES AVAILABLE

Luffing & Saddle Jibs

JOIST CRANES AUTHORIZED DEALER

Jost

Saez

SAEZ

Yongmao

YONGMAO

Comedil

TEREX | COMEDIL

Worldwide Sales Nationwide Hire

Spare Parts Supply Maintenance & Technical Support

4 Elstree Way, Borehamwood, Hertfordshire, WD6 1RN
Tel: 020 8327 4060 - Fax: 020 8236 9391
sales@londontowercranes.co.uk
Web: www.londontowercranes.co.uk







NICK MURRAY
ACCESS PLATFORMS

Nick Murray Access Platforms have recently relocated to Ludlow and have expanded the range of used Vehicle Mounted Access Platforms we stock. We have between 30 and 40 platforms in stock, including a number of 2016 ex-demo MEWPs. including 3.5T units.

FINANCE AND LEASE PACKAGES ARE AVAILABLE



Visit us to see what we have in stock, or call/email to get an up-to-date stocklist.

Telephone: 01584 711115 / 07904 413684
Email: nick@nickmurrayaccessplatforms.co.uk
Nick Murray Access Platforms, Station Yard, Station Road, Woofferton, Ludlow, Shropshire SY8 4AW
www.nickmurrayaccessplatforms.co.uk




BET
Borcherts Equipment Trading b.v.

Crawler cranes from stock

SCX900	90T 2008	SCX800	80T 2009
Sumitomo LS238	100t	1992	
Hitachi-Sumitomo SCX900-2	90t	2007	
Hitachi-Sumitomo SCX900-2	90t	2008	
Hitachi-Sumitomo SCX800-2HD	80t	2009	



Check out our website for more details:
www.borcherts.com
or contact us at: heiko.koop@borcherts.com
Tel: +31 - 653 652 522 • Fax: +31 - 514 569 186



Grove GMK 5200



Liebherr LTM 1070/1



Liebherr LTM 1120/1

www.crane.fi office@crane.fi
 Mobile + 358 400 699469





PLANT & CRANE HIRE

- MOBILE CRANES 35-200 TONS
- IRON FAIRY & CITY CRANE
- CPA & CONTRACT LIFT SERVICE
- RIGGERS, SLINGERS - APPOINTED PERSONS
- TEST WEIGHT HIRE
- MACHINERY MOVEMENT SERVICE
- HIAB & LOW LOADER TRANSPORT
- FULL PLANT HIRE SERVICE AVAILABLE
- ALL OPERATORS FULLY CPCS CERTIFIED
- CALL FOR A FREE SITE VISIT AND QUOTATION

Main Office t: +44 (0) 141 646 1212 e: info@ab2000.co.uk

www.ab2000.co.uk








OPEN FOR BUSINESS - TWO NEW DEPOTS IN LONDON AND HINKLEY



BOTH DEPOTS HAVE:

- Mobile telescopic cranes ranging from 90 tonnes to 500 tonnes
- Capacity to service London and the South of England
- Comprehensive lifting service from CPA Crane hire, CPA Contract Lifting, Skidding and Jacking and SPMT Hire for all Lifting solutions.

Sarens have 90 year experience in the lifting industry and are based in over 50 counties worldwide.

NATIONALLY, SARENS RUNS A MODERN FLEET OF 40+ CRANES IN THE UK

- Mobile telescopic cranes from 90 tonnes to 1000 tonnes capacity (90at, 100at, 110at, 150at, 160at, 220at, 300at, 400at, 500at, 700at, 750at, 1000at)
- Crawler cranes from 100 tonnes to 1250 tonnes capacity.
- Lattice boom cranes - Demag TC-3200, Liebherr LG-1550, Gottwald AK-680

LONDON DEPOT
TEL: 01277 285045

HINKLEY DEPOT
01278 684199

MIDDLESBROUGH DEPOT
01642 621621



NOTHING TOO HEAVY, NOTHING TOO HIGH

WWW.SARENS.COM

November 2016



V20123 - Skyjack S33219 - 2007
Electric - 7,8 Mtr. - 179 Hrs.
€ 3.950



V19796 - JLG 2030ES - 2008
Electric - 8,1 Mtr. - 305 Hrs.
€ 4.950



J19853 - Haulotte Compact 10 - 2012
Electric - 10,14 Mtr. - 303 Hrs.
€ 8.950



V20360 - Haulotte Compact 12 - 2005
Electric - 12 Mtr. - 1132 Hrs.
€ 5.500



V20413 - Iteco IT10090 - 2007
Electric - 12,02 Mtr. - 561 Hrs.
€ 5.500



V20066 - Upright SL30SL - 2008
Diesel 4x4 - 11 Mtr. - / Hrs.
€ 9.950



V18258 - JLG 3394RT - 2006
Diesel 4x4 - 12,06 Mtr. - 2390 Hrs.
€ 13.500 - Generator



V17600 - Mec 4191RT - 2008
Diesel 4x4 - 14,5 Mtr. - 304 Hrs.
€ 15.950



V19775 - JLG 4394RT - 2008
Diesel 4x4 - 15,11 Mtr. - 1114 Hrs.
€ 17.500



V19889 - JLG SL 245-12 - 2010
Diesel 4x4 - 26,5 Mtr. - 65 Hrs.
€ 55.000



V19670 - JLG Toucan 800A - 2005
Electric - 8,2 Mtr. - 772 Hrs.
€ 5.500



V19676 - JLG Toucan 1210 - 2005
Electric - 12 Mtr. - 1462 Hrs.
€ 10.500



V20461 - JLG E300AJ - 2005
Electric - 11,14 Mtr. - 1292 Hrs.
€ 12.500



V20462 - Genie Z30 20NRJ - 2008
Electric - 10,89 Mtr. - 481 Hrs.
€ 15.750



V19746 - JLG M600JP - 2006
Bi-Energy - 20,39 Mtr. - 1629 Hrs.
€ 26.000



V19194 - JLG 450AJ - 2007
Diesel 4x4 - 15,72 Mtr. - 2049 Hrs.
€ 19.500



V19158 - Manitou 200ATJ - 2012
Diesel 4x4 - 20 Mtr. - 1675 Hrs.
€ 42.500



V19157 - JLG 600AJ - 2011
Diesel 4x4 - 20,29 Mtr. - 2343 Hrs.
€ 39.500



V20254 - Haulotte HA32PX - 2005
Diesel 4x4 - 32 Mtr. - 4480 Hrs.
€ 42.500



V19786 - JLG 1250AJ - 2006
Diesel 4x4 - 40,1 Mtr. - 4520 Hrs.
€ 72.500



V20230 - Genie S45 - 2001
Diesel 4x4 - 15,7 Mtr. - 5708 Hrs.
€ 10.500



V19637 - JLG 460SJ - 2007
Diesel 4x4 - 16,02 Mtr. - 3359 Hrs.
€ 18.750



V18273 - JLG 660SJ - 2007
Diesel 4x4 - 22,32 Mtr. - 4486 Hrs.
€ 29.500



J19153 - Genie S85 - 2007
Diesel 4x4 - 27,9 Mtr. - 1737 Hrs.
€ 49.500



V19924 - JLG 12005JP - 2007
Diesel 4x4 - 38,58 Mtr. - 3626 Hrs.
€ 69.500

More information?

Tel: + 32 56 772 666 ■ sales@vertimac.com





Height for Hire

we are the access specialists

+2000 NEW AND USED MACHINES AVAILABLE



2007
15.90 METRE
3000 HOURS
15+ UNITS AVAILABLE
4WD



Genie Z-45/25 JRT €25500



2005
12.52 METRE
650 HOURS
6 UNITS AVAILABLE



Genie Z-34/22N €16500



2006
20.22 METRE
3000 HOURS
6 UNITS AVAILABLE
4WD



Genie Z-60/34 €29950



2007
12.50 METRE
1500 HOURS
20+ UNITS AVAILABLE
4WD



Skyjack SJ-7135 RT €11500



2006
11.58 METRE
400 HOURS
8 UNITS AVAILABLE



Genie GS-3246 €8500



2007
17.07 METRE
2000 HOURS
12 UNITS AVAILABLE
4WD



Skyjack SJ-9250 RT €17500



2014
14.00 METRE
400 HOURS
6 UNITS AVAILABLE
TRACKED



Hinowa 14.70 III S €27950



2010
13.00 METRE
2000 HOURS
2 UNITS AVAILABLE
TRACKED



CTE Traccess 135 €21000



2008
29.70 METRE
3800 HOURS
1 UNIT AVAILABLE
4WD



Manitou MRT 3050 PRIV €115000



2007
8.70 METRE
1500 HOURS
5 UNITS AVAILABLE
TRACKED



Maeda MC285 CRM-E €37000



2009
16.80 METRE
1200 HOURS
3 UNITS AVAILABLE
TRACKED



Maeda MC 405 CRM-E €85000



2007
16.35 METRE
2200 HOURS
4900kg CAPACITY
TRACKED



Maeda LC 785 €89000



2008
26.21 METRE
4500 HOURS
10+ UNITS AVAILABLE
4WD



JLG 800 AJ €57000



2008
28.00 METRE
4000 HOURS
6 UNITS AVAILABLE
4WD



JLG 860 SJ €57000



2008
40.00 METRE
4500 HOURS
6 UNITS AVAILABLE
4WD



JLG 1250 AJP €95000

All Prices in Euro



Height for Hire International Sales
Patrick McArdle (Sales Manager)
+353 (0)87 797 5919
tel: +353 (0)1 835 2835
fax: +353 (0)1 835 2781
patrick.mcardle@heightforhire.com

VISIT OUR WEBSITE
WWW.HEIGHTFORHIRE.COM
WIDE RANGE OF QUALITY MACHINES AVAILABLE



STRENGTH THROUGH EVOLUTION

PICK AND CARRY CAPACITIES
FROM 2 TONNES TO 90 TONNES



Available power options:



Diesel



DC Electric



LPG



part of the Hird
group of companies