

cranes & access

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December/January 2017 Vol.18 issue 9

**Annual rental
rate survey**

**Alternative
lifting**

**Look back
at 2016**

Truck mounted lifts

.....TVH & Loxam fight for Lavendon....Hewden break-up....Terex Cranes restructures.....

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On the cover:

A Nationwide Platforms 27 metre Ruthmann T275 truck mounted platform is used for annual inspection and maintenance work on the 150 year old Clifton Suspension Bridge over the River Avon in Bristol.



C&A contents

17 Truck mounted lifts



39 Alternative lifting



53 Look back at 2016



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Comment 5 News 6

Loxam and TVH in bidding war for Lavendon, Crane operator blamed for NY incident, Terex to restructure German crane production, New 86ft booms from Haulotte, Dingli, XCMG and Skyjack, Ashtead acquires Hewden, Loxam to acquire Hune, Ainscough takes Select cranes, Lightweight Service Crane from ALE, New 32t Elliott boom truck, A new Link-Belt crawler, New Matilsa trailer lift, New recycling crane from Hiab, JLG confirms Euro parts outsourcing, Speedy acquires Lloyds British and financials round-up.



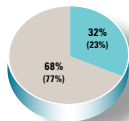
Truck mounted lifts 17

The truck mounted lift market is alive and kicking with plenty of new products and developments including pushing the working height envelope on 3.5 tonne chassis a little bit further. We review developments before turning our attention to the larger 70 metre truck mounted platform sector. We also interview Ib Steffensen of BMS on its plans to expand its Europe-wide truck mounted rental fleet.



Rental rate guide 25

After another mixed year with crane companies doing considerably better than the access rental sector, this is the second year in a row where the overall results were not quite as good as the year before. Find out the full facts in our comprehensive rental rate survey.



Alternative lifting 39

This month we take a look at alternative methods of lifting and moving loads. Mark Darwin travelled to high pressure hydraulic systems specialist Enerpac in the Netherlands and interviewed Bob Pooler of Pooler-LMT in the UK the international distributor for Versa-Lift lift trucks.



In the next C&A

The next issue of Cranes & Access scheduled for mid-February will feature: All Terrain cranes, Electric/hybrid scissors, the main Conexpo preview and Mastclimbers and hoists. If you have any contributions or suggestions or are interested in advertising in this issue, please contact our editorial or sales teams.

Bauma China review 47

Although the atmosphere at this year's Bauma China was more subdued than in 2014, powered access products were the 'flavour of the month'. We have the show highlights.

Conexpo 2017 preview 50

This year's big international construction equipment show is Conexpo in early March. In our first preview we highlight a few of the major new product launches.

Look back at 2016 53

We take our annual look at the major news reports and events in 2016, covered issue by issue in Cranes & Access. Apart from the major political shocks, terrorism was never far from the headlines.



Our industry sectors were generally busy but several major manufacturers struggled as uncertainty and low oil prices choked investment.

regulars

- Training 59
- ALLMI Focus 61
- IPAF Focus 63
- PASMA Focus 65
- Books and Models 67
- Letters 69
- What's on 71
- Online directory 74

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All set for a crowded market

For several years now we have wondered why the major construction equipment manufacturers have shied away from the crane, aerial lift and 360 degree telehandler markets.

Unlike most other equipment, crane and aerial lift product lines are very wide with little overlap between each model or family. When asked, the construction manufacturers reply along the lines - 'there are not enough global sales for a particular model or type to justify the investment, given that there are already many specialist manufacturers in those sectors'.

This reticence did not stop the multitude of manufacturers wading into the mini excavator and skid steer markets from the 1990s onwards, many with no hope of achieving even a one percent share of the market. Today there must still be at least 30 manufacturers chasing sales in a sector dominated by four or five companies.

But there appears to be change in the air...

The aerial work platform market has finally come of age and is perhaps now interesting and large enough to warrant general equipment manufacturers taking a new look at the sector?

At Bauma China the one very noticeable trend was that crane makers and other construction equipment suppliers are looking seriously at the access sector, in some cases showing a full 'pop-up' product range. The most notable among them was government-owned XCMG with boom lifts up to 98ft and a full line of electric scissor lifts. Sany also showed several units, including four slab electric scissor lifts badged as Sany Palfinger.

Rumours have been rife for months that other major mainline construction equipment manufacturers - producing earthmoving equipment such as backhoe loaders, excavators and dump trucks - will be launching aerial lift product lines in the coming months.

But why now?

Well many general equipment manufacturers have suffered from lower global sales particularly in general muckshifting applications just as Chinese competition intensifies and may be looking at ways to maintain revenues? Certainly, global sales projections for access equipment are on the up in what is globally still a young developing market. But will a major influx of manufacturers which do not fully understand the market simply create a price war? Or will they stimulate new ideas, material usage and production techniques which could improve the market?

Against this trend, Terex - the one global company that was involved in earthmoving to lifting - is reverting to three strong specialist divisions - cranes, access and materials processing - after years of trying to be all things to all contractors, now preferring to be a master in more specialist markets.

Time will tell which companies got it right but for now it will be interesting to watch how it all plays out.

Mark Darwin

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

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Loxam and TVH in bidding war for Lavendon

Belgian parts, rental and forklift specialist TVH and French international rental company Loxam have been locked in a bidding battle since the end of November to acquire UK-based rental group Lavendon.



The initial unsolicited offer by TVH valued Lavendon at more than £500 million - £348 million in cash plus net debt of around £158 million. Lavendon had privately agreed the deal worth \$2.05 a share, but after consulting with major shareholders rejected the deal. This caused TVH to go public with the offer and it quickly won commitments for 17 percent of the equity. A few days later Loxam expressed an interest and in mid-December made a formal offer £2.20 a share, topping the TVH bid by £26 million and this was recommended by the Lavendon board.

TVH broke its original statement that its offer price was final, and upped its bid to £2.30, valuing the company at £549 million. Loxam responded with a bid of £2.50p, with TVH going to £2.51p. Just before year end Loxam increased its offer to £2.60 a share, with TVH topping Loxam by a penny to £2.61 which values the company at roughly £602 million. It also announced that it now controlled 20.4 percent of the equity. As we go to press the Lavendon share price is 266.5p suggesting a further bid from Loxam is anticipated.

It is difficult to say whether Loxam or TVH would benefit the most from the acquisition - it is seen more as a fight for dominance of the European powered access rental market. For the blow by blow reports and to check on developments go to www.vertikal.net and put TVH or Loxam in the News search box.

JCB lands its biggest telehandler order to date

JCB America has landed its largest single telehandler order ever, a \$142 million deal to supply the United States Army with compact telescopic handlers.

The order includes more than 1,600 light-capability units for deployment worldwide loading and unloading aircraft and shipping containers. The new model - the 527-58M - is based on the company's standard products with a maximum capacity of 2,260kg and a 5.8 metre lift height. Overall width is two metres with an overall height of 1.98 metres. Maximum travel speed is 20 mph and modifications allow it meet the army's wading and fording requirements.

The machine will be manufactured at the company's North American plant in Savannah, Georgia. All units have a two-year warranty while support and replacement parts will be available through the manufacturers' regular distributor network.



The US Army will take 1,600 JCB 527-58Ms



The scene shortly after investigators arrived

Maximum prison term for fatal platform collapse

Donald Craig of Craig Services & Access has been given the maximum possible two year prison sentence for his part in the fatal collapse of a truck mounted lift in Glasgow, Scotland in 2012 which killed safety net rigger Garry Currie.

Currie was installing netting from the basket of the CTE Bizzochi platform when the boom - incorrectly repaired by Craig - buckled. He and the operator Alexander Nisbet fell around 27 metres, with Nisbet surviving. Craig was found guilty on all five charges, the company was found guilty of three charges and fined £61,000. Another company, JM Access Solutions, was fined £30,000 for its failure to carry out a proper thorough examination of the platform.

The machine originally suffered a boom failure 2008 when it was repaired at the CTE Bizzochi factory in Italy. Craig Services purchased it in 2009 through a third party and in May 2011 the machine suffered another boom failure. CTE inspected the machine, established the failure was caused by overloading and quoted for a proper repair, which included replacing the damaged boom section but Craig decided that he would have it repaired himself. He told the welder working on it that the repaired section would always remain 'nested' and therefore no longer load bearing so the weld repair would not be critical. The unit was used for a period without a Loler thorough inspection, but JM Access Solutions' inspection ignored major issues which contributed to the failure.

Terex to restructure German crane production

Terex Cranes is to close its production facility in Blieskastel-Bierbach, Germany, part of the company's Zweibrücken operations.

300 employees will be affected with some functions relocated to its other facilities in the area, while some operations will be contracted out. The move is part of president Steve Filipov's plan make the company more efficient and responsive which is expected to result in a global head reduction of around 25 to 30 percent.



Terex Cranes Blieskastel-Bierbach

Loxam to acquire Hune?

Loxam began exclusive negotiations to acquire Spanish rental group Hune in late November. The two parties had expected to conclude a deal by the end of the year but discussions are ongoing, possibly distracted by Loxam's bidding war with TVH to acquire Lavendon.



Konecranes/Terex deal completed

Konecranes has completed the acquisition of the Terex Material Handling and Port Solutions business from Terex. The deal includes Demag overhead cranes and Terex Gottwald harbour cranes and port handling equipment including the old PPM plant in France. The deal gives Terex \$895 million in cash and a 25 percent stake in Konecranes..



Five new 86ft boom lifts

Buyers of 85/86ft boom lifts already have a decent choice of products in what used to be a niche market with both straight telescopic or articulated models from JLG, Genie, Niftylift, Snorkel, Skyjack, Haulotte, Manitou, Dingli, Sinoboom, Runshare and Mantall.

Between them they offer 11 different base models, four articulated and seven telescopic - and that is not counting the 80ft models from Genie and Haulotte! For 2017 five more totally new additions will arrive - several of them very good alternatives to

existing products.

Haulotte unveiled its new HT28 RT telescopic with a fairly standard but strong base specification with a three section boom and simple fixed length articulating jib. It has some really interesting new features such as its Activ Lighting safety loading system, and Stop Emission engine interrupt system make it a really interesting new addition. At the same time Dingli unveiled two very radical new models designed by Magni - the straight telescopic BT28RT and the articulated BA28RT. The two share a chassis but boast very different tops. Key features



Dingli BT28RT



XCMG GTBZ26S



Skyjack SJ85AJ



Dingli BA28RT



Haulotte HT28 RT

include a low centre of gravity, strong Rough Terrain capability, high quality components and easy access for service. Chinese crane and construction company XCMG unveiled several new booms at the same event - Bauma China - including the GTBZ26S which is a fairly standard but decent specification 86ft telescopic boom with rising pivot point, three section boom and long articulated jib. Finally Skyjack will unveil its new 85ft SJ85AJ articulated boom lift at the ARA next month. We have not yet been able to scrutinise it but it will follow its principles of a simple rugged design. It is also possible that another new entrant will be announced next month. We will cover the new models in more depth later in the year as production models are released. In the meantime here's how the new booms stack up against the leading contenders.

86ft articulated

Articulated Model	Dingli BA28RT	Skyjack SJ85AJ	JLG 86AJ	Nifty HR28
Platform height	26.2m	25.9m	26.3m	26m
Capacity max	350kg	340kg	230kg	280kg
Capacity Unrestricted	250kg	227kg	230kg	280kg
Outreach	18.2m	15.5m *	15.8m	19m
Articulation	Dual Tele	Z- Linkage	Dual Tele	Z-Linkage
Up & Over	8.8m	10.36m	9.8m	8.8m
Jib	Tele 130°	Fix 125°	Fixed 130°	Fixed 150°
O/A Width	2.44m	2.45m	2.43m	2.49m
O/A Length	11.5m	11m	11.2m	9.28m
GVW	16.1t	16t *	15.6t	14.6t

* Estimated

New models

86ft telescopic

Telescopic Model	Haulotte HT28 RT	Dingli BT28RT	XCMG GTBZ26S	Genie S85	JLG 860SJ	Manitou 280TJ	Skyjack SJ86T
Platform height	25.9m	26.4m	26.2m	25.9m	26.2	25.7m	26.2m
Capacity max	350kg	350kg	340kg	454kg	230kg	350kg	454kg
Capacity Unrestricted	230kg	250kg	230kg	227kg	230kg	240kg	227kg
Outreach	23.8m	21.8m	23.2m	23.3m	23.3m	21.4m	23.4m
Jib	Fix 133°	Tele 130°	Fix 135°	Fix 135°	Fix 130°	Tele 140°	Fix 125°
O/A Width	2.48m	2.44m	2.49m	2.5m	2.49m	2.43m	2.49m
O/A Length	9.8m*	11.9m	12.1m	11.6m*	12.2m	8.04m*	12.95m
GVW	18.1t	15.3t	16.6t	17.2t	17.2t	16.55t	17.15t

* Jib tucked under

New models

Another Link-Belt crawler

Link-Belt's new 117 tonne 228 HSL



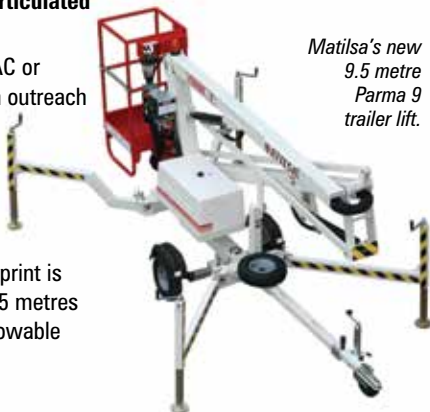
Link-Belt has announced the new 117 tonne 228 HSL which slots in between the 100 tonne 218 HLS and 137 tonne 238 HSL cranes.

The crane - which will largely be marketed in the Americas - is targeted at general contractors and features a 71.6 metre main boom and a maximum system length of just over 86 metres made up of 62.5 metres of main boom and a 22.8 metre jib. The key is ease of transport as it weighs less than 54.5 tonnes assembled including tracks and has a retracted track width of 3.6 metres. When stripped the main structure with self-erection equipment weighs less than 36.5 tonnes. Power comes from a Cummins QSB 6.7L tier 4 final diesel with operator selectable 'auto-idle' for maximum fuel economy. Matching main and auxiliary winches with the selectable free-fall are standard.

New Matilsa trailer lift

Spanish lift manufacturer Matilsa has launched a new 9.5 metre articulated trailer lift, the Parma 9.

Powered by either 230 volts AC or batteries the new lift offers an outreach of 3.5 metres and a platform capacity of 120kg. Overall length is 4.13 metres, overall width with retracted axle 750mm and overall height 1.9 metres. The outrigger footprint is a tight two metres wide by 3.5 metres long and total weight a very towable 736kg.



Matilsa's new 9.5 metre Parma 9 trailer lift.

New 32 tonne Elliott truck crane

American boom truck and platform manufacturer Elliott Equipment has unveiled a new 36 ton/32 tonne boom truck - the 36142. The telescopic truck mounted crane features a five section, 43 metre main boom and optional 9.75 metre to 15 metre bi-fold-swingaway, offering a maximum tip height of 61.2 metres.

The new model is designed to offer a long boom telescopic crane on four axle tridem truck chassis that easily meets USA Federal Bridge total weight limits, with a stand up controls, open seat or fully enclosed cab. The crane is offered with both hoist for crane work and detachable integrated work platform for working at height.



Elliott's new 32 tonne 36142 boom truck



The Potain MCH120 unveiled at Bauma China

Potain hydraulic crane

Potain has unveiled a prototype of a new eight tonne hydraulic luffing tower crane, the MCH 120. The unit has a jib of up to 50 metres and can handle 2,000kg at its jib tip. The unit employs a fixed counterweight rather than the usual dynamic pivoting ballast.

The cab can be mounted on either side of the superstructure and the unit is designed for easy installation with the complete back-mast with hoists, jib-but section, lift cylinder and fixed counterweight weighing just less than 11 tonnes. The entire crane can be transported in four container loads and will be manufactured in China.

The new machine is aimed at the market previously served by Jost and more recently the Wolff 166B. The Jost JTL 158.6 was highly popular until it started losing its jib in high winds on high profile sites. The following is a very rough and ready comparison of how this new Potain might stack up.

	Potain MCH 120*	Jost JTL 158.6	Wolff 166B
Maximum capacity	8 tonnes	6 tonnes	12 tonnes
Maximum jib	50m	50m	55m
Capacity @ 50m	2,000kg	2,400kg	2,800kg
Weight of cab/jib butt/winches and working gear etc	10,800kg	10,600kg	13,120kg
Out of service radius	13m	7m	8m+

*Potain has not published any technical details at this point.



Unlike the Jost or the Wolff the MCH 120 has a fixed back mast frame



Hewden bankruptcy and break-up

Just after our last issue went to print, one of the UK's leading crane, access and telehandler rental companies - Hewden Stuart - was placed into administration having failed to refinance its debt pile.

Ashtead owned A-Plant immediately stumped up £29 million for the Hewden name, its powered access fleet, generator business and lifting gear assets. It also offered jobs to Hewden employees associated with those businesses and acquired "a number of on-site depots at major petrochemical facilities." GAP then acquired the Lewes depot with staff and equipment, quickly followed by Ashbrook Holdings which acquired the Warrington and Bangor depots. More recently Nixon Hire purchased the Nottingham depot, equipment and staff for more than £2 million and Morris Leslie snapped up Inverness, Whitehaven, Willenhall and Bedford, with all 38 employees.

127 of the mobile cranes will be sold this month via tender through Euro Auctions in the first phase of a four month fleet disposal programme, with a number of regional auctions to be held at Hewden depots.



Operator error blamed for NY crane collapse

Operator error caused the 350 tonne crawler crane overturn in Manhattan last February according to the investigation by the NY Department of Buildings. It confirmed that the luffing jib was lowered with the main boom at too low an angle, causing the crane to lose stability in the windy conditions.


The boom and jib landed in the street killing David Wicks, 38 and injuring Thomas O'Brien, 73. The report says that crane operator, Kevin Reilly, 56, should have stowed the jib and secured the crane the night before given the weather forecasts. The City has suspended Reilly's operator's license and is seeking to revoke it permanently. The investigation confirmed that the Liebherr crane, owned by Bay Crane was in perfect working order and set up properly at the time. Wicks' widow Rebecca has filed a \$600 million lawsuit against the City while O'Brien is seeking \$30 million.



Ainscough takes Select mobile crane fleet

Ainscough has confirmed the purchase of 11 Liebherr cranes from Select Plant Hire at the end of November. The cranes are largely used for tower crane erection and dismantling and range from 45 to 200 tonnes.







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Three men were injured when a jib collapsed during dismantling

SafeWork tower crane safety alert

In Australia last month SafeWork New South Wales issued a safety bulletin relating to tower crane erection, dismantling and climbing following an incident in Sydney in September, where three men were injured when a jib collapsed while being dismantled. The alert also references another incident last January in which three men were injured while installing a climbing frame.



In both incidents a system of work was developed that was different to that provided in the manufacturer's manual. The bulletin/guidance note is free to download at: www.safework.nsw.gov.au/news/safety-alert/erecting,-climbing-and-dismantling-tower-cranes

Kobelco consolidates its US and Middle East operations

Kobelco has started consolidating its crane and construction operations. In the Middle East it has formed a new wholly-owned company in Dubai - Kobelco Construction Machinery Middle East & Africa. The company's cranes were previously distributed by Kobelco Cranes Middle East, in Sharjah, UAE, while construction equipment was handled by an overseas representative office in Bahrain.

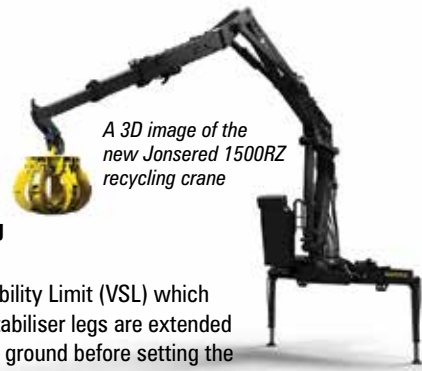
The Sharjah business will be liquidated and activities transferred to the new Dubai operation which will handle crane sales and service in the Middle East, plus excavator sales and support across the Middle East and Africa. The new company will open with 11 employees.

In the USA Kobelco Cranes North America will be merged into Kobelco Construction Machinery USA in Katy, Texas, led by new chief executive Naoto Suzuki. It will now have three divisions - excavators, cranes, and manufacturing - with Jack Fendrick leading the crane division. Kobelco Cranes North America will close and move from Houston to Katy during the second quarter.



New recycling crane from Hiab

Hiab has launched the new Jonsered 1500RZ recycling crane with a maximum load moment of 13.8 tonne/metres and outreach of more than nine metres. It is designed for scrap metal handling and heavy duty recycling.



A 3D image of the new Jonsered 1500RZ recycling crane

Safety features include Variable Stability Limit (VSL) which automatically senses how far the stabiliser legs are extended and detects if they are firmly on the ground before setting the appropriate load curve, setting the over-load protection system and the Operator Protection System which creates a 'virtual protection cage' to protect the operator. The machine also has a new variable pump which is said to offer substantial fuel savings in this type of application.

Lightweight Service Crane

ALE has launched a Lightweight Service Crane designed and built at its Breda facility in the Netherlands. The new crane is designed to be transported by elevator, access walkways or stairs, making it ideal for use on projects where space is limited and access difficult.



ALE's new Lightweight Service Crane

The crane is the first of a new range of lightweight service cranes and lifting structures which the company plans to launch. The cranes will all be certified for offshore, subsea and onshore operations. The first unit is built in aluminum with a maximum capacity of six tonnes, with a seven metre lattice boom and a six metre vertical mast which is supported by guy ropes. The heaviest component weighs 120kg, although the vast majority weigh between 20 and 40kg making it easy to erect and move. The largest components are the 500 x 500mm mast sections which are two metres long.

ALE targets China's nuclear power market

ALE has signed a strategic co-operation agreement with one of China's largest lifting operators and equipment suppliers in the nuclear power sector - Shanghai Kangfu Nuclear Energy Machinery Co (KFNE).

ALE expects the agreement will help it target the nuclear power market in China and other new fields. The company set-up an office in Tianjin in 2015 and does not expect this new cooperation will conflict with its other work and current operations in China.



ALE's regional director Kees Kompier (L) signs the contract with Wei Hua, director and general manager of KFNE



The first Comansa CML190 will be delivered to Thailand

Big luffer from Comansa

Linden Comansa has announced a few details of its new and biggest luffing jib tower crane to date - the LCL700 - which will be available from March 2017 in two versions with maximum capacities of 50 and 64 tonnes.

At the same time Comansa CM has booked its first orders for the CML 190 luffer which it launched at Bauma China. The first unit has been purchased by Thai dealer Smart (1994), one of three orders booked at the show.

JLG confirms Euro parts outsourcing

JLG has signed a strategic agreement with Dutch third-party logistics company Broekman Logistics to manage its regional parts operations for Europe, Africa and the Middle East starting this month.

Broekman will run the JLG European parts operation from its distribution centre in Born (Limburg) to the north of Maastricht and relatively close to the JLG plant in Maasmechelen, Belgium. JLG's current in-house Parts Distribution Centre in Maasmechelen has been closed. The move follows the announcement in September of the appointment of XPO Logistics for North America, which will operate two distribution centres for JLG, one in Las Vegas and another in Atlanta. The company booked a charge of \$26.9 million in its fourth quarter accounts to cover the costs of shutting its Orville, Ohio and Belgian parts facilities and to cover the costs of the move.



ALE's 3,400 tonne jib ready for test

ALE has begun testing the new 100 metre, 3,400 tonne capacity heavy-duty jib for its AL.SK190 and AL.SK350 cranes.

It says that it is using the latest, strongest grades of steel and specialist welding procedures for every single weld, as well as providing a fully traceable material and weld location plan. All main components are being fabricated in Europe. The first jib measuring 37 metres long will be mounted on an AL.SK350 with a 113 metre main boom to lift modules weighing up to 3,000 tonnes. Its first job is planned for mid-year.

ALE's new 3,400 tonne jib will carry out its first job later this year



Two year warranty for Elliott

US boom truck and platform manufacturer Elliott Equipment has announced a standard two year parts and labour warranty on all new cranes along with a lifetime structural warranty. The company claims that it is the longest standard warranty offered in the crane industry and applies to all new Elliott boom trucks shipped in North America from the start of the year.

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Speedy acquires Lloyds British

UK-based Speedy Hire has acquired Lloyds British Testing from administrator PwC for an undisclosed sum. Around 200 Lloyds employees will join Speedy along with 10 or possibly all 12 Lloyds locations. Speedy hopes that the Lloyds testing and lifting gear supply and training operations will complement its existing businesses in the face of increased competition in the sector.



Yoder & Frey merges with Euro Auctions

US auctioneer Yoder & Frey is to merge with Northern Ireland auctioneer Euro Auctions. The Yoder & Frey brand will continue in the USA, with the Euro Auction site in Atlanta, Georgia rebranded as Yoder & Frey, chief executive Peter Clark will continue to lead the business for Euro Auctions.

Windhoist acquires Forsyth of Denny

International wind/lifting specialist Windhoist/McNally has acquired Scottish crane rental company Forsyth of Denny. The company was established by the late Robert Forsyth in 1955, and operates from a base in Denny to the south of Stirling, central Scotland.



Southwire acquires Sumner Manufacturing

US wire and cable manufacturer Southwire has acquired material lift manufacturer Sumner Manufacturing from owner Rob Collins. The acquisition includes Sumner's manufacturing facility and headquarters in Houston, Texas and Langfang, China, as well as its distribution operations in Canada, the UK and the Netherlands. Sumner's 160 employees remain with the company and its manufacturing facilities will be integrated into Southwire's business operations.



Zeppelin acquires Stapler-Rent

German rental company Zeppelin has acquired fork truck and telehandler rental specialist Stapler-Rent 2000. 35 Stapler-Rent employees will transfer to Zeppelin along with its 500 machines. Stapler-Rent operates from locations in Bietigheim-Bissingen, Feldgeding near Munich and Alpen near Duisburg covering Bavaria, Baden-Wuerttemberg and North-Rhine Westphalia. The business will be integrated into Zeppelin. The Stapler-Rent sales and service business is not included and will operate under the new name of Staplerwelt Süd.

Konecranes sells Stahl

Konecranes has sold its Stahl Crane Systems business to Columbus McKinnon for €230 million in cash. Columbus McKinnon will also assume unfunded pension liabilities of €74 million. The sale was a requirement of European Union approval for Konecranes acquisition of the Terex port and material handling division. German-based Stahl is a major provider of overhead crane and hoists with revenues of €135 million and 650 employees.



Wemo-Tec acquires scaffolder

German access rental company Wemo-Tec has acquired scaffolding company Beidel-Gottschling based in Frankfurt.

Alimak acquires Avanti

Alimak has acquired Avanti Wind Systems of Denmark for €91 million and launched a SK800 million (\$86.7m) rights issue. Avanti Wind is a leading provider of service elevators, ladders and fall arrest equipment for wind turbines, with more than 30,000 units installed and revenues of €98 million. It operates in nine countries with production facilities in Denmark, Spain, China, US and Brazil.



Vp acquires in NZ

UK-based Vp has acquired New Zealand rental company TechRentals NZ for Nz\$2.592 million (\$1.82 million). TechRentals rents out test and measurement equipment and offers calibration services throughout New Zealand. The move follows the acquisition of TR Australia, which runs a similar business in Australia and Malaysia.



Mecalac acquires Terex Construction UK

France's Mecalac has acquired the Terex Construction operations in the UK - backhoe loaders, site dumpers and compaction equipment - and includes the Ferrec and Benford brands.



Another strong quarter for Ashtead

Ashtead has reported a strong first half with revenues up 23 percent at £1.55 billion. Sunbelt revenues increased eight percent to \$1.81 billion, while operating profits jumped 25 percent to \$444 million. In the UK A-Plant revenues rose 12 percent to £199.3 million with operating profits up eight percent to £37.9 million. Group pre-tax profit increased 24 percent to £413.3 million.



Hewden depots sold

Ashbrook Holdings has acquired two Hewden locations - Warrington and Bangor - from the company's administrators, while GAP purchased the Hewden depot in Lewes, East Sussex.



Decline continues at Essex/Coast Crane

The slump of Essex Rental/Coast Crane saw nine month revenues to the end of September fall 26 percent to \$41.99 million, due to lower rentals of both Rough Terrain and tower cranes and lower sales of new and used cranes. The pre-tax loss was roughly the same as last year at \$3.7 million.



Strong first half at Vp

Vp - the owner of UK Forks, Higher Access and Hire Station - has reported a strong first six months with revenues up 16 percent to £121.7 million. Pre-tax profits improved nine percent to 17.72 million, while capital investment on the fleet jumped 28 percent to £29.9 million. Net debt increased 25 percent to £107.5 million with £42.5 million spent on acquisitions.



Manitex offloads CVS Ferrari

Manitex has sold its Italian-based CVS Ferrari port handling business to Italian equipment manufacturer BP and private equity fund NEIP III for \$5 million in cash and the assumption of \$14 million of net debt.

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

100 JLGs for Eazi

South Africa's Eazi group - the JLG distributor for Southern Africa - has placed a \$6.3 million order for 100 JLG booms, scissors, telehandlers and spider lifts.

The package includes 20 metre X20J Plus spider lifts, 5.6 metre/2,500kg JLG 2505H compact telehandlers, 53ft 530 LRT Rough Terrain scissor lifts and 185ft 1850SJ telescopic boom lifts. The majority of units are destined for the rental fleet, with some of the more popular products going into sales inventory.



New facility for Mtandt

Indian access specialist Mtandt is to invest \$100 million in a new scaffold manufacturing and aerial lift refurbishment facility in Chennai.

The new plant will produce Aardwolf scaffolds and PortaDeck trackways and provide rebuild/refurbishment services for the company's 1,000 unit aerial lift fleet which will be fully operational within two years. Founded in 1974 as an access rental company, the manufacturer is the Indian distributor for Dingli, Co.Me.t, Versalift, Ommelift and PM group.

The Mtandt team at its facility in Chennai, India.



The new Liebherr facility in Dammam

New facility for Liebherr in Saudi

Liebherr has opened a new purpose-built facility and offices in Dammam, Saudi Arabia. The company has had a presence in Dammam for the past 12 years, but had outgrown its old offices in rented buildings.





The new complex was completed in 14 months with the facilities providing more warehouse space for spare parts and larger cranes. The new buildings will house 30 sales and service staff covering All Terrain and crawler/foundation cranes, tower cranes and concrete divisions.

Kiloutou acquires Alvecon


French rental company Kiloutou has acquired Spanish rental company and scaffold specialist Alvecon from Tecnosumit. Alvecon is based in the Pamplona area, covering the Navarre and Basque country regions of Northern Spain, with a fleet of more than 1,000 units including aerial work platforms, telehandlers and façade scaffold. It operates from three locations - two in Pamplona and one in Vitoria - and employs more than 40 staff.







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- **Link Belt** has promoted **Paul Culler** to vice president, manufacturing.
- UK rental company **MBS Access** has taken delivery of three new **CMC** spider lifts.
- UK's **NMT Crane Hire** has taken a 60t **Liebherr** LTM 1060-3.1 All Terrain crane.
- Argentinean rental company **Grúas Mviles Mix** has taken two **Liebherr** All Terrain cranes.
- **Mammoet UK** has purchased two 13t **Kato** CR-130Ri city cranes.
- **Ejar Cranes and Equipment** has taken 14 **Tadano** cranes for its new Saudi Arabian rental fleet.
- Scottish cleaning company **Keystone Preservation** has taken a 17m **Hinowa** 17.75 spider lift.



Paul Culler

- **Delta-Q Technologies** will supply battery chargers for **Haessler's WolfLift** scissor lift range.
- **Cramo** has confirmed the appointment of **Aku Rumpunen** as chief financial officer.
- **Snorkel/Xtreme Manufacturing** opened **Ahern Chile** for sales and support in South America.
- UK's **Nationwide Platforms** has ordered 54 new delivery trucks and 21 low loaders.
- **CTE** has delivered the first 20m **Zed** 20.2 HVS to an end user in Sicily.



Aku Rumpunen

- Austria's **P&A Fuchs** has taken delivery of a 13m **Palfinger** P130A platform.
- **Liebherr** has opened a new facility in Dammam, Saudi Arabia.
- **JLG** has appointed **Jennifer Stiansen** as director of marketing for the Americas.
- Germany's **KFR-Mietlifte** has taken a 33m **Ruthmann** T330 truck mounted lift.
- Germany's **Maxikraft** has ordered 15 new **Grove** All Terrain cranes.
- A-Plant and UK contractor **Wates Group** have signed a new, long-term agreement.



Jennifer Stiansen

- **Mammoet Norway** has signed a collaboration agreement with **Lutelandet Offshore**.
- **John Maaskamp**, publisher/owner of Dutch magazine **Rentit/Verticaal** has died age 58.
- Welsh rental company **B&A Cranes** has taken delivery of a 20t **Kato** CR-200Ri.
- **Platform Basket** has appointed **Limpie** as its dealer in Peru.
- Scotland's **Stoddart Crane Hire** has taken its first **Liebherr**, a 60t LTM 1060-3.1.



John Maaskamp

- Scotland's **Active Access** has ordered 10 **Hinowa** spider lifts from **APS**.
- **Ashtead's Sunbelt Rentals** has acquired five **BlueLine Rentals** locations in New Mexico and Texas.
- Turkish steel erector **Aksal Çelik** has taken eight 135ft **Genie** ZX-135/70 articulated boom lifts.
- UK **Crimewatch Safeguard Security Systems** has taken delivery of an **Aldercote** V 125 platform.



Andrew Winter

- **Ainscough Crane Hire** has appointed **Andrew Winter** as operations director - Heavy Cranes.
- Scotland's **Horizon Reinforcing & Crane Hire** has taken the UK's first **Liebherr** LTM 1250-5.1.

- **Kobelco** has merged its crane and excavator operations in the Middle East.

- **Stefan Fuchs**, CEO of trailer manufacturer **Goldhofer**, has left the company.



Stefan Fuchs

- **Jekko** has opened a new South Korean operation.
- UK's **Platform Sales & Hire** has taken delivery of 18 **Dingli** electric scissor lifts.

- German rental company **Schmid** has purchased five new **Genie** scissor lifts.

- Kuwait's **Integrated Logistics** has ordered a 650t **Demag** CC 3800-1, 20 **Terex** AC 100/4L and 10 **Terex** Explorer 5600.

- Japan's Port of **Otake** has ordered a diesel-electric **Terex** Gottwald G HMK 2204 crane.

- **Kobelco Construction USA** and **Kobelco Cranes North America** have merged.



Martin Borutta

- **Teupen** has appointed **Martin Borutta** as Geschäftsführer, replacing **Michael Scheuss**.

- **Manitex** chief operating officer **Andrew Rooke** has moved to **ASV** as CEO.

- US-based **Sims Crane & Equipment** has purchased four **Liebherr** cranes in a \$10 million deal.

- **IMT** has appointed **Carco Industries** as distributor for the Pacific Northwest.

- **Magni Telehandlers** has appointed **Mardian Equipment** as distributor for south west USA.

- German rental company **Löffelholz** has taken its first **Ommelift**, a 1300 EB trailer lift.



Evelyn Low

- **Evelyn Low**, South East Asia regional manager for **IPAF** has died age 36.

- Spanish rental company **Vamasa Tecial** has taken delivery of two **PB** S171-12ES scissor lifts.

- Austrian container terminal **WienCont** has ordered three 10t **Kalmar** DCG80-100 container handlers.

- **Manitou** has opened its new facility in **Sungai Buloh**, Malaysia.

- UK-based **Advanced Access Platforms** has taken 10 new **Niftylift** 4x4 boom lifts.

- **Manitex** has sold **CVS Ferrari** to Italy's **BP** and **NEIP III**.



Bob Litchev

- **Lubomir 'Bob' Litchev**, president of manufacturing operations at **Manitex International** has retired.

- **Tadano America** has opened its new facility in **Leduc**, south of **Edmonton**, **Alberta**, **Canada**.

- Turkish rental company **Coskun Vinç** has ordered two **Demag** ATs, an AC 220-5 and AC 500-8.

- German rental company **MA-BO** has purchased a 30m **Palfinger** P300 KS truck mounted lift.

- US rental company **Buckner Heavylift Cranes** has taken delivery of a 500t **Liebherr** LR 1500.

- Singapore will require trucks with loader cranes to have an in cab 'Crane not stowed alert'.



John Gill

- **Snorkel** has appointed **John Gill** as director of manufacturing operations at its UK plant.

- **Magna Tyres Group** has acquired **OBO Tyres**, the largest tyre retreader in the Netherlands.

- **Srini Kadaba** divisional manager of **Kanoo Machinery Saudi Arabia** has left the company after 30 years.

- Asian marine lifting company **Rigmarine** has opened a facility in **Insch**, **Scotland**.



Ulrika Dunker

- **Ramirent** has appointed **Ulrika Dunker** as executive vice president for human resources.

- UK's **Dewsbury & Proud Crane Hire** has taken delivery of its fourth 60t **Liebherr**.

- Scotland's **Bernard Hunter Cranes** has taken delivery of a **Kato** CR-200Ri.

- Singapore sales and rental company **Galmon** has taken the first 150ft **JLG** 1500AJP boom lift in Asia.

- **FB Gru** has appointed **Canadian Professional Crane** as distributor for the USA, Canada and Lebanon.

- **AFI** has taken delivery of 18 new delivery vehicles and ordered a further 27.

- UK rental company **Lifterz** has purchased a **MEC** 6092RT scissor and two **Hinowa** spider lifts.

- Irish rental company **Kavanagh Crane Hire** has taken delivery of a new 300t **Liebherr** LTM 1300-6.2.

- **PM Asia** has sold a 108 t/m **PM** 150SP loader crane to transport company **Ecobix** in Singapore.

- UK's **Ainscough Crane Hire** has opened a new depot in **Ipswich**.

- **Terex** non-executive director **Chris Andersen** has resigned from the board.



Chris Andersen

- German crane rental company **Hüffermann Krandienst** has taken a 75m **Ruthmann** T 750 HF.

- **Oil&Steel** has added three new service partners in Germany.

- French rental company **Accès Industrie** has purchased 15 **Ruthmann** **Bluelift** spider lifts.

- **IPAF** has appointed **Kent Boström** as its Nordic and Baltic representative.



Kent Boström

- Germany's **Hebetechnik Wendel** has taken delivery of five **Matilsa** trailer lifts.

- UK's **Emerson Crane Hire** has purchased a 200t **Liebherr** LTM 1200-5.1.

- **Schwyz Canton**, Switzerland has purchased a 21m **Oil&Steel** **Scorpion** 2112J truck mounted lift.

- UK rental company **Lee Lifting** has taken delivery of a 220t **Tadano** ATF 220G-5 All Terrain crane.

- **Hiab** has started shipping its camera-based **HiVision** control system.

- **Lindig Fördertechnik** has taken the first three **Genie** Z-60/37FE lifts in Germany.

- Czech power company **CEZ** has purchased five high voltage insulated **Versalift** VO-355-MHI truck mounted lifts.

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Alive and kicking

c&a

truck mounts

The truck mounted lift market is alive and kicking with plenty of new products and developments over the past year. This has even included further attempts to push the working height envelope on 3.5 tonne chassis, contrary to the trend towards lower working heights and higher capacities that we reported on in the small truck mounted feature in June. We take a quick look at these developments before turning our attention to the equally active larger truck mounted platform market particularly around the 70 metre working height.

Since our coverage of small truck mounted lifts last June there have been some significant developments in the 3.5 tonne market, unsurprisingly it is Palfinger and Ruthmann that are once again pushing the working height envelope.

28m plus on 3.5 tonne

In October Ruthmann unveiled several new products including the 3.5 tonne record breaking TB 290. An upgrade of the TB 270+, it boasts a working height of 28.8 metres - although on the original Mercedes Sprinter Euro 6 chassis platform capacity at full height was limited to 200kg. However, the company has recently announced the possibility to mount the TB 290 on the Nissan Cabstar chassis which allows the full 230kg capacity at full height. It expects to extend this capability to the Mercedes. Maximum outreach with 100kg platform capacity is 16.2 metres over the rear, or 13 metres over the side. Outreach with its maximum 230kg capacity is limited to 9.8 metres over the side and 13 metres over the rear.



Mounted on a 3.5 tonne Mercedes Sprinter Ruthmann's TB 290 boasts a working height of 28.8 metres

The TB 290 is also available on 6.5 and 7.5 tonne chassis for greater payload and a better working envelope. The extra height over the 270+ is achieved via a three degree increase in the maximum boom elevation and a little more telescope from each of the four inner boom sections, while improved fabrications with higher yield steels reduces boom weight and helps with stability.

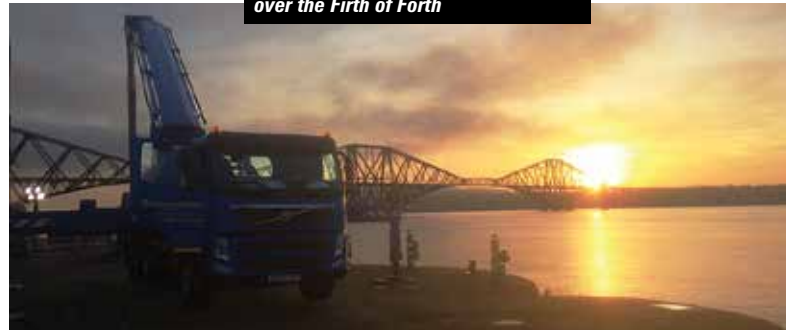
Just a few weeks later Palfinger launched its new 28 metre P-280B mounted on the same Mercedes Euro 6 chassis, it chose to use an aluminium boom to reduce weight, but says that its thicker profiles, stiffer properties compared to the latest thin-wall tensile steel booms provide significant improvements in platform rigidity. Maximum platform capacity is 230kg at its full 27.6 metre working height. Maximum outreach is 17 metres with 100kg in the platform.

Larger trucks buoyant

The large truck mounted platform market has also been very active, particularly in the 70 to 75 metre



A Bronto S70XDT working on bridges over the Firth of Forth



The Palfinger P-280B uses an aluminium boom to reduce weight and improved platform rigidity

area. The market above that appears to have stagnated in terms of development - or has it? For many years now the maximum working height of a truck mounted platform has been stuck at 112 metres. But with the growing height of wind turbines and a reduced willingness to use man baskets on cranes, there appears to be a growing demand for platforms with significantly greater working heights - possibly up to 150 metres! To achieve this sort of working height however requires a

complete design rethink, possibly along the lines of a trailer mounted unit, or bigger crane chassis with removable counterweight and possibly components such as the jib/top boom. Rumours suggest that this size of platform may be available sooner than many think.

70 to 75 metre hotbed

Currently the hottest sector is the 70 to 75 metre working height, with several manufacturers having launched new models, including



The 112 metre Bronto is currently the largest truck mount - but for how long?



Italian manufacturers such as Sogage and Multitel have 75 metre platforms. This is the Sogage forSte T5TJJ

Ruthmann, Bronto and Palfinger, while Italian companies such as Sogage and Multitel also have machines in this sector.

Ruthmann's largest model until recently was the 72 metre T720 but earlier this year it launched the 75 metre T750 HF, along with its sister machine the 65 metre T650 HF. The four axle T750 HF has a five-section boom, three section top boom and short articulated end jib and a maximum capacity of 600kg which can be taken to about 70 metres height. Capacity at full height is reduced to 320kg with a maximum outreach of 41 metres and an impressive 14 metres of below ground reach. The T650 TH has the same boom and jib configuration but offers up to 43 metres of outreach with 100kg. Its 600kg maximum platform capacity is available up to a working height of 60 metres.

Earlier in the year Ruthmann launched its T510 HF which offers



The four axle T750 HF has a maximum capacity of 600kg

the highest working height - 51 metres - on a two axle truck. The unit which is proving highly popular has a maximum outreach of 33 metres with reduced capacity over each of the outrigger jacks. It also launched the 57 metre T570 HF mounted on a 26 tonne three axle chassis with 41 metres of outreach.



The T650 TH offers up to 43 metres of outreach with 100kg

How critical is the maximum working height?

All this talk of maximum working heights with varying platform capacities is all very well, but do we really use the full performance of a large truck mounted platform? Well, according to live data that Bronto Skylift and others have been collecting over the past few years the answer is No. It seems that in the real world the vast majority of users rarely use the maximum working height or outreach. Platform capacity however is one area that is used far more frequently. The findings suggest that end users or rental companies could perhaps vary the working heights of their fleets more. For example, rather than having five 90 metre truck mounts, a more efficient solution might be two 90 metre and three 70 metre platforms?



Bronto S70XDT

The problem with information such as this is that it is never a simple decision when buying a large truck mount. Many customers buy machines to cope with the



Do we really use the full performance of a large truck mounted platform?



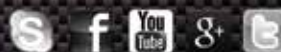
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The new Bronto S70XR

occasional use at maximum height/outreach covering more eventualities by opting for a larger platform than necessary and means that the end user has some additional capability in his 'back pocket'.

Whole Vehicle Type Approvals

The thorny subject of EU Whole Vehicle Type Approval is an issue that we have covered before regarding smaller units where it has been a critical factor for some time. But it is also an issue now with the larger truck mounted platforms. In a nutshell, WVTA allows manufacturers to produce and self-certify vehicles as compliant with relevant legislation. Of course, the design must meet technical and administrative requirements and the subsequent production must conform with the approved design. WVTA for truck mounted lifts is

possible but only if the chassis is less than 32 tonnes and overall length less than 12 metres. Bronto claims that its latest 70 metre S70XR is the highest working height truck mounted platform with WVTA. The S70XR uses a Scania P450LB 8x4 chassis giving it a GVW of just under 32 tonnes, while the overall length is 11.95 metres allowing it to have a WVTA. Bronto's other 70 metre platform - the S70XDT - which has an older design is 12.3 metres long and weighs 34.5 tonnes and therefore cannot be whole vehicle type approved. Although physically smaller the S70XR has 1.1 metres more outreach and 6.5 metres better up and over performance. It also has a longer jib with greater articulation and more platform rotation.

Having a WVTA allows a machine to be registered straight away, rather than waiting for Individual Approval which can take months in some countries due to the limited number of testing stations. And if a machine fails the first time it can be shunted to the back of a three month queue! A WVTA also makes the unit much easier to export when the time comes to sell it on or transfer it to an overseas subsidiary.

There are always ways around such problems - after all life must go on - one trick is to register a larger truck mounted lift as a crane. However this can bring a number of associated risks, especially if red diesel is used as permitted with a crane registration. The authorities are getting more 'savvy' when it comes to cranes and truck mounts, with reports of equipment being stopped by police or inspectors who know the law - or even interpret the law in their own way - being at an all-time high.

Bronto says that when it looked at a new product in this sector it focused on getting the best performance it could on a 32 tonne/12 metre truck, and thus sacrificed some height and outreach performance.



Bronto claims that its latest 70 metre S70XR is the highest working height truck mounted platform with WVTA

How the Bronto S70XR, Palfinger P750 and Ruthmann T750HF stack up

	Bronto S70XR	Palfinger P750	Ruthmann T750HF
Work height	70m	75m	75m
Max outreach	36.2m	39m	41m
L x B x H	12.0 x 2.55 x 3.95	13.99 x 2.55 x 3.99	13.99 x 2.55 x 3.99
Weight	32 tonnes	31.6 tonnes	Over 32 tonnes
Jib length	2.1m	2.1m	2.1m
Jib rotation	181 degrees	240 degrees	220 degrees
Platform rotation	440 degrees	400 degrees	440 degrees
Max platform capacity		600kg	600kg

Palfinger's Next Generation 75m

Palfinger unveiled its new 75 metre four axle P750 NX - the largest in its all new NX Jumbo class - machines at Bauma. With up to 39 metres of outreach the P750 NX has a similar design to other models in the Jumbo NX range - the 48 metre P480, 55 metre P550 now the 57 metre P570 and the 64 metre P640 - in that it features a telescopic main boom plus a long two-section top boom and innovative X-Jib with up to 240 degrees of articulation which also allows a platform rotation of 400 degrees.

Palfinger also quietly upgraded its three axle P550 which it had launched at Intermat in 2015 to the 57 metre P570 at Bauma a year later, possibly to match Ruthmann's new T570HF. Palfinger said that the additional two metres of working height were always there in reserve and that it has simply optimised the working height to suit customers focused on the maximum working height. Other than the extra height, the unit remains the same and the

The 75 metre Palfinger P750 NX



free upgrade has been offered all those customers who have already purchased a P550 to convert to the P570. The unit can also be mounted on a four axle chassis with additional counterweight for improved working envelope and more spare payload.



Bronto's Special S90HLA is a 90 metre unit that can be split in half for transportation. The fully detachable boom package can be dismantled and mounted in four hours



Bronto's other 70 metre platform - the S70XDT - is longer and heavier than the S70XR

BMS - the best you can get?

With 300 mobile cranes and large truck mounted lifts BMS is one of the fastest growing specialist rental companies in Europe. It currently employs around 650 staff with operations in Denmark, Norway, Germany, Sweden, the UK, Poland and South Africa. Mark Darwin visited its head office in Aalborg, Denmark and talked with Ib Steffensen, director of the truck mounted lift division to find out what's behind its success.

BMS has a very simple philosophy for success - buy the best products, employ the best people and offer the best service possible. Some might say that this is impossible to achieve but the growth, performance and profitability of the company over the past five years or so shows that it is working, with revenues growing considerably to €166 million in 2015.

Jens Enggaard is chief executive of the BMS group which comprises three main companies - BMS Denmark, BMS Heavy Cranes Denmark and Kranringen Norway. It is Denmark's largest crane and truck mounted rental company with 11 locations across the country,



Ib Steffensen

and a fleet of more than 110 mobile cranes ranging from 55 to 750 tonnes capacity, 24 crawler cranes from 10 to 300 tonnes, more than 80 truck mounted loader cranes as well as 35 truck mounted lifts from 45 to 103 metres. The company also offers hydraulic towers and jacks, has more than 300 axle-lines from



Goldhofer (of which 100 are SPMTs) as well as fork lift trucks and other rigging equipment.

BMS Wind (BMS Heavy Cranes) formed in 2011 primarily deals with the installation and handling of wind turbines in Northern Europe and South Africa and also has an impressive list of cranes including two, 1,350 tonne Liebherr LR 11350s, 10 750 tonne lattice boom cranes - seven mobiles and three crawlers - as well as 20 assist cranes from 100 to 500 tonnes.

History

The company has a complicated past so keeping it relatively brief is a challenge. BMS was founded by the Danish State in 1953 as part of the Marshall Plan, it was not privatised until the 1980s when it became a division of MT Højgaard's. In 2004 BMS was merged with Kran Ringen - itself the result of a merger between Kranløft Aalborg and Helsingør Kraner in 2002. This gave the Enggaard family of Kran Ringen a 50 percent stake in BMS, with MT Højgaard's retaining the other half until the Enggaards purchased it in November 2007. The family had also formed KR Wind as a 50/50 joint venture with Mammoet in 2002, but sold its stake to Mammoet in 2011. Since 2004 BMS has expanded both

organically and through acquisitions and become a major player in the wind turbine market in its own right.

An increasingly international business

Today BMS has 10 subsidiaries, including Kranexpressen, City Cranes and Torben Rafn in Denmark, BMS Kranar in Sweden, Kranringen and BMS Lifter in Norway, BMS Kran in Poland, BMS Krane in Germany, BMS Lifting in the UK and



BMS has a sizeable crawler crane fleet including two Liebherr LR 11350s



A BMS Spierings SK498-AT4



All BMS truck mounts are delivered with a very high specification



BMS has 35 large truck mounted lifts including four 103 metre WT1000s

BMS Heavy Cranes in South Africa. The main activities focus on lifting and access for the construction and industrial clients, including specialist bridge jacking and skidding, and handling TBM machines on tunnel projects. Its range of equipment also enables it to work on a wide range of projects from refinery shut-downs, to the moving and installation of transformers and all things wind turbine related, including service and maintenance. One area of the company that has grown significantly over the past five years is its truck mounted

access division under Ib Steffensen who started his rental career in another rental company where he was for nine years before being offered the position to run the access division of BMS in 2011. BMS had been a major player in the self-propelled aerial lift market with a fleet of 700 units, but sold this to Riwal in 2011 and now focuses entirely on truck mounts. Following through on its policy of buying the best products, all 35 of its large truck mounted lifts are Palfinger - including four 103 metre WT1000s - and it claims to be its

largest customer. BMS also has four truck mounted Moog underbridge units and one specialist tracked Moog unit for work on harbour walls, although it also works closely with Wemo-Tec when it needs more. It has also been involved in the development of its two 53 metre 'mountain specification' truck mounted lifts and is looking to add four more units in 2017 to meet demand, particularly in Norway. (See box story on page 22) "The most important resource in a company are the people, and everyone here at BMS is hardworking and willing to do anything to get the job done," he says. "I think Palfinger makes the best large truck mounted platforms and with excellent in-house support

we achieve our goal of being the best."

Cossetting the operator

The BMS truck mounts are delivered with a very high specification, including features that take more care of the operators. After discussions with Palfinger and based on its customer suggestions, all of its platforms are now fitted with heated platform floor plates in the basket and upper level heaters which allow operators to work at height much longer before they are affected by the cold - which when working at up to 100 metres can be a relatively short time. "One customer did query the slightly higher cost of renting our platforms because the previous rental company did not equip its platforms

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GSR
AERIAL PLATFORMS



The custom-built 53 metre work platform makes drilling anchors safer, easier and quicker

Drilling platform

Working on mountain safety restraints usually involves fixing huge steel nets to prevent rocks from falling onto the roads below. Traditionally this has been carried out by an operator holding on to a 40kg pneumatic hammer and drilling holes to install the large anchors which hold the nets.

A few years ago BMS developed a custom-built work platform that makes this task safer, easier and quicker by mounting a hydraulic and pneumatic driven drill guide with a 1.8 metre stroke onto a specially modified 53 metre truck mounted platform. Because the operator is now not holding the drill it can be operated continuously

for long periods, increasing drill rates from around 10 to as many as 1,000 a day. The lift has a 700 litre per minute water cannon and integrated eight cubic metre compressor. With a total weight of about 30 tonnes the trucks can travel around Europe without special permits. Platform capacity is 300kg and outreach 40 metres.

with these operator 'essentials,'" says Steffensen. "However, with our heated machines the operators were able to work three to four hours before taking a break, compared to as little as 20 minutes with the competitor's non-heated platforms. By using BMS they may have paid a bit more on the rental but they achieve much greater productivity by extending the amount of time spent in the basket."

In addition all BMS's truck-mounted lifts are equipped with satellite

connections to allow its various depots across Europe to track the machines and check their performance. The satellite link also allows software to be updated anywhere in Europe even if the vehicle doesn't have a decent local mobile connection.

Working safely in high winds

BMS together with dealer Danilift and Palfinger Platforms has also developed a 48 metre truck mounted platform capable of operating in a severe gale or a 'wind force 9' on the Beaufort Scale - much stronger winds than the current 12 metres per second 'wind force 6' or a strong breeze allows.

"The new lift is able to operate at up to 20.8 metres per second which is a big benefit to customers such as telecommunication companies when the network breaks down and there's a need for emergency repairs or error recovery. Weather still has a significant impact on the equipment - the



One of the Moog underbridge units



BMS has 35 truck mounted lifts from 45 to 103 metres.



less affect it has on our platforms the happier our customers will be. Less time wasted means money saved for our customers. We are glad that Palfinger listened to our requests and experiences and we are extremely pleased with the outcome."

The higher wind speed rating has been achieved primarily through 'over engineering' the platform, using a 75 metre chassis for the 48 metre working height boom. As well as having oversized outriggers for the working height the unit has additional counterweight to give it the stability to work in the higher wind speeds.

Major platform expansion

Just over 18 months ago the company launched a major international truck mounted strategy following the appointment of ex Palfinger Platforms director Stefan Kulawik to cover the UK and German markets. A major part of this initiative was called E24 - a guarantee to have one of its trained specialists on site with a customer anywhere in Europe within 24 hours. So far the service guarantee applies in Germany, the UK, Scandinavia and Benelux countries and it is gradually being extended to other countries in-line with the company's international expansion plans. A fast-driving truck-mounted lift with two drivers can travel a fair distance in 24 hours from BMS' expanding network of depots across Europe.

"The E24 concept is aimed at the demanding lifting tasks being carried out at height, for example drilling, welding, painting, bricklaying or working with power," says Steffensen. "It can be bridges, mountain safety restraints, power

plants, wind turbines or platforms in the offshore industry."

Future developments?

With wind turbines being designed with larger capacity nacelles, and higher towers, there is pressure on the truck mounted manufacturers to produce lifts with greater working heights. "More and more often we are being asked for platforms even larger than we have in our fleet and which is currently available. I think that over the next few years we will see truck mounted platforms with greater working heights than the 112 metres currently available."

How this will be achieved nobody yet knows particularly if the chassis is to be kept to a size that can be moved without restrictions. Ruthmann's 100 metre working height TTS1000 which was introduced in 2001 was mounted on a six axle trailer towed by a three axle tractor. Only two units were ever built but both are still working in North America. Another alternative may be a design along the lines of a large All Terrain crane with additional ballast added before working?

Further acquisitions?

From a company point of view Steffensen believes that BMS will probably be setting up in the US in the near future and perhaps will be looking to increase its presence in the UK, possibly by acquiring a specialist truck rental company with a good knowledge of the market. It is also looking to expand elsewhere in Europe with more depots in Germany - possibly Cologne and Berlin.

"We are looking everywhere, we will supply whatever the customer wants."

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Another mixed year

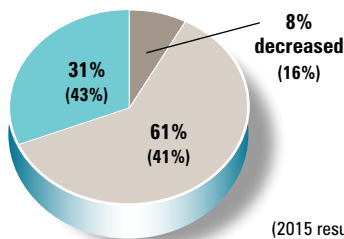


As is often the case, the fate of the three markets we cover is varied. This year the crane companies have done considerably better than the access rental sector which has amazingly seen further declines in rates while remaining relatively busy. This is the second year where overall the results of our survey are not quite as good as the year before. However, we have had an excellent response to the survey this year and a higher participation brings its own changes. This is 16th year of the survey with all results still available on line at www.vertical.net.

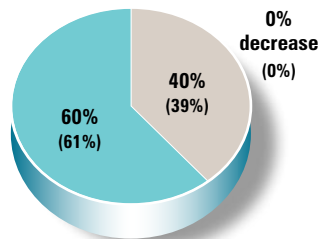
Crane rates

Crane hire rate trends - all types

Crane hire rates over the past 12 months have:



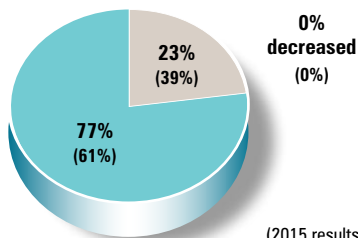
Crane hire rates during the next 12 months will:



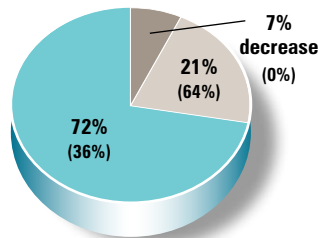
This time last year none of our respondents expected rates to fall and yet eight percent have reported a downturn. This figure is only half the percentage reported last year and 92 percent of crane companies saw rates stay flat or increase. Once again no one believes rates will fall in 2017, the majority expect a flat year while a large number expect rates to improve. The failure of Hewden in the UK could make a significant difference of course.

Crane fleet size

Crane fleet size over the past 12 months have:



Crane fleet size over the next 12 months will:



Our respondents last year forecast this fairly accurately although a slightly larger number of companies increased their fleets than expected. As to expectation for 2017 opinions vary widely with a few companies expecting to reduce their fleets, while the majority plan to increase them, radically different from this time last year. Brexit and the exchange rate might play a role in this - given that the value of both used and new cranes will be higher.



Crane rental rates

Daily rates for mobile cranes

From last year rates have gone
 ▲ up ▼ down — same ■ new category

Crane size	Average	Lowest	Highest	Ideal
Under 30 tonnes	£420 ▼	£380 ▼	£500 ▼	£430 ▼
30 to 45 tonnes	£457 ▼	£420 ▼	£550 ▼	£465 ▼
50 to 65 tonnes	£583 ▼	£550 ▼	£700 ▲	£630 ▼
70 to 85 tonnes	£730 ▼	£650 ▼	£800 ▼	£820 ▼
95 to 125 tonnes	£1,075 ▼	£900 ▼	£1,500 —	£1,200 ▼
135 to 200 tonnes	£2,103 ▼	£1,800 —	£2,500 ▼	£2,400 ▼
210 to 350 tonnes	£3,410 ▼	£2,500 —	£4,450 ▼	£3,000 ▼
350 to 600 tonnes	£7,922 ▲	£7,500 ▲	£8,900 ▲	£9,000 ▲
Over 600 tonnes	£17,390 ▲	£14,920 ▲	£19,300 ▲	£20,000 ▲
Self-Erecting Tower (4 to 5 axles)	£1,370 ▲	£1,300 ▲	£1,460 ▼	£1,650 ▲
Self-Erecting Tower (6 to 7 axles)	£2,150 ▲	£1,800 ▼	£2,500 ▲	£2,475 ▼

Weekly rates for crawler cranes

Crane size - Operated	Average	Lowest	Highest	Ideal
Up to 50 tonnes	£1,523 ▼	£750 ▼	£2,500 ▼	£2,650 ▼
50 to 60 tonnes	£1,275 ▼	£950 ▼	£1,550 ▼	£1,050 ▼
70 to 80 tonnes	£2,407 ▼	£1,600 ▼	£3,000 ▲	£3,875 ▲
90 to 100 tonnes	£2,382 ▼	£1,800 ▼	£3,100 ▼	£4,500 —
120 to 150 tonnes	£2,678 ▼	£2,000 ▼	£3,500 ▼	£5,100 ▼
180 to 250 tonnes	£4,594 ▼	£4,200 ▼	£5,500 —	£5,700 ▼

Crane rental rates

From last year rates have gone
 ▲ up ▼ down — same ■ new category

Weekly rates for tower cranes

Flat tops and saddle jibs	Average	Lowest	Highest	Ideal
Less than 70t/m	£660 ▲	£420 ▼	£900 ▲	£744 ▼
120t/m	£1,004 ▼	£613 ▼	£1,200 —	£1,199 ▼
200t/m	£1,466 ▼	£797 ▼	£1,800 ▲	£1,686 ▲
300t/m	£1,870 ▼	£1,511 ▲	£2,100 ▼	£2,161 ▼
Luffers	Average	Lowest	Highest	Ideal
Less than 70t/m	£1,525 ▲	£1,400 ▲	£1,600 —	£1,600 ▲
100t/m	£1,870 ▲	£1,600 ▲	£2,000 ▼	£1,900 ▼
180t/m	£2,550 ▲	£2,300 ▲	£2,800 ▲	£2,800 ▲
300t/m	£3,125 ▲	£2,750 ▲	£3,500 ▼	£3,500 ▼
Self Erectors	Average	Lowest	Highest	Ideal
Self Erectors	£648 ▼	£620 ▲	£675 ▼	£700 ▼

Weekly rates of other cranes

Crane size	Average	Lowest	Highest	Ideal
Pick & Carry	£1,675 ▲	£1,100 ▲	£2,500 ▲	£1,800 ▲
Mini crawlers - up to 12t	£1,350 ■	£750 ■	£2,500 ■	£900 ■
Spider cranes (<5 tonnes)	£1,213 ▼	£700 ▼	£2,500 ▲	£1,750 ▼
Spider cranes (>5 tonnes)	£1,600 ▼	£1,100 ▲	£2,500 ▼	£1,900 ▼

Utilisation and percentage of initial cost

Mobile cranes

Crane size	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 30 tonnes	83%	70%	90%	1.3%
30 to 45 tonnes	89%	80%	100%	0.9%
50 to 65 tonnes	81%	75%	90%	0.8%
70 to 85 tonnes	83%	75%	95%	0.8%
95 to 125 tonnes	82%	70%	95%	0.9%
135 to 200 tonnes	73%	69%	85%	0.9%
210 to 350 tonnes	73%	60%	85%	1.0%
350 to 600 tonnes	85%	85%	85%	•
Over 600 tonnes	•	•	•	•
Mobile Tower (4 to 5 axles)	79%	70%	80%	•
Mobile Tower (6 to 7 axles)	81%	70%	90%	•

• = Insufficient Data

Crawler cranes

Crane size	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 50 tonnes	65%	55%	70%	0.5%
50 to 60 tonnes	68%	60%	70%	•
70 to 80 tonnes	76%	60%	100%	0.4%
90 to 100 tonnes	65%	40%	100%	0.3%
120 to 150 tonnes	75%	50%	100%	0.2%
180 to 250 tonnes	65%	60%	70%	0.3%



Tower cranes

Flat tops and saddle jibs	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Less than 70t/m	64%	60%	70%	1.0%
120t/m	88%	85%	90%	0.7%
200t/m	94%	90%	100%	0.7%
300t/m	95%	90%	100%	0.7%

Luffers	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Less than 70t/m	96%	90%	100%	1.0%
100t/m	92%	90%	95%	0.8%
180t/m	90%	90%	90%	1.1%
300t/m	95%	90%	100%	1.2%

Self erectors	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Self Erectors	71%	65%	76%	0.7%

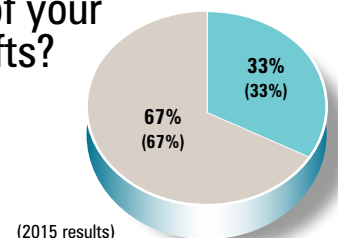
Other cranes

Crane type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Pick & Carry	63%	50%	75%	0.8%
Mini crawlers - up to 12t	69%	60%	78%	0.8%
Spider cranes (<5 tonnes)	51%	20%	68%	1.5%
Spider cranes (>5 tonnes)	74%	72%	78%	1.2%



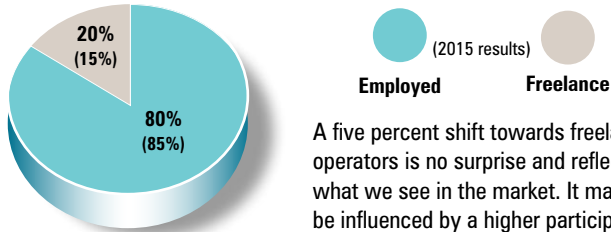
What percentage of your jobs are contract lifts?

● Contract lifts
 ● Pure crane hire
 No change, surprisingly consistent.



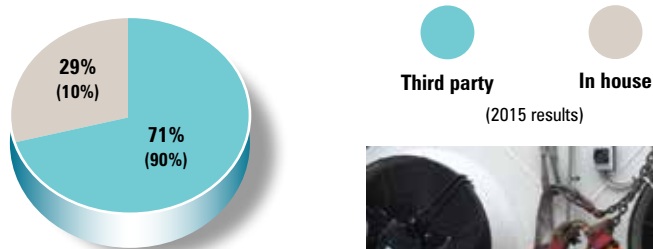


What percentage of your operators are?



A five percent shift towards freelance operators is no surprise and reflects what we see in the market. It may also be influenced by a higher participation from tower and crawler crane companies?

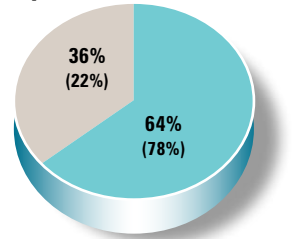
Who does your Thorough Examinations?



Very surprisingly there has been a reversal in the number of companies saying that they use third parties. This may well be down to a larger number of respondents than an overall trend.

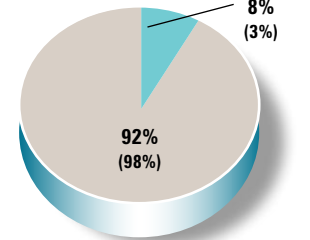


Would you recommend the crane hire industry to your children?



While the majority said "Yes" it is surprising - given the apparent buoyant market - that the number of respondents saying "No" has increased. Once again this might be down to a higher sample?

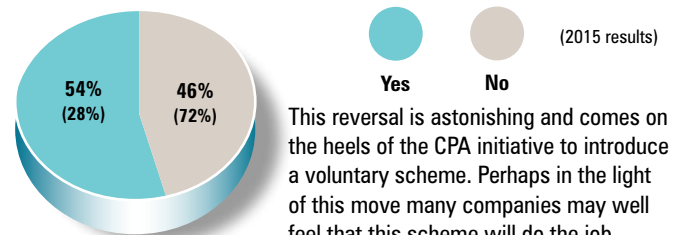
Do you employ any female crane operators?



While still embarrassingly low, it is encouraging to see a substantial increase in this number, which reflects the anecdotal feedback we see.



Should cranes be subject to MOT's?



This reversal is astonishing and comes on the heels of the CPA initiative to introduce a voluntary scheme. Perhaps in the light of this move many companies may well feel that this scheme will do the job.

Average fleet age in years

Average	Lowest	Highest
7.4 (6.7)	4 (3)	15 (12)

This is a substantial shift from last year after an increase last year. The biggest change is in the very old fleets.

Respondent's comments

"With the inevitable introduction of MOTs or a similar test and the pure cost of running modern cranes, the hire rates simply have to increase. Ideally each crane capacity should be priced at least at the one above e.g. 40 tonne cranes should be commanding 50 tonne rates, 60 tonne should be at 70-80 tonne rates, 80 tonne at 100 tonne rates and so on. Standing firm on rates is not that difficult if one backs them up with a good service and customer relationship. It's all too easy to undercut prices to win work then stumble when you're busy, unable to supply directly and none of your usual cross hire companies is prepared to cover the work at poor rates, (who can blame them) ultimately leading to you letting your customer down. Would your customer prefer his work to be carried out at the rates you've agreed or is he perfectly happy to alter all his plans for the day when you don't turn up because although you've offered the lowest rates you now can't supply the service? I don't need to guess, it's the former."

"We no doubt all have a certain amount to 'play with' and have varying rates for long-term customers etc... but there must be a viable bottom line. A few years ago a major national crane hire company sent a letter to all the crane hire companies they dealt with setting out cross hire rates that they were prepared to pay, and they were good, a set rate for a certain capacity crane. At last we know we have a level playing field when dealing with them. Within a few days a came a call from their local branch, could we provide a crane for them. "Yes and as we have the cross hire rates to hand this is the price. "Ah no we only have this rate in for the job" came the reply. Well we have a letter from your chairman setting out cross hire rates, so to reciprocate we will cover the job at the same rate, "uh sorry no we can't do that". The rate offered wasn't "within a few quid" it was massively lower than the set rate indicted in the letter. If the industry leaders are prepared to go forward one and back two what chance is there ever going to be for change?"

"All rates are negotiable and with clients depending on duration, availability etc... we would like to increase all rates if possible, but need to win the work - each is the old 'fine line' then you supply new cranes and the client thinks we are making gold bars with massive profits. Most clients don't realise the true operating costs involved which need to cover every aspect for hiring crawler cranes from purchase to training and from insurance to office staff etc."

When last challenged by a regular customer over the cost of a 40 tonne hire I (somewhat tongue in cheek) offered him the opportunity to instead of paying for the crane hire, to pay for the two tyres I had just purchased. He pondered for a moment and wisely chose the hire, because of course "the tyres must surely be what £300 each"? When I told him he was missing a zero for the price of the two he, rather ashen faced, said "Christ how do you make it pay?" (you couldn't make it up)!"

"Slowly the larger spider cranes are becoming more popular as health and safety require a larger factor of safety, and the cost is being overruled by the need for versatility and safety."

Italian Design

New Boom Lift

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- BA24RT
- BA20RT
- BA16RT
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Feature

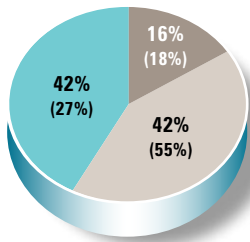
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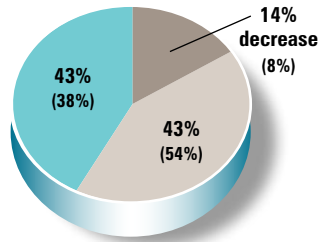
Rate trends

Access rates over the past 12 months have:



(2015 results)

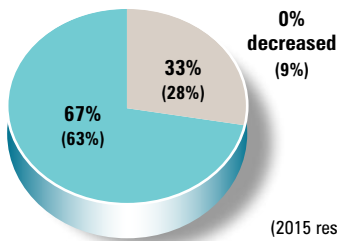
Access rates during the next 12 months will:



Rental rates have definitely slipped further since this time last year, however it is odd that when asked, only a handful of companies admitted that rates had fallen, and yet the results they have provided clearly indicate that they have. The results received are also far more consistent compared to previous years. Looking forward, an equal number of respondents believe that rates will rise in 2017, as those who expect them to stay the same. Just 14 percent are pessimistic, but this is higher than last year.

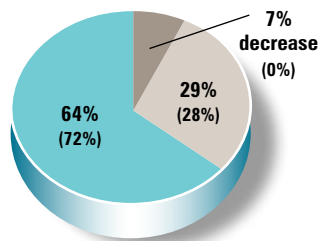
Fleet trends

Fleet size over the past 12 months have:



(2015 results)

Fleet size over the next 12 months will:



In the past year fleet numbers have either increase or stayed the same - no one reported any 'de-fleeting'. However, a few respondents expect to shrink their fleets in 2017, although the vast majority expect to expand.



Weekly rental rates by general category

Electric self-propelled scissor lifts

From last year rates have gone
 ▲ up ▼ down — same ■ new category

Platform Height	Average	Lowest	Highest	Ideal
Under 5 metres	£71 ▼	£37 ▼	£90 ▼	£88 ▼
6 metres (19/20ft)	£94 ▼	£38 ▼	£120 ▼	£121 ▼
8 metres (26ft)	£112 ▼	£42 ▼	£140 ▼	£135 ▼
9-10 metres (30-33ft)	£123 ▼	£50 ▼	£150 ▼	£149 ▼
11-12 metres (36-39ft)	£152 ▼	£101 ▼	£225 ▼	£183 ▼
13-17 metres (42-55ft)	£200 ▼	£101 ▼	£550 ▲	£344 ▲
17-22 metres	£579 ▲	£411 ▼	£650 ▲	£625 ▼
Over 22 metres	£688 ▼	£688 ▲	£750 ▼	£802 ▼



C&a 2016 rental rate survey



Push around scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
Push Arouns	£49 ▲	£40 ▲	£75 ▲	£71 ▼
Portable	£85 ▼	£60 ▼	£100 ▼	£127 ▼

Diesel/bi-energy scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
8 metres (26ft)	£151 ▼	£140 ▼	£170 ▼	£187 ▼
9-10 metres (30-33ft)	£163 ▼	£150 ▼	£190 ▼	£206 ▼
11-12 metres (36-42ft)	£202 ▼	£180 ▲	£240 ▼	£263 ▲
13-17 metres (43-56ft)	£225 ▼	£189 ▲	£325 ▼	£312 ▼
17-22 metres	£413 ▲	£230 ▲	£775 ▲	£508 ▲
Over 22 metres	£859 ▼	£700 ▼	£1,200 ▲	£1,165 ▲

Electric self-propelled booms

Platform Height	Average	Lowest	Highest	Ideal
Under 11 metres	£214 ▼	£200 ▼	£230 ▼	£258 ▼
10-12.5 metres (32-40ft)	£214 ▼	£168 ▼	£245 ▼	£262 ▼
Over 14 metre (45ft plus)	£278 ▼	£231 ▼	£375 ▼	£331 ▼

Mast booms

Platform Height	Average	Lowest	Highest	Ideal
8 metres	£148 ▼	£100 ▼	£230 ▲	£179 ▼
10 metres	£197 ▼	£110 ▼	£250 ▼	£241 ▼

Rough Terrain articulated booms

Platform Height	Average	Lowest	Highest	Ideal
12-14 metres (39-45ft)	£227 ▼	£205 ▲	£268 ▼	£276 ▼
15-16 metres (49-52ft)	£238 ▼	£210 ▼	£260 ▼	£304 ▼
17-19 metres (56-62ft)	£311 ▼	£231 ▼	£375 ▼	£384 ▲
20-23 metres (65-70ft)	£351 ▼	£294 ▼	£410 ▼	£438 ▼
24-26 metres (80-86ft)	£546 ▼	£419 ▲	£650 ▼	£694 ▼
Over 27 metres	£917 ▼	£850 ▼	£1,000 ▼	£1,100 ▼

Straight telescopic booms

Platform Height	Average	Lowest	Highest	Ideal
Under 17 metres (40-46ft)	£244 ▲	£235 ▲	£252 ▼	£328 ▼
20-23 metres (60-70ft)	£340 ▼	£294 ▼	£390 ▼	£434 ▼
24-26 metres (80-86ft)	£537 ▲	£461 ▼	£610 ▲	£633 ▼
Over 27 metres	£1,198 ▲	£1,100 ▲	£1,295 ▼	£1,300 ▼

Weekly rental rates by general category (continued)

Trailer lifts

From last year rates have gone
 ▲ up ▼ down — same ■ new category

Platform Height	Average	Lowest	Highest	Ideal
12-13 metres (30-38ft)	£207 ▲	£155 ▼	£250 ▼	£237 ▼
17 metres (50ft)	£200 ▼	£190 ▼	£220 ▼	£277 ▼
Over 20 metres	No data	No data	No data	No data

Spider lifts

Platform Height	Average	Lowest	Highest	Ideal
Up to 15 metres	£448 ▲	£350 ▲	£675 ▲	£496 ▼
16-20 metres	£785 ▲	£450 ▲	£2,000 ▲	£851 ▲
20-25 metres	£1,211 ▲	£750 ▼	£2,500 ▲	£1,311 ▼
26-35 metres	£1,920 ▲	£1,050 ▲	£3,000 ▲	£2,070 ▼
Over 35 metres	£2,575 ▲	£1,400 ▲	£4,000 ▲	£2,708 ▲



Van mounts - Weekly rates

Platform Height	Average	Lowest	Highest	Ideal
Up to 13 metres	£313 ▼	£300 ▼	£325 ▼	£355 ▼
13 to 17 metres	£380 ▼	£300 ▼	£460 ▼	£500 ▼
Over 17 metres	£600 ▼	£600 ▼	£600 ▼	£900 ▼

Truck mounts - Daily rates

Platform Height	Average	Lowest	Highest	Ideal
under 25 self drive	£287 ▲	£180 ▲	£600 ▲	£363 ▲
22-35m with operator	£443 ▲	£220 ▼	£790 ▲	£484 ▼
36-45 metres	£646 ▲	£450 ▼	£850 ▼	£772 ▼
46-70 metres	£1,167 ▲	£850 ▼	£1,500 ▲	£1,350 ▼
Over 70 metres	£2,400 ▲	£2,300 ▲	£2,500 —	£2,750 ▼

While rates have improved in 2014 it is still from a low level. Increased costs - deliveries, fuel, maintenance etc - coupled with higher prices for new machines, means that margins are still tight. Although rates are holding up, the general view is that there is still room for improvement.



Utilisation and Returns

Electric self-propelled scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	68%	55%	80%	1.8%
6 metres (19/20ft)	74%	65%	85%	1.4%
8 metres (26ft)	70%	50%	85%	1.3%
9-10 metres (30-33ft)	71%	50%	85%	1.1%
11-12 metres (36-39ft)	80%	60%	81%	1.1%
13-17 metres (42-55ft)	74%	62%	80%	0.9%
17-22 metres	74%	70%	75%	0.9%
Over 22 metres	81%	75%	86%	0.9%

Push around scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Push Arouns	79%	75%	85%	1.6%
Portable	76%	75%	76%	2.0%

Diesel bi-energy scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres (26ft)	77%	60%	85%	0.8%
9-10 metres (30-33ft)	77%	70%	85%	0.8%
11-12 metres (36-42ft)	74%	61%	85%	0.7%
13-17 metres (43-56ft)	57%	30%	85%	0.6%
17-22 metres	69%	52%	85%	0.8%
Over 22 metres	72%	70%	80%	1.0%

Electric self-propelled booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 11 metres	76%	70%	81%	0.9%
10-12 metres (32-40ft)	68%	55%	80%	0.9%
Over 14 metre (45ft plus)	70%	55%	85%	0.7%

Mast booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres	59%	20%	80%	1.1%
10 metres	78%	68%	85%	1.2%

RT articulated booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-14 metres (39-45ft)	68%	40%	80%	0.7%
15-16 metres (49-52ft)	71%	55%	80%	0.6%
17-19 metres (56-62ft)	72%	50%	80%	0.7%
20-23 metres (65-70ft)	65%	50%	80%	0.6%
24-26 metres (80-86ft)	68%	59%	80%	0.8%
Over 27 metres	69%	50%	80%	1.0%



Straight telescopic booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 17 metres (40-46ft)	57%	40%	75%	0.6%
20-23 metres (60-70ft)	71%	60%	82%	0.6%
24-26 metres (80-86ft)	68%	55%	80%	0.7%
Over 27 metres	62%	44%	80%	0.8%

Trailer lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-13 metres (30-38ft)	42%	28%	60%	1.5%
17 metres (50ft)	65%	50%	65%	1.2%
Over 20 metres	No data	No data	No data	No data

Spider lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 15 metres	48%	46%	49%	2.0%
16-20 metres	62%	50%	70%	1.5%
20-25 metres	60%	47%	71%	22.5%
26-35 metres	37%	20%	47%	2.0%
Over 35 metres	43%	33%	55%	1.7%

Van mounts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 13 metres	66%	25%	86%	0.7%
13 - 17 metres	65%	10%	80%	0.9%
Over 17 metres	No data	No data	No data	No data

Truck mounts

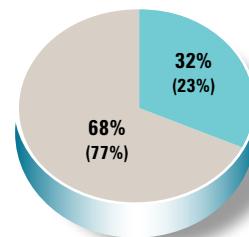
Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
3.5 tonne chassis	58%	30%	84%	0.7%
7.5 tonne chassis	63%	40%	85%	0.5%
36-45 metres	70%	40%	94%	0.8%
46-70 metres	63%	60%	65%	0.9%
Over 70 metres	64%	28%	70%	1.2%



c&a 2016 rental rate survey



Who does your Loler Thorough Examinations?



● Third party ● In house (2015 results)

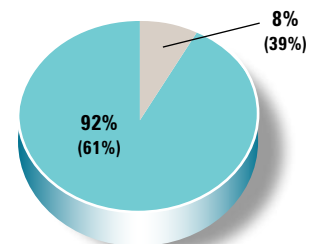
No significant change here and well within the margin for error.

Average fleet age in years

Average	Lowest	Highest
4 (3.4)	1 (2)	6 (5.9)

The national fleets of the UK and Ireland have aged according to our respondents. This is not surprising in that anecdotal evidence indicates that many companies have been spending below full replacement levels.

Would you recommend the access industry to your children?



● Yes ● No (2015 results)

Despite falling rates, respondents are clearly optimistic and an astonishing 92 percent of all respondents said "Yes" - a record high.



Telescopic handler rental rates

Access respondent's comments

"The signs for next year are not looking so good at present with too many companies coming into the market place creating an over supply, this is now forcing hire rates down, at the same time as Brexit is forcing cost up by 5-10% (parts & kit)!"

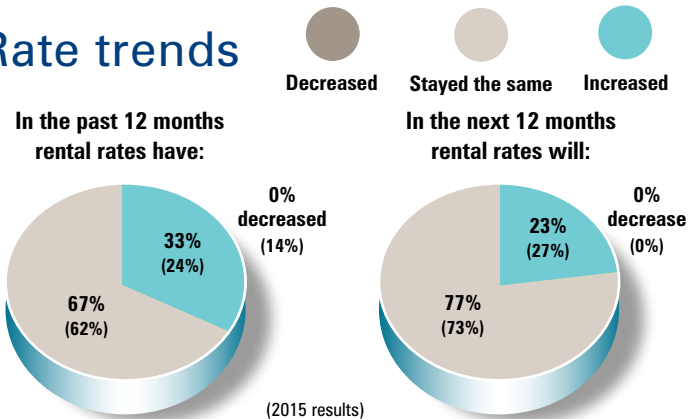
"Construction kit is still the area of most concern. Returns are pathetic. The industry leaders need to take control of this situation. We shouldn't have to subsidise poor returns on diesel kit with the better returns from electric platforms. For every diesel item we buy we need to buy the equivalent value in battery kit to balance the returns - Stupid situation really. We need to grow up and get a grip on this situation or others will follow Hewden. A man who joined our business after 20 years outside of the industry was horrified and said "Back in the 1980's I was getting more than you're getting today." This true, I have old price lists from those days and yes, 45's were fetching £350 a week and 60's £500. Progress eh?"

"Getting a proper rate is as far away as I can remember. Major rental companies say one thing and do another, they may well be able to afford to do such crazy things by cross subsidising through their more diverse spread of customers and size of the network - but this is not good business although it puts the squeeze on smaller players like us. Customers need to understand that if it puts companies like us out of business they will end up paying the sort of rates that are subsidising their current low rates today. But if we are forced out of business they will have no alternative."

"Sadly we seem to be in a very competitive market where rates are increasingly being squeezed - often without regard to transport, wage and maintenance costs. The increasing number of players in the truck mount business means that fixed price pricing is becoming the norm whilst recruiting good quality operators is becoming more difficult and more expensive. The downturn in the Exchange Rate will focus the mind somewhat - with the potential for costly errors if the wrong machines are bought at the wrong time. However it is not all gloom. Manufactures have developed some very exciting new machines which enable far greater flexibility. Customers by and large remain confident in using access platforms as opposed to other more dangerous method of working at height. Hopefully with the bad weather of the winter there will be lots of roofs to fix, gutters to clean and windows to wash, with the occasional film shoot, bridge inspection and "what the!" thrown in. The Powered Access Industry remains the most interesting, exciting and demanding environment I have worked in, and I hope to continue doing so for at least another few years to come."

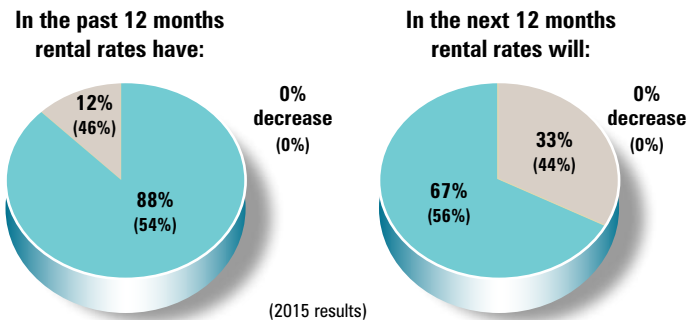
"We have seen a change with some of our customers getting wise to low hire rates, especially when they receive nit picking extras on their final bills for damage and things, some of them are a bit more willing to pay a better rate and appreciate good service. All costs are rising and fleets will need replenishing, the whole industry needs to wake up before it is too late."

Rate trends



The majority of respondents last year were proved right in expecting rates to either stay the same or rise. However the actual data indicates some softening in the market although that may be more down to a sample variation than any real shift. Looking forward, no-one expects rates to fall, with the vast majority expecting them to remain at this year's levels.

Fleet size



The vast majority of companies that responded have increased fleet numbers in the past 12 months, none admitted to a reduction. The majority also plan to expand their fleets in 2017. The numbers indicate a growing optimism in the market.



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Weekly rental rates for telehandlers

Fixed frame

From last year rates have gone
 ▲ up ▼ down — same ■ new category

Lift height	Average	Lowest	Highest	Ideal
Under 5 metres	£233 ▼	£225 ▲	£270 ▼	£305 ▲
5 - 7 metres	£255 ▼	£180 ▼	£300 ▼	£330 —
8 - 10 metres	£265 ▼	£210 ▼	£325 ▼	£330 ▼
11 - 13 metres	£265 ▼	£235 ▼	£280 ▼	£386 ▼
14 - 15 metres	£325 ▼	£240 ▼	£375 ▼	£412 ▼
16 - 18 metres	£445 ▼	£400 ▲	£480 ▼	£521 ▼
Over 18 metres	£635 ▼	£550 ▼	£680 ▼	£700 ▼

360 degree

Lift height	Average	Lowest	Highest	Ideal
Under 20 metres	730 ▲	730 ▲	730 ▼	800 ▼
20 - 25 metres	£1,182 ▲	£1,100 ▲	£1,200 ▲	£1,300 ▼
Over 25 metres	£1,533 ▲	£1,300 ▲	£1,800 ▲	£2,050 ▲

Utilisation and return on investment

Fixed frame

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	83%	75%	90%	0.6%
5 - 7 metres	76%	70%	85%	0.8%
8 - 10 metres	70%	60%	85%	0.7%
11 - 13 metres	73%	65%	80%	0.8%
14 - 15 metres	73%	70%	80%	0.7%
16 - 18 metres	80%	75%	85%	0.6%
Over 18 metres	90%	85%	95%	0.9%

360 degree

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 20 metres	76	70	80	0.7%
20 - 25 metres	73%	70%	75%	0.8%
Over 25 metres	82%	80%	90%	0.9%

Percentage of units going out with work platform attachments:

From last year rates have gone
 ▲ up ▼ down — same ■ new category

Type	Average	Lowest	Highest
Fixed frame	6% ▲	5% ▲	10% —
360 degree	21% ▲	15% ▲	30% ▲

Who does your LOLER Thorough Examinations?



Average fleet age in years

Average	Lowest	Highest
3 (3.2)	2 (1)	5 (12)

As you might expect with more companies adding to their fleets this year, the average age has dropped to just 36 months.

What other products do you provide?

Cranes	Access	General Plant	Tools
6% (9)	23% (36)	46% (44)	25% (21)

An interesting shift this year is that anecdotal evidence indicates that more access rental companies are adding telehandlers to their fleets, while more general rental companies are adding access. However, our survey numbers show a decline in the percentage of telehandler companies also offering aerial lifts. We analysed the numbers and are confident that this is purely down to the sample this year than any significant trend. This statistic is also new and as a result we are not able to compare any long-term trends.



Respondent's comments

We have had a good year but while I do this survey it is still clear to me that we are only doing OK because we have high utilisation, much higher than other products in the fleet. Rates are better than they were a few years back that's for sure but they are still not commercially viable. Let the Hewden debacle be a warning to us!

The market seems to be getting a bit more professional.

Some major shifts in the market this year are continuing and it is too early yet to see how some of it might pan out. The consolidation that occurred last year is looking to be better than I first expected, I am hoping that it will continue in this vein. With a major competitor dropping out the rest of us ought to take heed and continue to push average rates up to where they ought to be.

5.48 m (18 ft) to 9.4 m (30 ft)

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27.43 m (90 ft)

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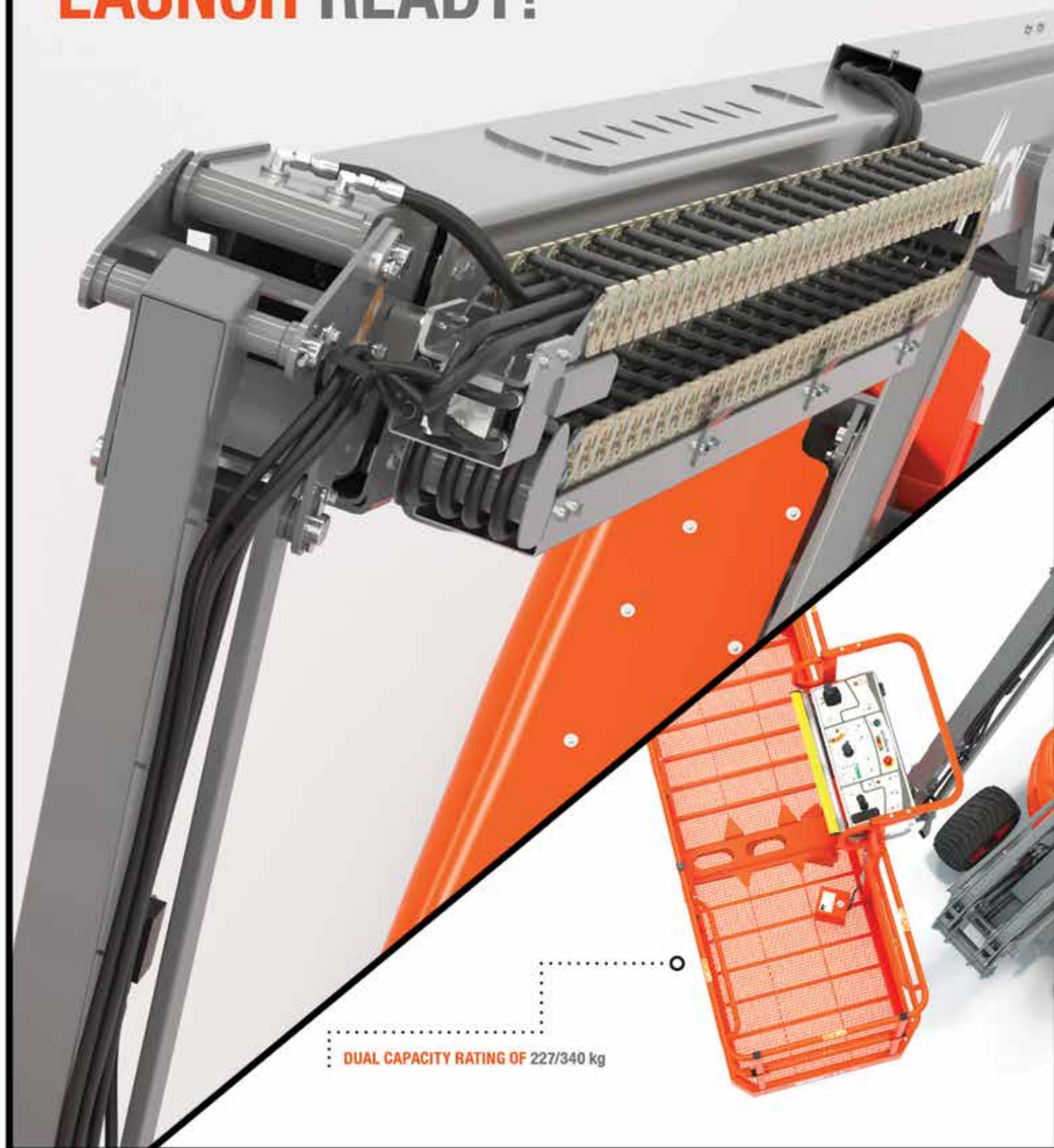
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Alternative heavy lifting

C&A

heavy lifting

Two issues ago our heavy lift feature concentrated on the large capacity All Terrain and crawler cranes as well as the latest ultra-heavy lift cranes including the 'Focus' a 24,000 tonne capacity mega crane concept from Mammoet and Stoof Engineering.

But how do you carry out a lift when a crane is not a practical option? This month C&A looks at alternative methods of lifting and moving loads using gantries, jacks, hoists, strand jacks and heavy duty fork trucks. We travel to Enerpac in the Netherlands and one of the world's leading manufacturers of high pressure

hydraulic systems for lifting and shifting heavy loads, and pay a visit to Pooler-LMT - the international distributor for Versa-Lift high capacity lift trucks - and chat with its managing director Bob Pooler. Finally, report on an application which combines several lifting methods to solve a tricky problem...

Working under pressure

Enerpac is one of the world's leading manufacturers of high pressure hydraulic products and solutions for lifting and positioning heavy loads. With facilities around the world, its range runs from the smallest hydraulic jack to complete, computer-controlled, jacking systems. Mark Darwin visited Enerpac's manufacturing facility in Hengelo, The Netherlands, to find out more about one of its two main divisions - Integrated Solutions.

Enerpac was founded in the USA in 1910, originally producing water pumps for the Ford Model T. It was not until the 1920's that it introduced its first hydraulic jacks and finally in the 1950s its Industrial Products division was formed using the brand name Enerpac. The company is still based in Milwaukee and is now the market leader for

hydraulic tools including cylinders and pumps, torque wrenches and presses. It has eight manufacturing facilities and produces more than 50,000 products distributed globally through 1,400 distributors.

Around 20 years ago demand for larger lifting applications caused many of its customers to seek help in combining its products, for example, cylinders and pumps into custom lifting solutions. This stimulated the company to invest in the area adding engineers to work with customers to create bespoke solutions.

In the early days, this service was centred around its office in Spain for applications worldwide. One of its largest and most high profile contracts at that time was the Millau Viaduct in France, with Enerpac supplying the bridge launching system for the iconic structure.



Enerpac SBL900



The Enerpac SHAS sync hoist

This was really the beginning of the Integrated Solutions business and in 2009 the company officially split into two specific divisions - Industrial Tools and Integrated Solutions. Although by far the smaller of the two, Integrated Solutions had huge potential and expansion through acquisition was the chosen route. Two companies were added in 2010, jacking specialist Hydrosplex based in Hengelo, and engineering company

Team Hydrotec from Singapore. Hydrosplex was a family owned business transformed by Tjerko Jurgens from a hydraulic cylinder manufacturer into heavy lift jacking specialist with products that included strand jacks, hydraulic gantries and skidding systems sold to leading heavy lift companies including Mammoet, Sarens, Burkhalter and Bigge for major projects such as the London Eye and the salvaging of the sunken



Enerpac has recently launched a range of SPMTs



Transporting the 2,400 tonne capacity gantry crane



Testing the jack-up system for the Reunion project at Hengelo

Russian submarine, the Kursk. (See interview Cranes & Access Jan/Feb 2005)

The addition of these companies allowed Enerpac to expand rapidly, partly due to new gantry products, increased engineering specialisation and expanded distribution in USA, Australia and China.

The expansion of the standard product range has allowed it to move away from 'one-off' specials. Over the past five years a more modular design and greater component commonality was applied. For example, base-frames on the Super Boom Lift SBL900 and SBL1100 are the same. There are now eight gantry models in the SL (Super Lift), SBL and MBL (Mega Boom Lift) range with capacities from 60 to more than 1,000 tonnes. This covers between 80 and 90 percent of customers' needs, but also allows faster production, shorter delivery times and cost savings. Over the past few years, the division has invested in strand jacks and skidding systems and has recently launched a new modular trailer. They have also provided solutions for several signature projects including the erection and

drive system for the Las Vegas High Roller - the world's largest observation wheel - and providing a 4,800 tonnes capacity heavy lift bridge, the largest in the world, to help erect a ring road around Reunion Island, off the coast of Madagascar.

Standard product types

Hydraulic gantries

Hydraulic gantries are a safe, efficient and cost effective way to lift and position heavy loads such as generators and transformers in applications where there is insufficient space/headroom for traditional cranes. Easy to set up, gantries used with rail systems can also move and place the load. As mentioned above Enerpac offers three series of hydraulic gantry - the cost effective Super Lift, the heavy-duty Super Boom Lift which can lift up to 1,000 tonnes and the Mega Boom Lift series which uses a two-leg configuration to achieve lifting heights of more than 12 metres. Features include self-contained hydraulics and electrics, self-propelled wheels or tank rollers and Enerpac's Intellilift wireless control system which provides the operator with information about the stroke, lift and load per unit as well as automatically correcting any unsynchronised motion of the individual units. Accessories include header beams, skid tracks, side shift systems and lifting lugs.

Strand jacks

The strand jack lifting technique originates from the concrete post tensioning principle - think of it as a linear winch. In a strand jack the steel cable or strands are guided through a hydraulic cylinder which pulls it, while wedges grip and hold the cable as the cylinder retracts for another pull, by stroking the cylinder in and out a heavy load can be lifted or lowered. The cylinder is driven by hydraulic power packs - either electric or diesel powered - and



Enerpac MBL Series

Enerpac uses its SCC software programme to synchronise and control the movements. Two strand diameters are used - 15.7 and 18mm - with maximum capacities of 500 tonnes and 1,250 tonnes respectively. Enerpac strand jacks are used by many of the leading heavy lift companies, for example, Mammoet and ALE to lift bridges, roofs and other structures.

Skidding systems

Although skidding techniques have been used for centuries, Enerpac has applied high-pressure hydraulics for its HSK systems. Three systems are available - HSKB-Series (Skid Shoe Beam) which uses a tall skid shoe with built-in push/pull cylinders. Skidding direction can be easily switched by flipping a lever on the attached gripper box. The HSKJ-Series (Skid Shoe Jack) which is similar to the HSKB but with a built-in cylinder for lifting or levelling the load and the HSKLH-Series (Low Height Skid Shoe) with low height skid shoes that can be linked together with the push/pull cylinder connected to the first shoe.

SPMT's

Enerpac has also entered the self-propelled modular trailer (SPMT) market, developing an 'easier to use' trailer. The SPMT600 Series

is a three axle per trailer modular system - with each trailer having a capacity of 60 tonnes - low height, slim design and remote wireless control make it highly suitable for confined spaces. It also means that two trailers and a power pack can be shipped inside one 20ft container.

Self-Erecting Facility Hall (SEFH)

The latest product just released is a mobile maintenance facility - a fully contained, easy to erect covered building which includes a 70 tonne overhead crane with strand jack which can travel the full length of the hall. Transported in 10 standard containers, the SEFH to be erected in remote areas. It includes a tightly closing overall cover to keep the climate inside bearable.

Synchronous lifting systems

Enerpac's family of EVO synchronous lifting systems provide precision controls for most lifting/lowering applications. Its PLC-control uses feedback from multiple sensors to control to automatically adjust the oil flow to each cylinder, to lift or lower any large, heavy or complex structure, regardless of weight distribution. The system maintains very accurate positional control and eliminates manual intervention, helping increase the productivity and safety of the

Enerpac vertical cask transporter



lift. PLC-controlled synchronous lifting systems reduce the risk of bending, twisting or tilting, that can be caused by uneven weight distribution or load-shifts between the lift points. The system can control up to 48 lifting points and has an accuracy of up to one millimetre with built-in warnings and stop alarms.

The same principles of synchronised lifting have been applied to Enerpac's JS-Series jack-up systems (see the Fore River bridge project below) and the Sync Hoist System (SHS) to provide high precision high load manoeuvring, vertically and horizontally using one crane. Features of the SHS series include the reduced risk of damage from oscillations of the wire rope due to sudden

crane starts and stops, weather conditions play a less critical role, intelligent hydraulics turn lifting into high accuracy hoisting and load positioning system and there is also a cost reduction when compared to conventional load positioning methods.

Using a single crane reduces risk, cost and improves operating speed and worker safety. The synchronous hoist system can be used for pre-programmed positioning, tilting, aligning and high precision horizontal and vertical load positioning.

Standard products

Standard products now account for about 60 percent of the business - the remainder being the one-off special contracts,

such as the Fore River Bridge (see application). The advantage says Enerpac is that it designs, develops, manufactures, assembles and tests in-house, which is much smoother and quicker than if parts of the process were sub-contracted around the world. Enerpac sells its products and systems to both rental companies and end users, and will supply engineers for short periods to help train users on the project, only leaving when the local staff are competent. It can devise custom solutions based on standard products or products it has used in the past, to develop a system that provides the needed solution. If standard products are not able to



The pier positioning system on the Vinci Reunion Island project

the job it will consider designing and manufacturing a special one-off for the contract.

New bridge over the Fore River

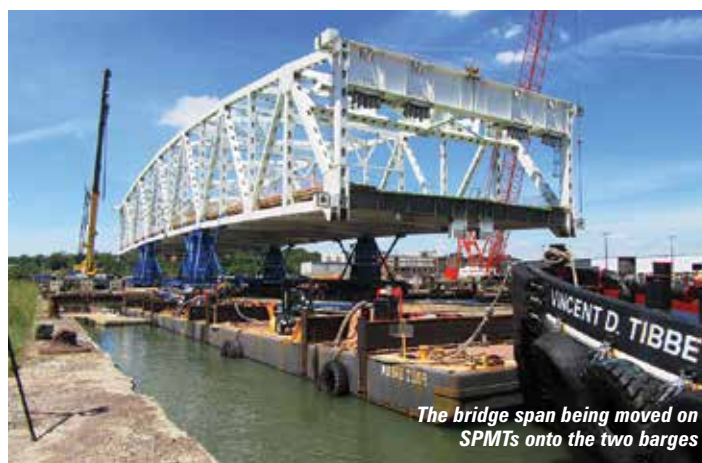
The temporary lift bridge over the Fore River between the Boston suburbs of Quincy and Weymouth, Massachusetts constructed in 2002 was recently replaced, through the state's Accelerated Bridge Program, as it could no longer safely carry the 32,000 cars that cross the river every day. The replacement steel vertical lift bridge was installed almost alongside the old structure and has an expected life span of 75 years.

Costing \$272 million, the new bridge has a much better clearance height when raised - 76 metres compared to 53 metres - allowing larger ships to pass into the Fore River's port area. With an improved 18.2 metre vertical clearance in its lowered position, most sailboats can also pass beneath the new bridge without the need to raise the lift span.

Challenges included building a bridge that would function well in cold and/or windy conditions with minimal long-term maintenance and minimal disruption to vehicle and water traffic during construction. Safety, as always, was a primary concern, particularly while lifting heavy loads into place from barges. Work began in 2013 constructing the pile foundations to support both the new road and the two lift towers which raise and lower the central bridge section. At the same time about half a mile down river, the 1,360 tonne steel lift span was constructed near the quayside.

Once ready Columbus, Mississippi-based Burkhalter Rigging attached four jack-up towers to the bridge section and then jacked all four towers up to load them on four, eight axle line SPMTs - one under each jack-up tower. They were then driven onto two side by side barges and once on board, the span was raised to 20 metres - the height needed for installation.

Burkhalter used Enerpac's JS-500 jack-up system with a capacity of 500 tonnes per tower - to lift the 1,360 tonne bridge span. Each leg of the jack-up tower contains four cylinders which lifted the load in one metre increments, with the one metre deep by two metres square tower boxes inserted using an automated system on each cycle. Once at the full 20 metre height, the barges were moved up river by tugs, passing under the old bridge before being manoeuvred into position between the newly constructed bridge towers. Once in position the jack-up system lowered the new



The bridge span being moved on SPMTs onto the two barges



The bridge span was floated into position



The new lift bridge span almost in position

span onto the lift mechanism. The connecting road was then completed and the old bridge removed. Despite challenges including potential storms, general bad weather and

working on moving water affected by two high tides and two low tides every 24 hours, the lift went off without a hitch.

High flyer

There can't be many people that specialise in heavy lifting and also have a business flying and selling aircraft. Mark Darwin visited managing director Bob Pooler of Shropshire based Pooler-LMT (Load Moving Technology) to find out more...

Bob Pooler has been in the heavy lifting sector for four decades and for the past 30 years or more with Pooler-LMT which specialises in the sales of Versa-Lift and Lowry heavy duty fork trucks together with other specialised lifting products such as gantries, Steerman Skates, hoists and jacks. The company has also recently been appointed Enerpac Integrated Solutions dealer for the UK for the sale of hydraulic gantries, jacking systems and modular trailers.

Pooler also has a passion for aviation and runs Aviat Aircraft UK which sells American built Aviat Husky two seat bush planes and Pitts high performance aerobatic aircraft. He is a CAA authorised aerobatic display pilot and during the summer months performs at local airshows, weddings and other public events. He is also chief flying instructor at the nearby Sleep Airfield near Wem just north of Shrewsbury.

His long history in cranes and heavy lifting started as a sales rep and technical manager for Sparrows Crane Hire in the UK in the 1970s. Before moving into the heavy lifting industry he worked for Villiers Engineering Company in Wolverhampton as a development engineer primarily working on the Starmaker, a 250cc two-stroke single cylinder engine that powered



Bob Pooler

Peter Inchley and his Villiers Special motorbike into third place in the 1966 Isle of Man TT race.

During his nine years at Sparrows, Pooler loved the heavy lifting business, particularly solving lifting problems. By the time he left the company he was manager of the heavy crane division.

"It was the heyday of UK crane hire when I was at Sparrows and I loved it. The company had the foresight to make large investments into the new large cranes and during that time purchased a £2.5 million, 1,000 tonne capacity Gottwald - the biggest in the world at the time - bought on spec without a particular contract in mind. However as soon as it was delivered it went straight out to work on building an oil refinery in Kalimantan, Indonesia and then on to New Zealand to undertake similar work."

After several years gaining



Pooler has a passion for aviation and also sells Pitts high performance aerobatic aircraft such as the one above

experience Sparrows shipped him off to the USA for five years where he became heavily involved with all the major US contractors such as Bechtel and Brown and Root.

"I was selling the company's lifting services to the US contractors building refineries in the Middle and Far East. Not wishing to return to the UK when my five years was up in the mid-1980s, I set up own company and was approached by 4-Point Lift Systems - the leading manufacturer of hydraulic gantries and lifting technology - whose equipment transformed certain sectors of the industry."

"Prior to using the gantries, the accepted method of lifting a 100 tonne press crown was in stages using a six inch stroke hydraulic jack and railway sleepers. The whole process had to be repeated so many times and two weeks later you ended up with a bird cage of timbers and the 100 tonne press about six metres in the air. It was time consuming and dangerous work and was totally transformed by using hydraulic gantries. Half a day was required to rig the gantry with beam and slings to lift the press in one go and then be moved into position and lowered. Two weeks work now took just half a day, transforming the safety and efficiency of lifting

and moving presses. Even if you could have managed to get a crane into position, it would be enormous and the cost astronomical. If you were a contractor erecting presses and machines and didn't have this equipment you were simply not competitive. You had to own a gantry."

Product developments

"Products have developed since then with improvements in the hydraulics along with the operating and control systems. The levelling and safety features in particular are much better as well as the cylinder designs. The long stroke cylinders need more overlap and tighter tolerances to prevent the banana effect from side loading when extended. Originally they used lift cylinders from large dump trucks which were not designed for high capacity vertical lifting. Later the cylinders were surrounded by a sliding box structure designed to handle the side loadings. Now we have a blend of the two - the smaller capacity gantries use simple cylinders, while the larger ones are boxed. Originally capacity was 400 tonnes rising to 800 tonnes."

Pooler was still working in the USA when strand jacks up to 600 tonnes became popular and he began



Pooler-LMT is the international dealer for Versa-Lift fork trucks



It also specialises in other lifting products such as gantries



Steerman LX skate kit.

working for PSC Freyssinet which adapted concrete pre-stressing technology to create a range of strand jacks. After he returned to the UK, 4-Point Lift Systems asked him to be its UK distributor and he sold the first system, a 400 tonne unit, to Lifting Gear Hire in Manchester. Having built a successful business though the late 1980s and the 1990s he established Steerman Engineering - alongside his distribution business - to manufacture machinery skates with nylon wheels. These had a number of novel features and were ideal for moving heavy loads up to 100 tonnes in industrial environments.

Steerman skates

While there were other manufacturers producing this type of equipment they were using welded parts which affected overall quality and performance. Pooler decided the best way to maximise the strength of the skate was to make the frame out of SG or malleable iron which has the benefits of cast iron but is not brittle and can take large loads. Another critical feature was the size of the wheels he used, which unlike the competition were narrow



One of 11 Versa-Lift's owned by Charles Russell Transport

enough to minimise scrubbing when turning a corner. The company and the products enjoyed considerable success to the point that he sold it to Yale Industrial products - now Columbus Mckinnon. Pooler is now the distributor. "It is weird selling products that we used to design and manufacture," he says.

Versa-Lift trucks

However the company's main product now is the Versa-Lift range of fork trucks. Pooler met Gary Dick - the designer and manufacturer - at an SC&RA meeting in Texas in 1999. Dick had just started building the first Versa-Lift truck, a blend of heavy fork lift and mobile crane. Features include a hydraulic vertical lift crane at the front, balanced by an extendable counterweight at the rear which increases lifting capacity by 40 percent when extended to its 1.2 metre maximum. Pooler brought the technology back from the USA selling the first unit to Alan Morris of Doncaster-based rental company AEM Lifting. Morris was initially interested in another fork truck Pooler was selling - the Lowry, a seven tonne Hyster, modified and beefed up to handle 10 tonnes - but changed his mind and ordered the Versa-Lift after looking at the specification sheet. Although Pooler had planned to rent machines as well as selling them, this initial sale to AEM, along with 20 more over the years - meant Pooler remained as a distributor and left the rental side of the business to others.

At the start there was only one Versa-Lift model available - the 40/60 with a 27 tonne capacity - but this has now grown to four models, ranging from the 25/35 to the 100/140.

"The Versa-Lift model numbering is quite easy to understand,"



Enerpac hydraulic gantries

says Pooler, "the first figure is the lift capacity in thousands of pounds with the counterweight retracted, and the second the capacity with it fully extended. So the smallest Versa-Lift 25/35 lifts 25,000lb (11,330kg) with the counterweight retracted and 35,000lbs (15,875kg) when extended.

Pooler-LMT is the international distributor for Versa-Lift covering most of the world apart from North and South America. There are currently around 120 units operating in the UK with AEM Lifting running a fleet of 20 rental machines while others such as Charles Russell Transport has 11 operated for their own contracting work. Only three of the largest 100/140s have been sold by Pooler - one in the UK, one in Germany and one to South Korea.

"We expected companies in China and the Far East to start copying the trucks but, so far there has been nothing," says Pooler. "The factory in the States is still family run and produces nine units a month.

We had a record year last year selling 35 machines, mostly in Europe, with the UK being the largest market. These machines last indefinitely when looked after - every machine we have sold since 1999 is still working. They also hold their value amazingly well - last year three 10 year old machines



Lowry forklift

were traded against new machines and the trade in value was exactly the same as the owner had paid for them new! They are still very popular and there is normally a waiting list."

Pooler still sells Lowry fork trucks however the company is owned by Manitex Lifting and Lowry's are a totally new design. The range fits in well beneath the Versa-Lifts - the largest Lowry is about 18 tonnes, while the smallest Versa-Lift is 16 tonnes.

Latest products

Pooler has also recently taken on Enerpac Integrated Solutions as sole dealer in the UK for its range of gantries, modular trailers and strand jacks. It has just delivered its first new Enerpac system - a 125 tonne, four leg SL125 system - to a specialist heavy lift and transport company in Nottingham. The system was earning money for the company the day after it was delivered.



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Skidding solution at mill

Installing two new boilers at Evergreen Packaging Canton paper mill located at the foot of the Smoky Mountains of North Carolina, USA presented huge logistical challenges which lifting specialist AME was called on to solve.

The boilers - each weighing 72.5 tonnes and measuring 14.6 metres long, by 3.65 metres wide and 4.8 metres high - were delivered by train to the mill's rail head. They then had to be unloaded and moved 60 metres to their final position, passing under a low overhead restriction, lifted into place and installed, all while the mill remained fully operational.

AME unloaded the boilers from the railcars with a gantry system, and when the plant was ready a 500 tonne Grove GMK 7550 All Terrain crane lifted the boilers with the help of a large spreader beam, slewing through 90 degrees to set them onto a 270 tonne capacity HT300 heavy track Hydra-Slide skidding system for the 61 metre ride to their final resting place. Clearance under the plants' overhead services was just 100mm but once through the restrictions there was more room and a second gantry system was used to lift the boilers into place.

Many complications

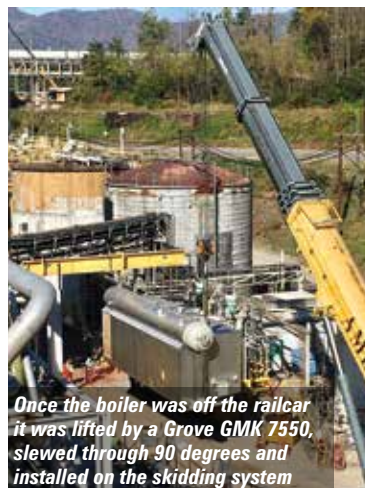
"The project had a number of complications to be overcome," said Jason Walker, senior project engineer at AME. "The rail head had

to be left free to allow uninterrupted use for production, the boilers had to pass through a low, narrow opening, and the weather could not be allowed to affect the already tight installation schedule. Also, the proximity of hazardous materials in chemical storage meant that every crew member had to carry emergency evacuation respirators throughout the process."

The HT300 was onsite for a month, including a week for delivery and assembly, two weeks in use and a final week for disassembly and load out. It took around three days to move each boiler from the rail lines to the foundations including delays caused by the ongoing operation of the mill, such as trains coming through the work area as well as steel and piping deliveries for other trades. However even with the delays, each boiler completed the 61 metres in around six hours.

Complete package

Hydra-Slide operations director Robert Young - on-site for the installation of the first boiler - said: "This was an exciting project and AME engineered an impressive, detailed multi-lift plan involving



Once the boiler was off the railcar it was lifted by a Grove GMK 7550, slewed through 90 degrees and installed on the skidding system



Transferring the boiler from the Hydra-Slide to the second gantry for installation on the foundations



The boilers had to be skidded into the mill under a pipe gallery and between two structures, with just inches to spare on all sides



Close up view of the boiler on the HT300 skidding system, travelling into the mill



The boiler was skidded using a 10-1G power unit and HT300 skidding system from Hydra-Slide. The equipment was chosen for its low profile and simple mobilisation

gantries, mobile crane, numerous material handlers and the HT300 skidding system - all working within an operating paper mill."

"The HT300 - suited to moving, loading or unloading all types of heavy loads where a rigid, load carrying track is required - presented an alternative to several other solutions considered by the AME team, including beams and dollies, plates and dollies, and multi-line transporters."

"The system has a total height of 180mm, saving jacking time and making it suitable for applications with reduced heights. The ratchet track design allows continuous movement and automatic resetting of push cylinders with no need for anyone to be close to the track during the move. The track and

skid shoes are fully bi-directional so loads can be moved in either direction by simply repositioning the push cylinders."

Walker added: "It was the only complete solution considering the dimensional constraints, safety and engineering concerns and speed and control issues, while offering ease of use and functionality. We needed a solution that was pre-engineered, simple in design and effective regardless of weather conditions. I wouldn't say the HT300 was purchased exclusively for this project, as we have been considering a system for some time, but it was the obvious choice in this instance. We intend to have the system for a very long time and it will replace the old practice of using beams and dollies."



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talked about
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Wet, cold and windy Bauma China

C&a

Bauma China

The atmosphere at this year's Bauma China at the end of November was even more subdued than the 2014 event, which itself was substantial less bubbly than 2012. The wet, cold weather certainly did not encourage a bright demeanour, however there was still a great deal to see in terms of new products and innovations. This year powered access products were clearly the 'flavour of the month', taking over from the big crane ego trips - with Sany, XCMG and others deciding to become full-line aerial lift producers.

Another interesting development was the number of new western orientated products launched at the show. These included Dingli's new 'Italian' boom lifts, specifically targeting more developed markets, Haulotte's new 86ft HT28 telescopic boom lift, Potain's all new hydraulic luffing tower crane, more Chinese Rough Terrain cranes and a few Chinese telehandlers.

The outside area of the show - dominated by cranes and access manufacturers - had plenty of vacant space, compared to prior years when it has been sold out. None of this changes the fact that Bauma China is now a major exhibition on the international

circuit, and in spite of the quieter nature of the event, many western exhibitors remain in favour of it replacing Intermat and becoming the 'third show on the three year circuit with Bauma and Conexpo. This would of course require the Bauma China organisers switching to a three year cycle from the current two years however given the slowing pace of Chinese product development this may well be the time to make that change?

The following photo tour will hopefully provide a flavour of Asia's big show and highlight some of the new products. Further photographic coverage can be found on www.vertical.net by putting Bauma China in the news search box.



XCMG announced 10 booms lifts up to 125ft - five straight telescopics topped by the GTBZ38S and five articulated boom lifts topped by the 79ft GTBZ 24A - along with seven electric scissor lifts topped by the 52ft GTJZ16. The biggest machine on display was the 98ft GTBZ30S. The gold painted boom lifts all looked very accomplished and the company is considering how to market them in Europe.



Dingli attracted the most attention with its new Magni designed Italian boom lifts. The new machines introduce a radical approach with the largest models looking technically very competitive. The smaller models are currently too heavy, some of this is down to sharing the componentry over the full line



Sunward's 55 tonne SWTC 55B tele crawler with 43.5m main boom



Runshare went for quantity



XJCM launched its first RT crane. It builds 300 cranes a year and is looking to export



Sinoboom showed a new 52ft Rough Terrain 2.27m wide diesel scissor lift, the GTJZ1623D its biggest to date with 680kg platform capacity



The 260 tonne Zoomlion ZCC2600 crawler



A special airline adapted Huabei scissor lift with lateral slide out deck extension



Bestamax had some interesting exhibits including a five metre push around electric scissor and mast-type lifts



Extreme showed a range of equipment including these 36m working height mast lifts



The 120 tonne Fuwa FWT120 telescopic crawler



The eight tonne 'prototype' Potain MCH 120 hydraulic luffer can handle 2,000kg on its 50m jib with the cab mounted on either side



The XCMG XGC100T telescopic crawler crane with 56 metre main boom



Genie showed its all-new 135ft SX135XC boom, along with two new slab scissor lifts built locally for the local market - the 32ft Reach X12 and the 38ft X14



A wet cold and windy show



The IPAF stand - outside for the first time



JLG showed its latest models including the 150ft 1500AJP, but launched a new locally built heavy-duty shipyard boom, the 110ft 1100SJ, available with or without articulated jib



Sany's Grove GTK inspired mobile tower crane



Comansa's first Chinese luffing jib tower crane - the CML190



Haulotte chose the show for the worldwide launch of its new 86ft HT28RTJ with both O and Pro specifications. While the machine design is classic, it does introduce significant new features including Stop Emissions idle stop and the Activ safety lights system



Goerly has a full range of Dingli copies



Mantall had no totally new models on show, but has fully upgraded its entire range - its stand was certainly busy



Another interesting new Sinoboom product was the 52ft compact electric articulated boom lift GTZZ16EJ



The largest crane at the show was the 1,200 tonne XCMG XCA 1200 with 102 metre boom on an eight axle carrier



Another new full range company - using JLG colours - is LCMG with a range that appears to copy, rather than innovate



C&A Bauma China

Sany showed a number of aerial lifts including four slab electric scissor lifts - the 19ft GKSDC06, 26ft GKSDC08, 32ft GKSD10 and 40ft GKSDC12 - all badged as Sany Palfinger, as well as the small truck mounts it launched two years ago



Dingli stand



A 35 tonne Magni heavy duty telehandler sold along with a big 360 to the Chinese Army



XCMG 30S boom



XCMG scissors



The three tonne capacity CBL industrial-type telehandler can lift 2,000kg to its 8.5m maximum height and take 1,000kg out to 4.5m

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Good timing for Conexpo



This year's big international construction equipment show is Conexpo and the timing for the three yearly show could not be more perfect, coming just weeks after Donald Trump will have become the 45th president of the United States. His pre and post election promises of a massive spending spree on infrastructure bodes well for the industry and by the time visitors arrive at Conexpo in early March we ought to have seen an indication of how rapidly he will be able to follow up on this commitment.

The last Conexpo in 2014 was relatively positive although market recovery was still quite fragile and uncertain. In terms of new cranes, telehandlers and aerial lifts there will be plenty to see especially from the big American manufacturers. It will also serve as the launch pad for a number of significant new products from European and Asian manufacturers, ranging from Liebherr's new Rough Terrain cranes to Dingli's new booms.



not bear comparison with Bauma for example - it is a very substantial and important event with most local companies using it as a focal point for three years of product development. Las Vegas also has plenty of 'pulling power' with its wide range of 'attractions' and it is also a perfect venue for an early March outdoor event.



We will be covering the event in full with a stand in the Gold hall alongside the main crane and access exhibitors, with a full preview in the next issue of the magazine. Most importantly the bi-lingual - Spanish and English - Vertical Guide to Conexpo will be distributed in advance on-line and in print at the show. While not the largest equipment show - it does

Getting there is relatively easy these days with direct flights from a wide range of domestic and international airports and numerous transit possibilities. This year it follows immediately on the tail of the American Rental Association's Rental Show in Orlando, and if you have the time you can visit that first with a few days in between to get to Las Vegas.



Liebherr LRT 1090-2.1



Manitowoc will feature the MLC650 with VPC-MAX and new boom inserts at CONEXPO 2017

Here are just a few product launches to expect.

The Liebherr stand will be busy with everyone eager to see the new 90 and 100 tonne Rough Terrain cranes, the LRT-1090 2.1 with a full power 47 metre boom on the LRT-1100 2.1 with 50 metre telematik pinned boom. The company will also show its new 81 K.1 self-erecting tower crane, an upgrade of the 81 K with Load-Plus function and duty cycle crawler and foundation cranes.

Caterpillar will unveil its new 14 metre/5,000kg TH514D telehandler with three-section boom and a Tier 4 Final compliant engine. With numerous new features and options such as a reverse object detection system, an advanced display screen and a reversing camera.

Linden Comansa will show a luffing jib tower crane for the first time in North America with its LCL310 which has capacities of up to 24 tonnes and jibs to 60 metres.

On the Manitowoc stand you

will find the new 80 tonne Grove GRT880 with its 41 metre main boom. Other Groves will include the 150 tonne GMK5150L and 250 tonne GMK5250L five axle All Terrains. Potain will unveil the new Hup 40-30 self-erecting tower crane with 40 metre jib and four tonne maximum capacity, alongside a 20 tonne Potain MD 559. A National Crane



Grove GRT880



Potain Hup 40-30



Genie will have several new booms on show

boom truck from its new NBT40-1 series with aerial lift options will also be on the stand along with a **Manitowoc** MLC650 crawler crane be equipped with its VPC-MAX super lift and luffing jib attachments.

Link Belt will launch its largest telescopic crawler crane so far, the 227 tonne TCC-2500 with seven section, 67.9 metre pinned main boom which can be further extended with a three piece - 3.6, 12.1, and 20.4 metre - bi-fold 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. It will also show its latest lattice crawlers including the new 117 tonne 228 HSL.

link Belt
TCC-2500

Skyjack SJ1256TH

The stars of the **Skyjack** stand will be the new 85ft SJ85AJ articulated boom lift with 17 metres outreach, 10.3 metres up and over reach with true vertical rise, and dual 340/227kg platform capacity. It will also unveil its latest telehandler - the 17 metre/5.4 tonne SJ1256 TH - with Deutz TCD3.6 Tier 4 Final engine DEF fluid, but no diesel particulate filter.

JLG says that it will show nine new products including booms, scissor lifts and telehandlers. It will also include a number of its more popular and recently launched models such as the new 1500AJ 150ft articulated boom lift and new Tier 4 telehandlers.

Haulotte will use the event to show its new 86ft telescopic boom lift the HT280RTO and HT28 with its innovative Activ Lighting system and Stop Emission engine interrupt system. The new machine offers almost 24 metres of outreach and 230kg unrestricted platform capacity.

For **Terex** Conexpo will be the first public event since offloading its Construction, Port and Industrial crane business, leaving the stand focused on cranes, aerial lifts, telehandlers and Powerscreen divisions. The crane division will show models from its **Terex** and **Demag** ranges including a new Chinese built 300 tonne LC 300

lattice boom crawler crane - the LC330 in the USA. The crane will have a boom length of 84 metres, and a 72 metre luffing jib 72. Maximum system length is 132 metres.

capacity as well as its new tilt cut-out system. Also look for its new 135ft SX 135XC and possibly a 125ft version and possibly an updated version of its ZX-135.

Conexpo will also be the first chance to learn more about the merger of **Kobelco** Cranes and Kobelco Construction USA which completes just before the show opens.

Finally loader crane manufacturer **Atlas** will have a joint stand with its new crane distributor Irving Equipment and some interesting new products.

More details next month.



Haulotte HT28



Link Belt 228 HSL



JLG 1500AJP



JLG G15-44A

The Terex
LC330 will
be built at
the Terex
plant in
Jinan plant
in China.

The show will be a major event for **Genie**, as it unveils its new global models with standard overload protection and XC dual platform

Practical details

When: March 7th to 11th 2017

Hours: Tuesday, March 7th - Friday, March 10th 9:00 to 17:00
Saturday, March 11th 9:00 to 15:00

Where: Las Vegas Convention centre

Registration: You can register online at a cost of \$195 if you book before the event opens and \$249 at the gate. Manufacturers may be able to offer you a courtesy badge which at these prices is naturally worth having. They can be collected at the airport or at several hotels, a badge also entitles you to ride the monorail free of charge.

Hotels: One good thing about Las Vegas is the number of hotels in the immediate vicinity, these can be booked online at the same time as you register for the show.

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A look back at 2016

Political events during 2016 fell mainly into the shock category and included the British prime minister David Cameron falling on his sword following the Brexit vote and Donald Trump's victory in the USA. Terrorism was never far from the headlines with several events early in the year including the Brussels explosions which killed 34, double that in the Pakistan Easter attack and even more in Nice, France when a truck drove into a crowd during July 14th celebrations.

Generally, the economy around the world was reasonable with oil prices rising from the lows of 2015. The cranes, access and telehandler sectors were once again generally busy but several major manufacturers struggled as uncertainty and low oil prices choked off investment. The following are some of the industry news highlights.



Federal Signal sells Bronto Skylift to Japan's leading producer of fire-fighting equipment Morita for €80 million.

UK-based Baldwins crane Hire was fined £900,000 after being found guilty of the corporate manslaughter of operator Lindsay Easton due to crane brake failures from lack of maintenance.

Kato delivers one of the first new 20 tonne CR-200Ri city type All Terrain cranes to Coussens of Bexhill in the UK

UK rental companies Speedy and HSS dismiss any discussions regarding a possible merger.

New York crane owner James Lomma files for Chapter 11 bankruptcy after the families of two men who died in a 2008 tower crane collapse - won a civil action for \$96 million.



Jimmy Lomma

Chinese aerial lift manufacturer Dingli appoints Andy Northwood as its first European sales representative to sell direct in the UK.

Manitowoc Cranes appoints Barry Pennypacker as chief executive.

Five senior officials are found guilty in Saudi Arabia of involvement in the failures leading to the overturn of the 1,350 tonne crawler crane that killed 111 people at Mecca's Grand Mosque in September 2015.

Zoomlion makes a \$3.25 billion hostile bid for Terex.

Versalift distributor Time France launched its own range of van mounted aerial lifts under the Klubb brand and severed all ties with Versalift.



Dingli purchases a 20 percent stake in Italian telehandler manufacturer Magni for €14.4 million.

Mr. Riccardo Magni and Mr. Xu Sughen.



Valla launches an all-new nine tonne pick & carry crawler crane, the 90TRX.

Dutch rental company HWS is acquired by three ex-Rival veterans Dick Schalekamp, Allard May and Coert Nodelijk.

Lavendon orders 42 Ruthmann truck mounted lifts worth €7.3 million.

ALE reveals plans to build a 3,400 tonne, heavy-duty jib for its ultra-heavy lift AL.SK190 and AL.SK350 cranes.



APS/IAPS completes the redesign of the Aldercote van mounted lift range.

Grove launches the new four axle 100 tonne GMK4100L-1 All Terrain crane.



The company formed by merging Fork Rent and One Call Hire rebrands as Ardent Hire Solutions.

UK rental company Hewden takes delivery of 21 new Tadano cranes from 70 to 220 tonnes worth £11.5 million.

Snorkel launches two small electric scissor lifts - the 15ft S3215E and 20ft S3220E.

Manitowoc suspends production at its Passo Fundo plant in Brazil.

Omme Lift launches a new 13 metre trailer lift - the 1300 e - and a new boom system for its 37 metre spider lift the 3710 RBDJ.

Haulotte launches three heavy-duty telehandlers with lift capacities of 5.2, 6.5 and 7.2 tonnes and lift heights of eight and 10 metres.



Ascendant Access launches an 18 metre tracked All Terrain work platform, the A18-13TJ.



Skyjack unveils three new products - the 40ft SJIII 4740 DC Scissor lift, the 36ft SJ30 ARJE boom lift and 17 metre SJ1056 TH telehandler.

Skyjack SJ30





UK-based **Falcon Crane Hire** pleads guilty to failures in the Battersea tower crane collapse in 2006 after charges against managing director **Doug Genge** were dropped.

Genie launches the 60ft Z60/37DC electric articulated boom lift with 4x4 AC wheel motor drive and oscillating axle.

MEC launches the 13ft 3130SE micro scissor.

Zoomlion increases its offer for Terex to \$3.4 billion following **Terex's** decision to suspend merger planning with Finland's **Konecrane**.

Tadano Mantis launches a new 80 tonne Global Telescopic Crawler crane - the GTC-800

Maeda unveils the six tonne CC1485S-1 mini crawler crane replacing the LC1385.



Vp, owner of **UK Forks** acquires spider lift rental specialist Higher access for £4.1 million.

Japanese rental company **Nishio Rental** acquires an 80 percent stake in **Skyreach**, one of Australia's largest privately-owned powered access rental companies.



Dutch rental company **Kuiphuis Kraanverhuur** introduces a seven tonne HRP477R crawler mounted self-erecting tower crane using a **Spierings SK 477-AT4** superstructure.



Vertikal.net celebrates its 15th anniversary at **Bauma**.



Kobelco ships its biggest crawler crane to date - the 1,250 tonne S116000J-H - to lead customer Japanese crane rental company **MIC**.

Ruthmann acquires a 60 percent stake in Italian company **Marti Group**, owner of **Bluelift** spider lifts and **RAM** truck mounted lifts.

German manufacturer **Böcker** launches a spider crane/access platform with a 36 metre boom and 2,400kg maximum capacity.

Liebherr unveils the 450 tonne, eight axle LTM 1450-8.1 All Terrain crane at **Bauma**.

Terex Cranes reintroduces the **Demag** brand and AC/CC nomenclature for All-Terrains of 100 tonnes and over and crawler cranes over 400 tonnes capacity.

Teupen's 40 metre Puma 42GTX mounted on a Menzi walking spider chassis is one of the highlights at **Bauma**.

Bronto launches the 70 metre S70XR - the largest platform with an overall length of under 12 metres, on a 32 tonne four axle chassis.

Potain unveils the four tonne **Hup 32-27** self-erecting tower crane replacing the Igo.



ALE announces plans for the 8,000 tonne capacity the AL.SK700 heavy lift crane with a load moment of 708,000 tonne metres.

Ruthmann launches the radical 51 metre two axle T510 HF truck mounted lift.

JCB builds its 200,000th telehandler, having launched its first unit in October 1977.

JLG launches the world's largest articulated boom - the 150ft 1500AJP - with 23.5 metres of outreach and 18.3 metres up and over reach.



Zoomlion terminates its bid for the **Terex**.

Terex sells its **Demag** overhead crane and Gottwald port crane business to Finland's **Konecranes**.



Dick Schalekamp, **Coert Nodelijk** and **Allard Majij** acquire **Eurosupply Hoogwerksystemen** the Netherlands dealer for **Niftylift**.

Teupen launches five new Leo spider lifts which use a modular concept and the latest high-strength steels.

Palfinger Marine acquires the **Harding Group** from Norwegian private equity fund **Herkules Capital**.



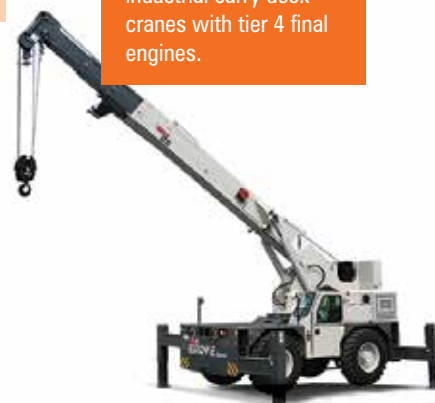
GGR unveils the UK's largest vacuum lifter, the 6,000kg Hydraulica 6000.

Apollo Global Management acquires US-based crane rental companies **AmQuip** and **Maxim Crane Works**.

Dingli Australia retrofits additional counterweight to its early slab scissor lifts to comply with Australian Standards for full outdoor rating.

Italy's **GSR** establishes a direct sales operation in the UK.

Grove upgrades its industrial carry deck cranes with tier 4 final engines.





King Vehicle Engineering - the parent of **Skyking** and the UK distributor for **Palfinger Platforms** - is acquired by **H W Martin Group**.



Raimondi Cranes unveils the 10 tonne, 65 metre jib MRT159 flat-top tower crane.

Thai rental company **The Crane** - a subsidiary of **Chu Kai** - adds a new 1,250 tonne **Terex CC6800** crawler crane to its fleet, the first in Thailand.

TVH acquires Romania's **Industrial Access** from **Balkan Accession Fund** and founder **Stefan Ponea**.

Custom Equipment appoints Netherlands-based **Collé Rental & Sales** as European master distributor for its Hybrid low level scissor lifts.



Custom Hy-Brid 1030 Scissor-Lift

Teupen formally opens its new UK facility in Bromsgrove, Worcestershire.

The joint owners of **Nordic Crane Group, Kynningsrud** and **Stangeland Gruppen** split the business into two and go their own ways.

Liebherr combines most of its business in the USA under a single corporation - **Liebherr USA**.

Liebherr books the 20th sale of the new 500 tonne LR1500 crawler crane launched at **Bauma**.

Lifting gear and materials handling specialist, **Interlift** adds six new UK locations following its acquisition by **Hewden**.

The **Australian Competition and Consumer Commission** issues a recall notice for seven **Tadano** All Terrain cranes over a braking issue.



Nationwide Platforms in the UK takes delivery of 35 new **Hinowa** spider lifts.

Klubb appoints **Kraan & Truck Service (KTS) Maes** and **Mondia** as distributors for the Netherlands, Flemish Belgium and Wallonia respectively.

The 10th annual **Vertikal Days** attracts a record number of visitors and exhibitors.



The four senior directors of UK crane rental company **Baldwins** have their right to hold a transport licence revoked and are disqualified along with up to 18 drivers caught falsifying records.

Belgian tower crane specialist **Arcomet** takes a majority stake in a new venture with UK-based **Skyline Tower Cranes Services**.



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Hiab launches several new cranes topped by the X-HiPro 558 - which it claims is the strongest crane that will fit on a three axle truck.

Böcker delivers the first 2.4 tonne RK36-2400 spider crane to Lift mini cranes in the UK.

Manitowoc relocates all crawler crane manufacturing from Manitowoc, Wisconsin to the **Grove** plant in Shady Grove, Pennsylvania.

UK-based **Ainscough Crane Hire** appoints **Janet Entwistle** as chief executive following the resignation of **Robin Richardson**.



ISO publishes a new standard ISO 11031 for tower cranes working in areas at risk of earthquakes.

Speedy sells its fleet of larger earthmoving and road equipment to **Ardent Hire** for £14.9 million.

Raimondi Cranes starts shipping its new 14 tonne LR213 luffing jib tower crane and appoints **Bennetts Cranes** as its dealer for England, Scotland and Wales.

Ritchie Bros acquires on-line competitor **Iron Planet** for around \$785.5 million.

UK-based **Access Platform Sales** (APS) launches a new 14 metre **Aldercote** lift on a 3.5 tonne **Ford** Transit van.

Terex Cranes closes its plant in Waverly, Iowa transferring production to the Terex plant in Oklahoma.



Wolf Haessler and the WolfLift team

Wolf Haessler's WolfLift ships its first products to customers in North America.

The 4,300 tonne **ALE** AL.SK190 heavy lift crane performs its first lift at a petrochemical plant in Aliaga, Turkey.



Genie launches the high capacity 135ft SX-135 XC telescopic boom lift mounted on a new, 'mini' version of its X-chassis.



Fassi takes a 33.3 percent stake in spider/mini crane manufacturer **Jekko** from owner **Ormet**.

Mammoet and Stoof Engineering and Innovation develop a 24,000 tonne ultra-heavy lift crane.

Palfinger Platforms Italy and **Palazzani** agree an OEM deal for Palazzani to provide Palfinger branded spider lifts.

UK-based **AFI** acquires **Rapid Platforms**.

Genie acquires UK service and repair business **PSR** from **IAPS** as a stand-alone operation within the Genie Services Solutions.

Jeremy Fish is appointed chief executive of **Ardent Hire Solutions** - the UK's largest telehandler rental company after resigning as managing director of **Nationwide Platforms**.



Potain launches the second unit in its Hup tower crane range, the Hup 40-30.

John Ball is appointed independent chairman of the UK's **Access Link**.

Klubb unveils the KAT42, a 13.8 metre articulated boom lift on a **Renault** Alaskan pick-up truck.

The core fleet of US-based crawler crane company **Essex Crane Rental** together with three facilities are sold to **Maxim crane Works** for \$75 million.

Tower crane manufacturer **Comansa** announces the CM1600 series of four Chinese built flat-top tower cranes with capacities of 10 and 12 tonnes.



Alimak sells its US rental business to **Bigge Crane and Rigging** for \$2.4 million.



Dingli launches eight new boom lifts with working heights of 14, 18, 22 and 28 metres designed by Italian telehandler specialist **Magni**.



Steve Dean acquires **Redwood Engineering**, owner of **Ascendant Access** from **Facelift**.

Link-Belt announces its largest telescopic crawler - the 227 tonne TCC-2500 - with a 67.9 metre boom and maximum tip height of 105.5 metres.

Potain launches Chinese versions of its MCR 295 luffing jib tower crane for Asia-Pacific, Middle East, Africa and South America.

Kato acquires **IHI Construction Machinery** including IHI crawler cranes and mini excavators.

The **American Rental Association** (ARA) appoints **Tony Conant** as chief executive succeeding **Christine Wehrman** who is retiring.



Liebherr announces a return to the Rough Terrain crane market in 2017, with the 90 tonne LRT 1090-2.1 and 100 tonne IRT 1100-2.1

A-Plant orders 1,200 **JCB** telehandlers and other equipment, in a deal worth £35 million.

Alimak acquires Australia's **Facade Access Group** for a\$120 million (\$91 million).


Euro Mechanical Handling (EMH) of Glasgow, Scotland,

acquires **Active Rentals** from **Andrew McCusker**.

Comansa CM launches its first luffing jib tower crane at **Bauma China**.




Terex reveals details of a new 300 tonne LC 300 lattice boom crawler crane.

Alan Rickman, actor and director (b. 1946) 

Pierre Boulez, composer - conductor (b. 1925)

André Courrèges, French fashion designer (b. 1923)


David Bowie, singer, songwriter (b. 1947) 

Frank Finlay, British actor (b. 1926)

Terry Wogan, broadcaster (b. 1938)

Boutros Boutros-Ghali, Secretary-General of the UN (b. 1922)

Harper Lee, writer - To kill a mockingbird (b. 1926)

Nancy Reagan, American actress, First Lady of the United States (b. 1921) 

George Martin, record producer, composer (b. 1926)

Morley Safer American broadcaster (b.1931)

Al Molinari actor Happy days (b.1919)

Jim Prior UK MP/minister (b. 1927)

Anker Jørgensen, ex-prime minister of Denmark (b. 1922)

Piet de Jong, ex-prime minister of the Netherlands (b. 1915) 


Ken Howard, American actor (b. 1944)

Johan Cruyff, Dutch footballer/manager (b. 1947)

Garry Shandling, American actor and comedian (b. 1949)

Patty Duke, American actress (b. 1946)

Margot Honecker, East German politician (b. 1927)


Muhammad Ali, boxer sport personality (b. 1942) 

Michel Rocard, ex-prime minister of France (b. 1930)

Jerry Doyle, American talk show host and actor (b. 1956)

Gerald Grosvenor, Duke of Westminster (b. 1951)

Kenny Baker, British actor (b. 1934)


Prince, singer-songwriter (b.1958) 

Lou Pearlman, American music manager and record producer (b. 1954)

Zsa Zsa Gabor, actress age (b 1917)

Toots Thielemans, Belgian jazz musician (b. 1922)

Alexis Arquette, American actress (b. 1969)


Arnold Palmer, golfer (b. 1929) 

Neville Marriner, British conductor (b. 1924)


Bhumibol Adulyadej (Rama IX), King of Thailand (b. 1927)

Bobby Vee, American pop singer (b. 1943)

Carlos Alberto Torres, Brazilian footballer (b. 1944)

Leonard Cohen, singer, songwriter and poet (b. 1934) 


Janet Reno, American lawyer (b. 1938)

Shimon Peres, ex-prime minister of Israel (b. 1923) 

Robert Vaughn, American actor - Man from Uncle (b. 1932)

Ron Glass, American actor (b. 1945)

Gene Wilder, actor (b. 1933)

Andrew Sachs, British actor Manuel - Fawlty Towers (b. 1930) 

Fidel Castro ex-president of Cuba (b. 1926)


David Hamilton, British photographer (b. 1933)

Peter Vaughan, British actor (b. 1923)


Victoria Wood, comedian (b.1953)

Paul Daniels, magician (b.1938)


David Gest, producer (b.1953)

John Glenn, astronaut and American politician (b. 1921) 

Jean Alexander, actor (Hilda Ogden-Coronation St) (b.1926)

George Michael, singer, songwriter (b. 1963) 

Debbie Reynolds, American actress, singer and dancer (b. 1932)


Carrie Fisher, American actress (b. 1956) 

Richard Adams, novelist of Watership Down (b. 1920)

Crane/Access industry deaths

January


John Colclough, previously sales manager at Aerial Access, died suddenly on December 25th.

Stephen Rodgers, 1951-2015 founder of UK Platforms previously with PTP and Ainscough Access 

March


Thomas 'Tom' Bennett, 1943-2016, former chief executive of Prime Equipment/RSC - from cancer


April

Christopher J. Dossin, 1955-2016, Economy/Snorkel, Skyjack, Custom Equipment and High Reach Solutions. 

Brian Sylvester, 1943-2016, UK crane operator, technician and salesman with Richards & Wallington Crane Hire/BCHC then CTI -PAT, after a long illness


May


Paul Bidwell 1957-2016, marketing manager Manitou, UK 


Chester 'Chet' Zerillo, 1945-2016, Empire Crane 

June

Christopher J. Dawe, Comansa


Graham Heasman, 1954-2016, UK-based training manager for JLG 

Gordon Sparrow, 1933-2016, Founder Sparrows Crane Hire, Sparrows Offshore 


Béatrice Saubot, 1943-2016, Wife of Haulotte's Pierre Saubot 

July

Paul Ingleton, 1968-2016, UK tower crane operator

Tony Clark, 1940-2016, Gala Engineering /Simon Gala 

November

John Jennings, 1945-2016, Clements Plant Hire, UK 

December

Evelyn Low, 1980-2016 of IPAF Singapore office 



World Events..World Events..World

January

The World Health Organisation confirms Zika virus outbreak.

February

North Korea launches a long-range rocket, violating UN treaties.

March

Bombings in Brussels, Belgium kill 32 and injure 250. IS claims responsibility for the attacks.



A blast in Lahore, Pakistan, kills 75 and injures 340 a militant Islamic organisation claims responsibility.

Ex-Bosnian Serb leader Radovan Karadžić is sentenced to 40 years in prison for genocide and crimes against humanity.

April

The 'Panama Papers' - millions of confidential documents revealing details of how the world's richest people funnel assets offshore are leaked.

May

EgyptAir Flight 804 flying from Paris to Cairo crashes over the Mediterranean with 66 people on board.

June

The Gotthard Base Tunnel, the world's longest and deepest railway tunnel, is opened.

The UK votes in a referendum to leave the European Union.



July

NASA's Juno spacecraft enters orbit around Jupiter.

The final video cassette recorder is manufactured by Japanese company Funai.

'Solar Impulse 2' becomes the first solar-powered aircraft to circumnavigate the Earth.

August

The 2016 Summer Olympics are held in Rio de Janeiro, Brazil.



September

The government of North Korea conducts its fifth nuclear test.

The US and China both ratify the Paris global climate agreement.

Two paintings by Vincent Van Gogh - stolen in 2002 from a museum in Amsterdam - and worth \$100 million, are recovered.

Pope Francis canonises Mother Teresa, making her Saint Teresa.

October

The Nobel Prize for Literature goes to Bob Dylan.

UK pardons 65,000 men convicted as homosexuals under the 'Gross Indecency' legislation - 15,000 of them are still alive.

November

The UK High Court rules that Parliament must approve the filing of Article 50 to start the process of leaving the European Union.

Donald Trump defeats Hillary Clinton to become the 45th president of the United States.



Fidel Castro dies at the age of 90.

December

French president François Hollande announces that he will not seek re-election.

Italian prime minister Matteo Renzi resigns.

Two bombs go off outside a football stadium in Istanbul, Turkey, killing 38 and injuring 155.

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Fines and prison sentence for dangerous steel worker

Balancing dangerously on scaffold cost the employee of a steel erector almost £4,500 for working unsafely at height on a hotel development in Manchester, UK in January 2015. A member of the public spotted David Mullholland balancing on scaffold tubes in the rain whilst working on the roof. Instead of using the scaffold tower provided he climbed up the scaffold to hammer the steel beams into place. A full-time on-site scaffolder was available for the contractors to utilise to ensure safe working platforms were in place. Mullholland was sentenced to six months suspended prison sentence, fined £1,400 plus costs of £2,939.

HSE inspector Matt Greenly said: "David Mullholland failed in his duty to protect his own safety at work and placed others at risk had he dropped any tool from the position he was seen in, some 27 metres above street level. He said that he did not appreciate how high he was. It is a matter of pure luck that no-one was injured or killed. My thanks go to the member of the public who reported their concern to us, as they have been instrumental in saving the life of Mr Mulholland and arguably anyone below him at that time."

Dodgy ladder costs Volvo £900,000+

Volvo UK has been fined £900,000 plus £5,820 for an incident in which an employee was seriously injured following a fall from a worn step ladder in September 2015. The man was servicing a delivery truck and repairing the driver's cab access grab when he fell off the ladder, hit his head and lost consciousness. He developed swelling on his brain and was placed in a medically induced coma for two weeks. According to the HSE, he is still unable to return to work. An investigation found that the company had not trained its staff in the safe use of the available access equipment and that the step ladder was not in a good condition.

HSE inspector Nick Wright said: "This worker suffered life changing injuries that could have been prevented by simple health and safety precautions. For two weeks his family was told to prepare for the worst. This case is not about banning ladders - on many occasions they are the right equipment to use when working at height - it is about companies ensuring they properly maintain this equipment and train their workers on how to inspect them and select the correct tools for the job. As this case shows, even a fall from a relatively small height can have devastating consequences."



Contributory negligence

An employee of a tree company in Granite City, Illinois is disciplined for being contributorily negligent when he fell from a work platform while trimming trees in the town.

The employee, Toby Thomas, filed a counter complaint against his employer Hanfelder's Tree Service alleging that it failed to provide a well-maintained bucket truck and safety harness worker's compensation insurance - surprisingly no mention was made of training. Thomas is now looking for \$50,000 for having sustained disabling and disfiguring injuries, pain and mental anguish, lost wages and medical expenses.

Three metre fall costs £22k

A UK-based air conditioning maintenance company, ICH of Leeds, was fined £20,000 plus costs of £1,050, after an employee fell from a platform while working at Iceland Foods in Clayton, Manchester in June 2015. The man and another engineer were replacing a motor in an air handling unit from a platform, when the man stepped backwards off the platform and fell through a false ceiling to the ground.

Training brokerage

UK-based powered access, telehandler and training group AFI has established an online training brokerage business - Find My Training. The new company uses its website to collate health, safety, construction and working at height training courses throughout the UK, with the aim to make it easier to search and book a particular course at a convenient time and location. Accredited courses available will include IPAF, PASMA, CITB, SMSTS, SSSTS, SQA, NRSWA, IOSH, NEBOSH and First Aid courses.



Who trained them then?

Spotted in Bristol, UK last month, a man working on a building from an open pallet on a forklift directly above spiked railings. The location? Next door to a platform rental depot with machines in stock!



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Stability and leg deployment

The ALLMI Technical Standards Committee has updated its guidance on stabiliser legs sometimes lifting clear of the ground during lorry loader operation (on the non-lifting side). The committee chairman and ALLMI technical manager Keith Silvester said: "ALLMI initially produced guidance on this subject several years ago, following queries from sites, but this has recently been revised by our Technical Standards Committee so that it now contains references to the latest version of BS EN12999. The guidance explains the process of stability testing that the lorry loader will have been subjected to, and it also differentiates between the structure of a lorry loader and a mobile crane, for which a lack of understanding can sometimes add to the confusion among those working on site.

In conjunction with the launch of this revised guidance, ALLMI has also reminded members of its 'Information for Sites' document. This provides guidance for sites on how to identify whether stabiliser legs are correctly deployed, and so ties in well with the recent update from the Technical Standards Committee. It also includes an explanation of the types of lorry loader documentation which sites should reasonably expect to see.

"The aim of both of these guidance documents is to assist in educating all parts of the industry, thereby facilitating a consistent and informed approach on lorry loader related matters and ensuring conformity with legislation and good practice," added Silvester.

To obtain copies of these documents, see the ALLMI contact details below.

Audit team expansion

Wayne Clarke of Cheshire Training Solutions and Kevin Bennison of SWL Training have joined ALLMI's instructor auditing team. ALLMI's team of auditors plays a vital role in the maintenance and development of training standards throughout the UK and Ireland, monitoring the delivery of operator courses to ensure that scheme requirements are upheld.

Chief executive Tom Wakefield said: "ALLMI instructors are regularly audited on an unannounced basis. With this practice forming such a crucial part of the accreditation system, auditors not only need to be experienced ALLMI instructors with a significant degree of industry knowledge, but also have to undergo a detailed Auditor Development Programme before being approved for the process.

With our instructor base growing significantly year on year, it is important that we continually strengthen in terms of auditing resource and so we are delighted to welcome Wayne and Kevin onto the team."



Wayne Clarke



Kevin Bennison



New Product Familiarisation guidance

ALLMI has released its new guidance on Product Familiarisation following an industry-wide consultation process which took place throughout 2016. Developed in conjunction with both the ALLMI Operators' Forum Executive Committee and the ALLMI Technical Standards Committee, the guidance contains a template form to be used by those carrying out product familiarisation, as well as a supporting document explaining each of the areas to be covered during the process.

Technical manager, Keith Silvester said: "There is a clear legal duty on the part of the employer and the employee for lorry loaders to be operated safely, and an important aspect of ensuring this is for the operator to be fully conversant with the lorry loader being used. Therefore, the operator must not only undergo the appropriate basic training, but also receive machine familiarisation at the point of handover. It is essential that the operator is familiarised with any features that are specific to that particular type of lorry loader, because with manufacturers continually improving their designs, experience of using one make/model of crane does not mean that an operator will be conversant with any other."

ALLMI chief executive Tom Wakefield, added "All parties need to understand the importance of product familiarisation and the significant problems that can occur when it does not take place, or when it is not carried out to the correct standard. The importance of documenting the process should also be fully appreciated, and this includes situations where a customer declines the offer of familiarisation, in which case their response should be appropriately recorded and signed off."

The following are just some of the areas covered by ALLMI's documentation:

- Rated capacity load charts
- Safety systems
- Air suspension
- Crane & attachment functions
- Control levers/remote controls
- Operator checks & maintenance
- Un-stowing/stowing functions
- Documentation
- Stabiliser deployment/stowing

ALLMI's product familiarisation guidance is freely available to all interested parties - readers are encouraged to contact the association to obtain a copy of this documentation, or to request assistance in relation to this important topic.



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Safe Loading and Unloading Best Practice Guide now available

Play your part in preventing accidents by familiarising yourself with IPAF's latest guidance relating to delivery drivers and the management of safe loading and unloading of aerial lifts. The following new documents are now available for download at www.ipaf.org/load

- IPAF Load and Unload - Best Practice Guide - identifies the responsibilities of contractors, rental companies, transporters and drivers when planning and carrying out loading/unloading activities
- Guidance on Loading and Unloading MEWPs on the Public Roadway

With more than a third of aerial work platform related incidents reported by rental companies involving delivery drivers it's important to be aware of common hazards and to know your responsibilities. Millions of deliveries or collections of platforms take place each year on sites across the UK. Delivery drivers play a vital role. Any incident involving drivers during delivery and collection of an aerial lift has the potential to be serious.

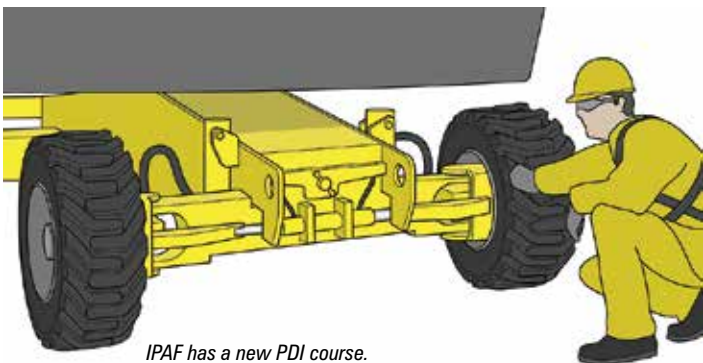
To read the full article on Safe Loading and Unloading, please see page 14 of Powered Access at: <http://www.ipaf.org/en/publications>



IPAF launches Pre-Delivery Inspection course

Contractors and end-users who need staff to perform pre-delivery/in-service inspections of aerial work platforms in a structured and systematic way can turn to IPAF's new pre delivery inspection (PDI) course. The course enables attendees to conduct a PDI to verify that a work platform is functioning correctly, is safe and ready for rental or sale. The course is targeted at new service technicians/mechanics or yard-based personnel. The one-day course gives a rounded approach to PDIs, going from relevant legislation and legal requirements for a PDI, to common faults, when to pass or fail a machine under inspection, and how to conduct a PDI for specific categories of lift. It features group exercises and hands-on practice, and includes a theory and a practical test.

IPAF training centres offering the PDI course can be found using the training centre locator at www.ipaf.org.



IPAF has a new PDI course.



IPAF at Bauma China

More IPAF operator training centres in China

IPAF operator training is now available at five accredited training centres in mainland China and Hong Kong. The training courses are available in both simplified and traditional Chinese from IPAF-accredited training centres Haulotte, JLG, Sinoboom and Tianjin Prosperity in mainland China, whilst Modern is currently the sole accredited IPAF training centre in Hong Kong.

IPAF chief executive Tim Whiteman said: "We are delighted to be working with these companies to bring professional operator training to China, their support is much appreciated. We welcome applications from other established companies interested in becoming IPAF accredited training centres in China."

IPAF's stand at Bauma China in late November featured IPAF's mascot character Andy Access, who features in a poster campaign designed to highlight typical operator mistakes and emphasise the importance of quality operator training. The posters were developed after analysis of IPAF's global accident reporting project. Free posters are available in eight languages including simplified and traditional Chinese. These can be downloaded from: www.ipaf.org/andyaccess

IAPAs deadline extended

The presentation of IPAF's International Awards for Powered Access (IAPAs) 2017 will be held on 4th April 2017, in Wembley, London, UK. The deadline for award entries was further extended to Thursday 12th January in order to encourage more entrants.

The ninth IAPA awards will take place on the same day as the IPAF Summit at the Hilton London, Wembley, 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.



IPAF's Powered Access magazine

IPAF's annual in-house magazine is now available. IPAF Powered Access aims to spread the word about powered access to as wide a market as possible. It contains articles on safety issues, regulatory developments, training, case studies, industry news and a full training centre directory. This edition's big debate focusses on the issue of harnesses and lanyards. It is distributed by the association at major exhibitions throughout the year, as well as at IPAF events and approved training centres.

You can order a copy by emailing info@ipaf.org or download it from the publications section at www.ipaf.org

Save the date

The dates have been confirmed for the IPAF Europlatform conference 2017. It will be held on the 14th September in Warsaw, Poland.

For more details visit www.europlatform.info



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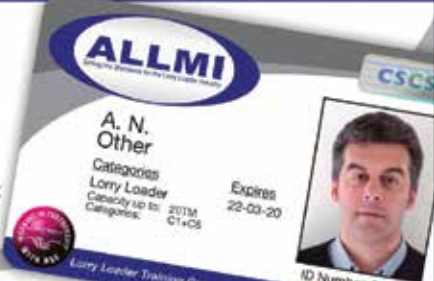
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Towers take centre stage

The PASMA Tower Safety Week 2016 - which ran from 14th to the 18th November - was the most successful and best supported event yet. The campaign took as its theme Working well with towers.

The aim of the annual initiative is to improve height safety, develop industry knowledge and skills, and connect with a wide range of tower using industries - from construction and maintenance to facilities management and retail. Throughout Tower Safety Week - now in its fifth year - tower users everywhere were asked to show their support

for tower safety. PASMA members, their customers and industry at large also celebrated the versatility of towers and their increasing use in a wide range of different and challenging applications. PASMA's marketing and communications officer, Gary Chudleigh said: "Tower Week is dedicated to keeping people safe when working at height. It turns

the spotlight on towers and provides a unique opportunity to inform and educate both existing and potential users."

Tower Week was supported by Hire Association Europe (HAE) which added: "Training and skills is an essential message being communicated to all through this excellent campaign which promotes safe access when working at height. PASMA put in a tremendous effort to keep people safe." Resources for 2016 included new infographics, updated fact packs and the return of old favourites such as the High Tower Challenge and the See a tower, take a selfie! competition, aptly re-named Tower selfie GO! for 2016. Also new were CPD Instructor Open Days.



CPD Instructor Open Days

CPD Instructor Days were organised across the country to augment and update the skills and competence of PASMA instructors. Held at the premises of PASMA manufacturing members, these were designed to keep instructors abreast of the latest developments in tower technology, design and safety. Amongst those taking part were Aluminium Scaffold Towers, Euro Towers, Instant Upright, Lyte Towers and Ladders, Pop Up Products, Turner Access, UTS Sales & Repairs and Youngman/WernerCo.

Tower Week Infographics

Specifically produced for PASMA Tower Safety Week, a set of infographics were used to explain and highlight the two approved methods for assembling and dismantling towers - 'through the trap' (3T) and 'advanced guardrail' (AGR) - the importance of tower training, and the need to properly inspect and record the condition of a mobile access tower in accordance with the Work at Height Regulations. Throughout the campaign, again using simple infographics, the association continued to warn of the dangers of using incomplete and unsafe tower scaffolds that do not comply with European tower standard EN 1004. This follows in the wake of PASMA's and HSE's concern about the number of incidents involving the use of sub-standard, poorly constructed and, in some cases, downright



dangerous towers.

The PASMA website www.pasma.co.uk also provided a huge range of information and resources focusing on safety and best practice - posters, pocket cards, inspection records, and, of course, the PASMA Code of Practice.

High Tower Challenge

A group of PASMA members signed up for the High Tower Challenge. Using the figures they supplied, PASMA worked out the total height of all the towers assembled over the course of the week and compared it with famous landmarks - almost reaching the top of Mount Olympus. For every metre assembled the association donated £1 to charity.

Tower Master Award



This novel challenge invited people to take and submit photographs of as many different types and configurations of towers as possible. The winner was Richard Chapman of HCS Safety who submitted six images covering everything from standard 3T and AGR units to towers on stairs and low-level podium steps. This part of Tower Week helped provide the association with a snapshot of national tower use - both good and bad - with a view to helping it shape future safety led campaigns, training and user guidance.

Ending on a high

Significantly, PASMA Tower Week culminated, not in the UK, but in Dubai where the association sponsored the first ever one-day Middle East conference dedicated entirely to the safe and productive use of mobile access towers. Attended by more than 120 delegates, the event included presentations, panel discussions and practical demonstrations.



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

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Soilmec SC-100

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The Soilmec SC-100 is a crawler crane with a 100 tonne maximum capacity. It is optimised for foundation construction and has a maximum 42 metre main boom length. This 1:50 scale model is from an unnamed Chinese maker and includes a SH-30 Hydromill. It comes partially assembled in a large box, but does not include any instructions, which is a pity for such a complex model.

The tracks are metal and roll easily enough by hand. The track frames extend and retract so the model can be posed in crane or transport mode. Between the tracks are four swing out jacks for supporting unloading and supporting the unit while installing or removing the tracks, and these rotate and can be screwed down.

The standard of detailing is good, and there are fine mesh walkways mounted on the sides of the superstructure. At the rear the counterweight has the Soilmec name and logo nicely embossed and painted, and it is removable for transport. There are a couple of winches in the superstructure frame, and these are accessed through holes in the bodywork, but they are not too obtrusive.

The boom is metal with internal cross bracing on the sections and they are joined by brass nuts and bolts. The pendant lines are nicely made, but most of the connections are riveted which reduces the flexibility for rigging the crane with different boom lengths. The boom backstops are plastic, and restrict the angle at which the boom can be luffed compared to the real machine.

Two hooks are included and they are both metal parts. The three sheave block has a solid bank of sheaves, and it seems rather large. The three winches on the model work, with friction used as a brake.

For the hydro mill configuration a different boom tip is used, with additional sections added to the boom, and a cable guide is attached at the boom foot.

The large guide wheels for the hose and hydraulics are plastic and detailed. The SH-30 hydro mill is very good. It is mainly metal with very good internal detailing including hydraulic lines and cutter heads which are plastic and look realistic. The hoses and hydraulics are not quite supple enough to hang realistically, but with some work an acceptable look can be achieved.

Overall, this is another interesting, complex, and good-looking foundation equipment model. Most of the model engineering is good, but some of the modelling choices made means it is not as flexible as it might have been. It can be purchased from Soilmec exhibition shops for €349.

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

Cranes Ect Model Rating

Packaging (max 10)	6
Detail (max 30)	26
Features (max 20)	15
Quality (max 25)	20
Price (max 15)	11
Overall (max 100)	78%



Good looking model



Discrete holes in the body for accessing the winches



Detachable counterweight



The SC-100 in crane mode

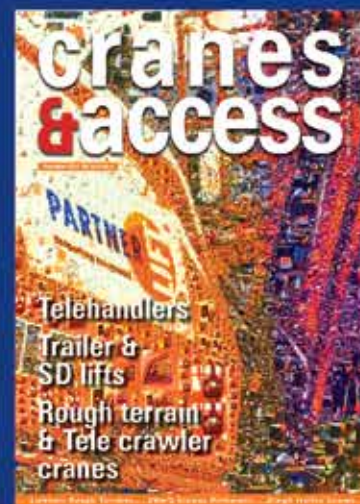


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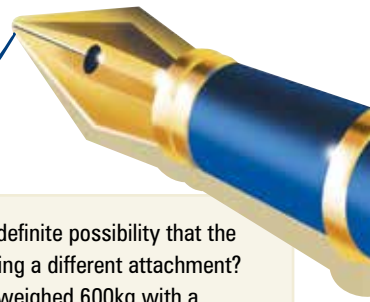
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Readers Letters

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letters



Dear Leigh,

As a trainer, I have major reservations on the quality of many 'thorough examination certificates' being produced for telescopic handlers by 'the competent person'. The LOLER 1998 regulations state that the competent person:

- Should have enough appropriate practical and theoretical knowledge and experience of the lifting equipment so that they can detect defects or weaknesses, and assess how important they are in relation to the safety and continued use of the equipment.
- Should be sufficiently independent and impartial to make objective decisions, especially if they are also servicing and maintaining the truck.
- May be employed by a separate company, or selected by an employer from suitably trained and competent members of their own staff.

Despite the requirement for the thorough test and examination by a competent person to follow the 11 points required under Schedule 1 of LOLER, many reports are often sparse in the relevant detail that an employer/operator would need to ensure they are working within the bounds of safety, with a particular forklift and attachment.

For example, a recent thorough examination certificate I requested for a telescopic handler, (JCB 535-95), which was constantly moving between bucket, crane hook and forklift attachments in very arduous working conditions, the vital detail entered by the examiner/competent person against the Safe Working Load, SWL, merely stated,

"Refer to Manufacturers Handbook."

I had expected at least to see the basic forklift parameters of SWL 3.5 tonnes at a 500mm load centre. In this case, why has the examiner/competent person chosen to be so vague and not given sufficient advice for the end-user of the equipment and its LOLER associated attachments? The fitting of different attachments alters the characteristics of the equipment and the examiner/competent person must notify the user of any revised lifting capacities. If optional attachments are with the forklift and covered by PUWER rather than the forklift's LOLER requirements surely the examiner/competent person

has a statutory duty to make mention of the definite possibility that the machine would need to be de-rated when using a different attachment? In this case, the optional bucket attachment weighed 600kg with a two cubic metre struck capacity and the added hazard of an unlockable extendable boom.

I feel that this all too common entry 'refer to manufacturers handbook' when the Safe Working Load SWL is required, highlights an indifferent attitude to the massive foreseeability of risk with telescopic handlers and a clear indication that many LOLER examiners are insufficiently experienced and reluctant to make definitive 'de-rating' statements. With a paucity of the necessary information becoming the norm on test certificates I would question the independence and impartiality of many examiners/competent persons who are employees of a hirer.

Just look at the sort of problems a schedule 1 entry, 'refer to manufacturers handbook' on a test certificate could get you into with a well-known UK manufacturer's excavator manuals where, contrary to best practice, they condone using lifting chains around the bucket for object handling. In a court of law you would have a conflict between what the examiner/competent person stated on his thorough test and examination, what LOLER/Schedule 1 states, what the excavator manufacturer has stated in its handbook, what is marked on the machine, what is best practice and what the operator had been told to adhere to on the risk assessment and method statement. All the ingredients for lengthy litigation should an accident occur.

It is my experience as a trainer of telescopic handler operators that many thorough examination certificates issued against the respective equipment are not meeting the requirements of Schedule 1 of the LOLER regulations. Another worry is whether hirers/employers are rigorous enough in their need to ensure that a telescopic handler safe load indicator/rated capacity indicator is correctly calibrated at all times, but perhaps that's a debate for another time.....

Regards,

Mick Norton BEM

Dear Leigh

I was most interested to learn from "The Tale of Two Cranes" in your November issue that the new Grove 70 Tonne teleboom crawler crane is being built for Grove by Sennebogen. I had an association with both companies following the collapse of Acrow in 1984 (and the demise of Coles and Priestman), which ended up by my reviving Grove sales and pioneering Sennebogen in Poland, and ended by my selling a 100 tonne Sennebogen lattice boom crawler to the Island of St. Helena in 1998.

This project started by my being recommended as a crane consultant by the island's Port Authority, and the crane had to be broken down for shipment into individual weights not exceeding 20 tonnes, because the only (still today) cargo vessel calling at the island is the RMS St. Helena, which cannot handle any larger weights with its ships deck cranes.

It has to stand offshore to unload both passengers and crew, and they are both towed in to the quay (or ferried) by lighters. My first choice was the

Grove HL150C, which is the only pure Grove crawler (to my knowledge) ever built, but it was one of the first cranes designed to fit its own tracks, so ahead of its time. However it was about to be discontinued, so I opted for Sennebogen, which did a fantastic job in meeting all the tender requirements, and I had to deal patiently with incompetents from the Crown Agents, with no technical knowledge at all about cranes, to explain that ours was the only crane to meet the required spec. The whole project was recorded in detail in my own Memoir "40 Years a Salesman".

St. Helena now has a very expensive airport, built at great cost, and it cannot be used because of the high winds being dangerous to landing aircraft. The fact that this was not thoroughly investigated prior to the airport being built reminded me of that time and negotiating with Crown Agents!

Yours sincerely,

Dick Lloyd

Dear Sirs,

During a recent ALLMI Technical Standards Committee an issue was raised concerning the lifting from the ground of a stabiliser leg during a lifting operation involving a lorry loader, and this letter explains the committee's view of the matter.

If the loader crane in question is CE marked, a Declaration of Conformity will exist and it will have been installed in accordance with the product standard EN12999 which requires the lorry loader to have successfully passed a stability test before being put into service.

BS EN12999: 2011+A1:2012 defines the following in the extracts below:

- 3.1.1, Loader crane: powered crane comprising a column, which slews about a base, and a boom system which is attached on to the top of the column, usually fitted on a commercial vehicle with a significant residual load carrying capability, and being designed for loading and unloading the vehicle.
- 3.1.39, Stabiliser: aid to the supporting structure connected to the base of the crane or to the vehicle to provide stability, without lifting the vehicle from the ground.
- 3.1.40, Stabiliser Extension: part of the stabiliser capable of extending the stabiliser leg laterally from the transport position to the operating position.
- 3.1.41, Stabiliser Leg: part of a stabiliser capable of contacting the ground to provide the required stability.
- 6.2.5.1, Stability Test: the purpose of the test is to verify the stability of the loader crane mounted on the unloaded vehicle. The test loading shall be effected with the unloaded vehicle without the driver.
- 6.2.5.4, Stability Test Approval Criteria, the test shall be considered to be successful if the test load is held static. During the test loading, one or more stabiliser legs or wheels may lift from the ground. However, at least one wheel braked by the parking brake shall remain in contact with the ground.

The loader crane is mounted on a commercial vehicle chassis which comprises a flexible chassis frame, suspension system and pneumatic tyres. This makes for an intentionally flexible structure in contrast to a mobile crane, which is designed to be a rigid structure. Unlike a mobile crane, which employs outriggers that are used to lift the crane from the ground, the lorry loader stabilisers are designed only to aid stability.

Due to the flexible nature of the structure it is not uncommon during a lifting operation for one or more unloaded stabilisers on the side opposite to the lift to raise clear of the ground, this should not be taken as evidence of instability.

Should you require any additional information or clarification, please do not hesitate to contact me.

Yours faithfully

Keith Silvester

Technical Manager

ALLMI

Dear Leigh,

In December City Lifting took over tower crane and hoist specialist Vertical Transportation from owners and founders Tom Newell and Ray Balach who have retired. Tom Newell started his career with Climbing Cranes Ltd in 1959, with Ray Balach joining the same company two years later. Newell almost certainly erected the very first Alimak hoist in the UK and was in charge of dismantling the Linden D25 tower crane that was used to build GPO/Post Office tower (now the BT Tower) in 1964 having erected the crane in 1961. Also he is almost certainly the only person to have personally erected tower cranes in the 1950s, 60s, 70s, 80s, 90s, 00s and 10s. The last crane he dismantled was at end of December 2016.

Vertical built up a good reputation and safety record with its Magni S46s and the unusual Kroll K103 'pipe cranes' have been part of the London Skyline for many years.

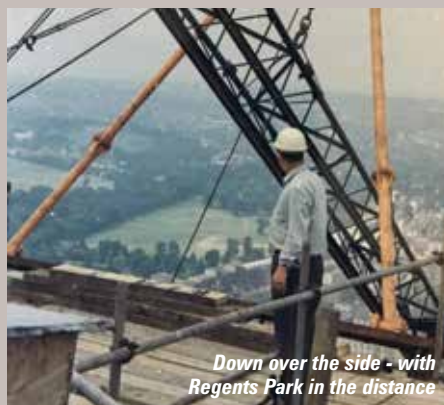
We wish him and Ray a happy retirement.

Trevor Jepson,

City Lifting



One of Vertical's Kroll K103 'pipe cranes' working for Skanska on New Bond Street



Down over the side - with Regents Park in the distance



Tom Newell began his tower crane career in 1959



Dismantling the Linden D25 from the top of the Post Office Tower 1964

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80 t Funn ATF 80-4	2005	8x6x8	48,50m + 16,00m + 1,60m + Runner
80 t Funn ATF 80-4	2005	8x8x8	48,50m + 16,00m + Runner
80 t Grove GMK 4075-1	2005	8x8x8	43,00m + 17,00m + 10,00m
80 t Terex-Demag AC 80-2	2004	8x8x8	50,00m + 17,60m
80 t Terex-Demag AC 80-2	2003	8x6x6	50,00m + 17,60m + Runner
80 t Terex-Demag AC 80-2	2003	8x6x6	50,00m + 17,60m + Runner
100 t Grove GMK 5100	2005	10x6x10	51,00m + 18,00m + 2,50m + Runner
160 t Tadano Faun ATF 160G-5	2009	10x8x8	60,00m + 37,00m
200 t Terex-Demag AC 200-1	2004	10x8x8	68,00m + 33,00m
200 t Liebherr LTM 1200-5.1	2009	10x8x10	72,00m + 22,00m
250 t Demag AC 665 SL	1997	12x6x8	58,00m + 41,00m + 65,00m + 2,00m
400 t Liebherr LTM 1400-7.1	2007	14x8x12	60,00m + 56,00m + 84,00m

RT-TELESCOPE-MOBILE CRANES

Make / Type	y. o. m.	Drive	Boom / Fly Jib
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70 t Tadano GR 700 EX	2008	4x4x4	44,00m + 17,70m
80 t Grove RT 890 E	2008	4x4x4	43,00m

LATTICE-BOOM-TRUCK CRANES

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

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

Tel: +49-2364 - 108203
Fax: +49-2364 - 15546
Mobile: +49-172-2332923
e-Mail: info@stemick-krane.de
Internet: <http://www.stemick-krane.de>

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

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	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
Omme Lift	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
UTS Sales & Repairs	www.towersandpodiums.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

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.ukk
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
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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
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
Workplatform	www.workplatformltd.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
Workplatform	www.workplatformltd.co.uk

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 Schwerlast GmbH & Co.KG	www.arnold-schwerlast.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
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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		NRC	www.nrcplant.co.uk	AGS	www.ags-btp.fr
Böcker Maschinenwerke	www.boecker-group.com	Hird	www.hird.co.uk	Airtek equipment	www.airteksafety.com
Galizia	www.galiziagru.com	Tracked Access	www.trackedaccess.com	Heaton Trestle Handrail System	www.heatonproducts.co.uk
Grove	www.groveworldwide.com	Self Erecting Tower Cranes		Heaton Scaffold Towers	www.heatonproducts.co.uk
HCME (Hitachi-Sumitomo)	www.nrcplant.co.uk	City Lifting	www.cityliftnig.co.uk	Load Systems UK Ltd	www.loadsystems.com
Jekko Minicrane	www.jekko.it	Electrogen Int	www.electrogen.ie	Marwood	www.marwoodgroup.co.uk
JMG	www.jmgcranes.com	John Sutch Cranes	www.johnsutchcranes.co.uk	SMIE	www.smie.com
Klaas	www.utility-equipment.com	King Lifting	www.kinglifting.co.uk	Software	
Kobelco	www.kobelcocm-global.com	Ladybird tower	www.ladybirdcranehire.co.uk	Higher Concept	www.higherconcept.co.uk
Liebherr	www.Liebherr.com	Crane Hire		inspHire	www.insphire.com
Linden Comansa	www.comansa.com	J&M Crane Hire	www.jandmcranehire.co.uk	Matusch GmbH	www.matusch.de
Maeda	www.maedaminicran.es.co.uk	London Tower Cranes	www.londontowercranes.co.uk	MCS Rental Software	www.mcs.co.uk
Manitowoc	www.manitowoccranes.com	Mantis Cranes	www.mantiscranes.co.uk	Structural Repairs	
Mantis Cranes	www.mantiscranes.ie	Tower Cranes		Avezaat Cranes	www.avezaat.com
Ormig	www.ormig.co.uk	London Tower Cranes	www.londontowercranes.co.uk	Crowland Cranes	www.crowlandcranes.co.uk
Potain	www.manitowoccranes.com	Electrogen Int	www.electrogen.ie	John Taylor Crane Services	www.jtcranes.co.uk
Raimondi	www.raimondi.co	Heavy Lift Management		Training Associations & Networks	
Sany	www.sany.com.cn	DWLS	www.dwls.co.uk	ALLMI	www.allmi.com
Sennebogen	www.sennebogen.com	Heavy Lift Planning & Risk Analysis		AWPT	www.awpt.org
Spierings	www.spieringskranen.nl	DWLS	www.dwls.com	IPAF	www.ipaf.org
Tadano	www.tadanofaun.de	HLI Consulting	www.hliconsulting.com	NASC	www.nasc.org.uk
Tadano Japan	www.tadano.com	Ancillary Equipment		Pasma	www.pasma.co.uk
Terex-Demag	www.terex-cranes.com	TMC lifting supplies	www.tmc-lifting.com	Training Centres & Trainers	
Unic Cranes	www.unic-cranes.co.uk	Auction Houses		Access Platforms Direct	www.accessplatformsdirect.co.uk
Valla	www.valla-cranes.co.uk	Ritchie Brothers	www.rbaction.com	Astra Access	www.astratraining.co.uk
Wolffkran	www.wolffkran.de	Battery Suppliers & Manufacturers		Boss Training	www.bosstraining.co.uk
Zoomlion	www.zoomlioncranes.co.uk	Shield Batteries	www.shieldbatteries.co.uk	IAPS	www.iapsgroup.co.uk
Lorry/Truck Loader Cranes		Trojan Battery	www.trojanbattery.com	Active Safety	www.activerentals.co.uk
Atlas Cranes UK	www.atlasgmbh.com	Platinum Batteries (Europe) Ltd	www.platinumbatteries.co.uk	Advanced Access Platforms	www.accessplatformsuk.com
Effer	www.effer.it	Load Cells & Load Monitoring Systems		UTN	www.utntraining.co.uk
Hiab	www.hiab.com	Force Logic UK Ltd	www.force-logic.co.uk	Ainscough	www.ainscoughtraining.co.uk
Palfinger	www.palfinger.com	Control Systems		AJ Access	www.accessplatforms.com
Penny Hydraulics	www.pennyhydraulics.com	MOBA Automation	www.moba.de	Approved Safety Training -Ca	www.approvedsafetytraining.com
PM Cranes	www.pm-group.eu	Intercontrol	www.intercontrol.de	GT Access	www.gtaccess.co.uk
New & Used Cranes		Generator Sales & Rental		Lift-Manager	www.lift-manager.com
AGD Equipment	www.agd-equipment.co.uk	Electrogen Int	www.electrogen.ie	LTC Training Services	www.lctrainingservices.co.uk
Cotac Oy	www.crane.fi	JMS Plant Hire	www.jms-plantire.co.uk	Nationwide Platforms	www.nationwideplatforms.co.uk/Training
Cranes4Cranes	www.cranes4Cranes.com	Insurance		SGB	www.sgb.co.uk
Cranes UK	www.cranesuk.net	Specialist Insurance	www.cover1.com	Smart Platform Rentals	www.smartplatforms.com
Crowland Cranes	www.crowlandcranes.co.uk	Online Technical Help		Transloader Services	www.transloaderservices.co.uk
Electrogen Int	www.electrogen.ie	Crane Tools	www.cranetools.com	Warren	www.warrenaccesstraining.co.uk/courses/
IMC Cranes	www.imc-cranes.com	Outrigger Pads, Mats & Roadways		Access Training	www.workplatformltd.co.uk/customer-support/operator-training
Jones-Iron Fairy	www.jonesironfairy.co.uk	Alimats	www.craneriggermats.co.uk	Workplatform	www.workplatformltd.co.uk/customer-support/operator-training
Kobelco	www.kobelco-cranes.com	Eco power pads	www.outriggerpads.co.uk	Safety Training	
Leader	www.leader-piatt.it	GTP Europe	www.gtp-europe.com	Atlas Cranes UK	www.atlasgmbh.com
London Tower Cranes	www.londontowercranes.co.uk	Marwood	www.marwoodgroup.co.uk	Avon Crane	www.avoncrane.co.uk
Maeda	www.maedaminicranes.co.uk	Mat & Timber Services	www.sarumhardwood.co.uk	Brogan Group	www.brogangroup.com
Mantis Cranes	www.mantiscranes.co.uk	Nolim	www.nolim.nl	Davis Access	www.davisaccess.co.uk
M. Stemick	www.stemick-krane.de	Timbermat	www.timbermat.co.uk	Emerson	www.emersontrainingservices.co.uk
NRC	www.nrcplant.co.uk	TMC lifting supplies	www.tmc-lifting.com	Height for Hire	www.heightforhire.com
P.V. Adrighem BV	www.adrighem.com	Universal Crane Mats	www.universal-crane-mats.com	Training Services	
Rivertek Services	www.rivertekservices.com	Welex Group	www.welexgroup.com	Facelift	www.facelift.co.uk
Terex Demag	www.terex-cranes.com	Parts & Service Suppliers		HCS	www.hydrauliccraneservices.co.uk
Transloader Services	www.transloaderservices.co.uk	Aerial & Handling Services	www.aerialandhandlingservices.com	Hewden Training	www.hewden.co.uk/training
Hird	www.hird.co.uk	Alfa Access Services	www.alfa-access-services.com	Hi-Reach	www.hi-reach.co.uk
Heavy Lifting Equipment		Cauntion - Access	www.cauntion-access.com	Hiab	www.hiab.com
Lifting Gear UK	www.lifting-equipment.co.uk	Chaintech (UK)	www.chaintec.co.uk	Horizon Platforms	www.ipatrainingcourses.co.uk
Furniture Hoists		Cone Drive	www.conedrive.com	JLG Training	www.jlgeurope.com
The Furniture Hoist Co	www.furniturehoists.co.uk	Crowland Cranes	www.crowlandcranes.co.uk	L&B Transport	www.lbtransport.co.uk
Crane Hire		C-Tech Industries	www.ctech-ind.com	Liebherr Training (UK)	www.liebherr.co.uk
AB2000	www.ab2000.co.uk	Davis Access Platforms	www.davisaccess.co.uk	Lifting Equipment Training	www.lettd.co.uk
ABBA	www.abbaplanthire.co.uk	Electrogen Int	www.electrogen.ie	Loxam	www.loxam-access.co.uk
Ainscough	www.ainscough.co.uk	IAPS	www.iapsgroup.com	Lyte	www.lyteladders.co.uk
Berry Cranes	www.berrycranes.co.uk	JLG	www.jlgeurope.com	Mainline Access	www.mainline-access.co.uk
Bob Francis Crane Hirex	www.bobfranciscranehire.co.uk	Lift-Manager	www.lift-manager.com	Mentor Training	www.mentortraining.co.uk
Cork Crane Hire (Liverpool)	www.corkcranehire.com	TVH - Group Thermote & Vanhalst	www.tvh.be	Mr Plant Hire	www.mrplantire.co.uk
Crane Hire Ltd	www.cranehireltd.com	Unified Parts	www.unifiedparts.com	Nationwide Platforms	www.nationwideplatforms.co.uk
City Lifting	www.cityliftnig.co.uk	Vertimac	www.vertimac.com	Norfolk Training Services	www.norfolktraining.co.uk
Emerson Cranes	www.emersoncranes.co.uk	Workplatform	www.workplatformltd.co.uk	Rapid Platforms	www.rapidplatforms.co.uk
J&M Crane Hire	www.jandmcranehire.co.uk	Innovations		Southern Crane & Access	www.southerncranes.co.uk
John Sutch Cranes	www.johnsutchcranes.co.uk	Aerial & Handling Services Ltd	www.aerialandhandlingservices.com	TH White	www.thwhite.co.uk
King Lifting	www.kinglifting.co.uk	Recruitment		Terex Atlas (UK) Ltd.	www.atlascranes.co.uk
Ladybird tower crane hire	www.ladybirdcranehire.co.uk	Vertikal.Net	www.vertikal.net/en/recruitment	Wire Rope & Cable	
Mantis Cranes	www.mantiscranes.co.uk	Rental Management Software		Teufelberger Seil	www.teufelberger.com
McNally crane hire	www.cranehire-ireland.com	Higher Concept Software	www.higherconcept.co.uk	TMC Lifting	www.tmc-lifting.com
NRC	www.nrcplant.co.uk	InspHire	www.insphire.com	Casar	www.casar.de
Port Services Heavy Crane division	www.portservices.co.uk	MCS Rental Software	www.mcs.co.uk	Winches & Hoists	
Mini Crane Hire		Replacement Filters		Rotzler	www.rotzler.com
Easy Reach Scotland	www.easyreachscotland.co.uk	Plant Filters	www.plantfilters.co.uk	Tyre suppliers	
Emerson Cranes	www.emersoncranes.co.uk	Safety Equipment		Mitas Tyres	www.mitas-tyres.com
GGR	www.unic-cranes.co.uk	Training Centres & Trainers		OTR Wheel Engineering - OTR Europe	www.otrwheel.com
Height for Hire	www.heightforhire.com	Tower Cranes		Traffic Management	
Hire Maeda	www.maedaminicranes.co.uk	London Tower Cranes	www.londontowercranes.co.uk	Atlas Traffic Management	www.atlastm.co.uk
JT Mini Crane Hire	www.jtminicranes.co.uk	Electrogen Int	www.electrogen.ie		
Lift Limited	www.liftmicranehire.co.uk				

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Web: www.londontowercranes.co.uk

EURO AUCTIONS



HEWDEN

CRANE AUCTION (Opens 14th - Closes 28th February 2017)

Viewing schedule to be confirmed - Visit our website for more information www.euroauctions.com

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FORD

Hewden Depot

Willowbridge Lane, Castleford, West Yorkshire, WF10 5NJ

Hewden Depot

Billingham Reach Ind Est, Haverton Hill Rd, Stockton-on-Tees, TS23 1PX

Meadow Cottages, Northwood Farm, Burndell Road, Yapton, BN18 0HR



2016 Tadano 220 Ton All Terrain - choice of 2



2014-16 Tadano ATF130G-4 All Terrain - choice of 4



2014-15 Tadano ATF100G-4 100 Ton All Terrain - choice of 11



2006-09 Terex Demag AC80-2 80 Ton All Terrain - choice of 11



2006-08 Terex Demag AC55L 55 Ton All Terrain - choice of 14



2006-08 Terex Demag AC35L 35 Ton All Terrain - choice of 12



2002-04 Terex Demag AC30 30 Ton City - choice of 11

For more information call

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T. +44 7834 600 040
E. dbetts@euroauctions.com

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T. +44 7534 926 290
E. neil.mcilwaine@euroauctions.com

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S-125 · 2011



S-125 · 2012



ZX-135/70 · 2013



Z-135/70 · 2012



Z-60/34J RT · 2011 - 2WD



Z-80/60J RT · 2011



S-85 · 2013



Z-60/34J RT · 2012



Z-80/60J RT · 2012



Z-80/60J RT · 2013

S-125 · 2011*

USD 75 000

S-125 · 2011

USD 73 000

S-125 · 2012*

USD 83 000

S-125 · 2012

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S-85 · 2013

USD 63 000

Z-135/70 · 2012

USD 83 000

ZX-135/70 · 2013

USD 93 000

Z-60/34J · 2011

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Z-60/34J · 2012

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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

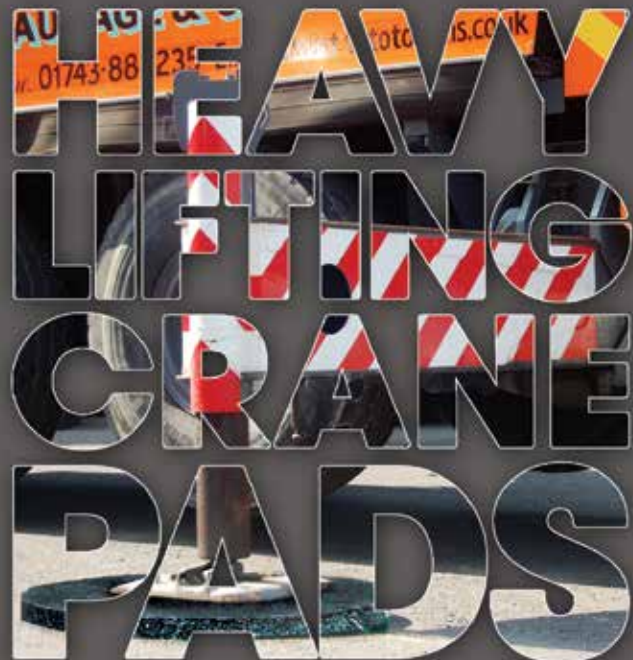


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MODULES
2 No. SHORT
MODULES
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Electric, 4x2 Drive,
11.0m Working Height,
2011 | PHM-Id 08771

€11,900



Genie - GS2032
Scissor lifts

Electric, 4x2 Drive,
8.0m Working Height,
1999 | PHM-Id 08660

€3,750



Genie - GS3268RT
Scissor lifts

Diesel, 4x4
11.0m Working Height,
2003 | PHM-Id 08637

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Genie - GS4390
Scissor lifts

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2002 | PHM-Id 08654

€12,500



Genie - GS5390RT
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Electric,
10.0m Working Height,
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Bi-Energy,
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2011 | PHM-Id 08793

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50t, 6x6x6, Central Lubrication
38m Boom, 8.7m Jib,
2002 | PHM-Id 08716

€129,000



LIEBHERR - LTM1220-5.2
Telescopic Cranes

220t, 10x8x10, Double Jib
60m Boom, 22m + 3x7m jib,
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V20355 - Haulotte Optimum 6 - 2004
Electric - 6,35 Mtr. - 961 Hrs.
€ 2.950



V19814 - Mec 1932ES - 2008
Electric - 7,79 Mtr. - 108 Hrs.
€ 3.500



V21544 - Haulotte Compact 10 - 2005
Electric - 10,14 Mtr. - 21 Hrs.
€ 4.500



V20413 - Iteco IT10090 - 2007
Electric - 12,02 Mtr. - 561 Hrs.
€ 5.500



V20404 - Iteco IT12151 - 2007
Electric - 13,9 Mtr. - 750 Hrs.
€ 8.950



V21488 - Haulotte C100X - 2005
Diesel 4x4 - 10,2 Mtr. - 466 Hrs.
€ 7.500



V21104 - Haulotte H125X - 2007
Diesel 4x4 - 12 Mtr. - 1706 Hrs.
€ 11.950



V17359 - Mec 3772RT - 2007
Diesel 4x4 - 13,28 Mtr. - 1120 Hrs.
€ 8.950



V21787 - Haulotte H15 SX - 2007
Diesel 4x4 - 15 Mtr. - 1846 Hrs.
€ 12.500



V22085 - Hollandlift B-195DL25 - 2007
Diesel 4x4 - 21,5 Mtr. - 4586 Hrs.
€ 32.500



V21229 - ATN Pfaf 560 - 2001
Electric - 5,6 Mtr. - 76 Hrs.
€ 4.950



V20461 - JLG E300AJ - 2005
Electric - 11,14 Mtr. - 1292 Hrs.
€ 12.500



V21962 - Niftylift HR12E - 2002
Electric - 12,2 Mtr. - /Hrs.
€ 6.500



V22023 - Upright AB38N - 2006
Electric - 13,5 Mtr. - 6944 Hrs.
€ 9.950



V21240 - Genie Z40-23NRJ - 2014
Electric - 14,32 Mtr. - 15 Hrs.
€ 32.500 - Demo



V20845 - Genie Z34-22RT - 2007
Diesel 4x4 - 12,62 Mtr. - 2669 Hrs.
€ 13.950



V20838 - Haulotte HA12PX - 2007
Diesel 4x4 - 12,62 Mtr. - 2145 Hrs.
€ 12.950



V21883 - Haulotte HA16PXNT - 2005
Diesel 4x4 - 16 Mtr. - 3134 Hrs.
€ 13.500



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



V18845 - Haulotte H16TPX - 2005
Diesel 4x4 - 15,44 Mtr. - 1857 Hrs.
€ 10.950



V20230 - Genie S45 - 2001
Diesel 4x4 - 15,7 Mtr. - 5708 Hrs.
€ 10.500



V19637 - JLG 4605J - 2007
Diesel 4x4 - 16,02 Mtr. - 3359 Hrs.
€ 18.750



J19153 - Genie S85 - 2007
Diesel 4x4 - 27,9 Mtr. - 1737 Hrs.
€ 49.500



V19924 - JLG 12005JP - 2007
Diesel 4x4 - 38,58 Mtr. - 3626 Hrs.
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DIESEL



2005

Genie Z-34/22N €16500

12.52 METRE
650 HOURS
6 UNITS AVAILABLE



BATTERY



2006

Genie Z-60/34 €29950

20.22 METRE
3000 HOURS
6 UNITS AVAILABLE
4WD



DIESEL



2007

Skyjack SJ-7135 RT €11500

12.50 METRE
1500 HOURS
20+ UNITS AVAILABLE
4WD



DIESEL



2006

Genie GS-3246 €8500

11.58 METRE
400 HOURS
8 UNITS AVAILABLE



BATTERY



2007

Skyjack SJ-9250 RT €17500

17.07 METRE
2000 HOURS
12 UNITS AVAILABLE
4WD



DIESEL



2014

Hinowa 14.70 III S €27950

14.00 METRE
400 HOURS
6 UNITS AVAILABLE
TRACKED



BI-ENERGY



2010

CTE Traccess 135 €21000

13.00 METRE
2000 HOURS
2 UNITS AVAILABLE
TRACKED



BI-ENERGY



2008

Manitou MRT 3050 PRIV €115000

29.70 METRE
3800 HOURS
1 UNIT AVAILABLE
4WD



DIESEL



2007

Maeda MC285 CRM-E €37000

8.70 METRE
1500 HOURS
5 UNITS AVAILABLE
TRACKED



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2009

Maeda MC 405 CRM-E €85000

16.80 METRE
1200 HOURS
3 UNITS AVAILABLE
TRACKED



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2007

Maeda LC 785 €89000

16.35 METRE
2200 HOURS
4900kg CAPACITY
TRACKED



DIESEL



2008

JLG 800 AJ €57000

26.21 METRE
4500 HOURS
10+ UNITS AVAILABLE
4WD



DIESEL



2008

JLG 860 SJ €57000

28.00 METRE
4000 HOURS
6 UNITS AVAILABLE
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2008

JLG 1250 AJP €95000

40.00 METRE
4500 HOURS
6 UNITS AVAILABLE
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DIESEL

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