



cranes & access

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December/January 2019 Vol.20 issue 9

**Rough Terrain
cranes**

**Look back
at 2018**

**Rough Terrain
scissor lifts**

**Annual rental
rate survey**

.... New 13ft Genie micro scissor...Zoomlion acquires Wilbert...Compact Dieci unveiled....



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On the cover:

Construction firm Mortenson used Modulift spreader beams combined with other rigging equipment in 19 different configurations to complete more than 200 lifts during the modular construction of the citizenM Hotel in South Lake Union, Seattle, Washington.



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E-mail: info@vertical.net

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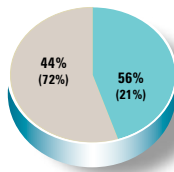
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Editorial team

Mark Darwin - Editor
editor@vertikal.net

Associate editors

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

Reporter

Sam Pickering

Sales & customer support

Pam Penny
Clare Engelke
Karlheinz Kopp

Production/Administration

Nicole Engesser

Subscriptions

Lee Sparrow

Publisher

Leigh Sparrow

Advertising sales

UK-based

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

Germany-based

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

Italy

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

The Vertikal Press

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

Vertikal Verlag

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



Operator error?

Several years ago we changed the way we used the word 'accident' after readers pointed out that most 'accidents' were predictable and could have been avoided. In all too many, incorrect use or set-up is the cause, and thus operator error. Taking the argument on board we dropped the word accident in favour of 'incident'.

Last month one of our readers responded to our comment pointing out that the term 'operator error' masks a number of other issues that cause the operator to make the error in the first place. So what exactly is operator error and how or why does it happen so often? Were they not fully trained, did they lack the required experience, or were they

not familiar with the machine? Was the job poorly planned or information on ground conditions or load weight etc...incorrect?

In the weeks leading up to Christmas we reported three cases in the UK of telescopic crawlers overturning rearwards onto their counterweight. In each case the tracks were fully retracted, the boom fully elevated and retracted and full counterweight in place so when the operator slewed over the side, the position of the crane meant it tipped over backwards, as the manual would surely have stated. All were clearly 'operator error'.

Assuming that all three operators were certified to operate this type of crane, they were either not familiar with the specific models, were pressured to get on with the job rather than familiarise themselves with the machine, were being lazy and taking short cuts, did not engage the brain or had blagged their way into the job without the requisite knowledge. Whatever the reason they should not have operated the crane if they were unaware that the action they took would cause an overturn.

An increase in such incidents in the UK may be exacerbated by the increased use of agency operators who arrive on site and are expected to get to work immediately, rather than being given adequate time to fully familiarise themselves with the machine's peculiarities and features. The operators may also have claimed to be more familiar with the machine than they actually were to get the job, and those of course, tend to be the least skilled.

We are all guilty of jumping into an unfamiliar hire car and fiddling with the various controls as we drive off, rather than consult the quick start guide provided. Doing the same with a crane or work platform is far more serious and when incidents such as these occur, the eyes of the safety authorities should certainly be on the operator, but also on the supervisor, site manager and contractor responsible for appointing the operator.

As we have said before, having a piece of paper which says you are trained does not mean that you are competent.

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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13ft Genie micro scissor

Genie unveiled a new ultra-compact, self-propelled direct electric drive micro scissor lift, the 13ft GS-1330M at Bauma China. The new lift will be made in China and is looking to tap into the growing market for smaller lighter scissor lifts. Overall weight is 890kg with 227kg capacity on the steel checker-plate platform with roll-out deck extension and can be driven at full height. Overall width is 760mm, with an overall length of around 1.45 metres.

As on the Genie GS-1932 the scissor stack is centred under the extended platform, helping improve platform rigidity especially on the deck extension. The direct DC motor wheel drive not only saves power but allows it to climb 25 percent grades with ease. The new machine complies fully with ANSI, CE and ISO standards and will be available for delivery later this year.



The new Genie GS-1330M micro scissor lift



The new model features direct electric drive

Zoomlion acquires Wilbert Turmkrane

Chinese crane manufacturer Zoomlion has acquired German tower crane company Wilbert Turmkrane in a share purchase deal. Wilbert - based in Waldlaubersheim, west of Frankfurt - has a production facility, offices and warehousing totalling around 50,000 square metres on a 47 acre site, with the outside space used for storage and testing. The company built its name in the German tower crane rental market in a long-term partnership with Wolffkran but began manufacturing its own flat top and luffing jib tower cranes in 2004, bringing its relationship with Wolffkran to an end.

It currently employs 132 and was saved from administration in 2014 by Chinese automotive manufacturer Nanyang Guoyo. Zoomlion says that Wilbert will continue to manufacture and rent tower cranes and will focus on higher quality cranes for western markets.



The acquisition completion ceremony

First UK Maeda CC985

Dorset, UK-based crawler crane rental company Jones Crawler Cranes has taken delivery of the first 4.9 tonne Maeda CC985 crawler crane in the UK.



The Maeda CC985

The CC985 features a five section, 15.8 metre pentagonal boom providing a tip height of 17.6 metres. The optional telescopic boom extension takes the maximum tip height to just over 22 metres. The crane can pick&carry up two tonnes, with the rest of the chart available through 360 degrees while static. The crane went straight to work on a job at Longleat Safari Park in Wiltshire.

Niftylift upgrades HR12N

Niftylift has started shipping updated versions of its popular 33ft HR12N boom lift. The latest generation HR12N - the MkII - includes a ToughCage platform, new controllers and control box, complete with Niftylift's SiOPs built-in secondary guarding system, all with some sensitive restyling to make it look less 'boxy'.

The lift retains its 6.1 metres of outreach, 200kg unrestricted platform capacity, overall width of 1.5 metres and a total weight of just under 3,300kg. Many features have been carried over from the new lighter version, the HR12L, which began shipping this time last year. Two of the first units were shipped to German rental company Armo.

Improvements include a new SiOPs control box and electrical system.



The new Niftylift HR12N MkII



Loxam completes UK Platforms takeover

Loxam has completed the acquisition of UK Platforms from HSS Hire, six months after the £60.5 million deal was agreed through Loxam's UK subsidiary Nationwide Platforms.

The Competition and Markets Authority (CMA) cleared the deal on December 19th after ruling that it did not plan to refer it to a phase two investigation under the provisions of the Enterprise Act 2002. HSS said that it will use the proceeds to reduce debt and increase its focus on its core tool hire business.



50 years of JLG

JLG has kicked off a year of celebrations marking the founding of the company by John L. Grove, who formally registered the business - initially named Condor Industries - with Ben Stevens and Paul Shockey on January 9th, 1969 following several months of secret planning, following his departure from Grove cranes.

At that point they had no product line, no manufacturing facility and no product concepts, merely an office in Greencastle, Pennsylvania. We will be covering the events of that first year and the arrival of the first self propelled telescopic boom lift over the next few issues.



XCMG unveils 186ft boom

XCMG unveiled the new 186ft GTBZ58S self propelled telescopic boom lift at Bauma China. The



new lift uses a similar chassis design to the Genie SX180 and JLG 1850SJ with four swing out 'legs' - one for each wheel.

The unit - which bears more than a passing resemblance to the JLG machine - has a five section main boom, topped by a two section telescopic jib giving a working height of 58.6 metres and a maximum outreach of 24.5 metres with 250kg, while the maximum platform capacity is 450kg. Overall weight is 27.3 tonnes and the overall width is said to be 2.5 metres in travel mode and just

over five metres when extended, gradeability is 45 percent. The first units have been sold to Sinopec Heavy Lifting & Transportation.

XCMG unveiled its first boom lifts at Bauma China three years ago and claims to have sold around 800 units since then, mostly in China. Its range was previously topped by the 138ft GTBZ 42S.



The XCMGGTBZ58S

New compact Dieci

Italian telehandler manufacturer Dieci has unveiled the Mini Agri 20.4 compact two tonne/4.3 metre telehandler. The prototype was displayed at EuroTier in Hanover. While it follows the principles of the 2.5 tonne/six metre 25.6, it has been subject to an extensive redesign.

Overall height is 1.91 metres, overall width 1.55 metres and overall length 3.63 metres. Total weight is 2,000kg, allowing the use of a smaller Kubota diesel, coupled to a hydrostatic transmission housed in a newly designed engine compartment that completely opens up for easier inspection and maintenance. The new cab interior has been completely updated with new dashboard and instrument layout and more space.



The new Dieci Agri 20-4 is has an overall width of 1.55 metres, is 1.91 metres high and 3.63 metres long.

10,000th Hy-Brid scissor lift

US low level scissor lift manufacturer Custom Equipment has produced its 10,000th Hy-Brid scissor lift. The milestone machine - a 14ft HB-1430 - was purchased by rental company Lift Works, the same company that purchased the first Hy-Brid lift - a 10ft HB-1030 in 2004 - which is still working in the company's fleet. The HB-1430 is 1.76 metres long with an overall width of 760mm and a platform capacity of 304kg.



The Lift Works team with both scissor lifts

Custom Equipment founder Steve Kissinger said: "I am extremely proud of our growth. I knew there was a need in the industry, but had no idea how large that demand was."

Lift Works owner Martin Starck added: "Customers love these lifts, their compact size and lifting capacity are the reason we purchased them in the past and why we continue to do so."



Steve Kissinger of Custom Equipment (L) and Martin Starck of Lift Works with the first and Hy-Brid scissor lift and the 10,000th.

Another 41 Manitous for Coates

Australian rental company Coates Hire has taken delivery of 10 new 45ft Manitou 160ATJ+ articulated boom lifts, with a further 31 Manitou booms on order.

The 160ATJ+ features a large platform, an unrestricted platform capacity of 400kg - three people and their equipment - with a maximum outreach of 8.9 metres. The new additions take Coates Manitou boom lift fleet to more than 80 units.



The Manitou 160ATJ+ has 4x4x4 drive/steer and a 400kg unrestricted platform capacity

CMC launches hybrid S32

Italy's CMC has launched the S32 Green Power, a hybrid version of its 32 metre S32 spider lift. The new machine has the same features as the standard S32, with 16 metres of outreach and 220kg platform capacity. The first unit has been delivered to a customer in China.

Export manager Giovanni Carbonara said: "All CMC products can now be supplied as hybrid Green Power versions, with lithium-ion battery and electric motor. Perfect for work in hospitals, airports and sensitive areas, where the use of an engine is not only strongly discouraged, but prohibited."



CMC S32 Green Power

Potain CT 565 launch

Potain used Bauma China to launch its largest flat top crane so far, the 550 tonne/metre MCT 565. The company had previously given a few key customers a sneak preview of the prototype in early August, at the Chinese production facility in Zhangjiagang where it will be built.

The MCT 565 is available in three configurations with maximum capacities of 20, 25 or 32 tonnes - the two smaller versions have a choice of the regular 100 LVF or the high performance HPL 150 winch, which has a drum capacity of 1,200 metres and is standard on the 32 tonne version. All winches are available with a safety brake option.

The crane offers jib lengths from 30 to 80 metres in five metre increments, and can handle four tonnes at the 80 metre jib tip. The upper section of the MCT 565 with full jib can be transported on nine trucks, thanks to a number of space saving design features, such as a folding cab and counter jib. Once on site the crane can be erected in less than two days, depending on the height. Users have the option to split the slewing unit and counter jib into more manageable loads should space or the size of the installation crane require it.

The counter jib can be assembled in three lengths, 17, 21 or 24 metres and is equipped with dedicated slinging points for lifting and tie down. The crane has been designed with new tower sections - the C800 and C850 with five metre standard sections or five and 3.3 metre heavy duty reinforced sections - which can be used with other Potain cranes. maximum free-standing height ranges from 70.9 to 75.9 metres while climbing the crane to 200 metres requires three anchor points.

The crane is targeted at the Asian, Middle East, African and South American markets, with deliveries due to begin early this year.



Liebherr fibre rope

Liebherr has collaborated with Austrian rope manufacturer Teufelberger to develop a high tensile fibre rope. During development, more than 100 fibre rope prototypes with a total length of around 70,000 metres were produced.

These were extensively tested and Liebherr says the results confirm that the fibre rope - which weighs around a fifth of a conventional steel rope - lasts four times longer and is significantly easier to handle and can be installed by hand without any auxiliary reeving winches. The operator can also easily and safely identify when the rope requires changing. The fibre rope will be shown at Bauma on a new tower crane range that the company plans to launch.

The new fibre rope from Liebherr.



Terex booster kits for Singapore

Singapore heavy lift company Tiong Woon has purchased Boom Booster kits for its three 1,600 tonne Demag CC 8800-1 crawler cranes.

The kit increases the crane's load chart capacities by up to 90 percent, which the company says is increasingly required for heavy lifts on petrochemical, wind turbine erection and power plant installation projects with long boom configurations.

Chairman and chief executive Ang Kah Hong said: "While the Demag CC 8800-1's 1,600 tonnes maximum capacity is impressive the Boom Booster makes it superior to any other crane in the class up to 2,000 tonnes."



The CC8800 Boom Booster kit in action



Norbert Dudek of Demag/Terex (L) and Ang Kah Hong of TWC

100 Polish Sinobooms

Poland's Gizo Rental has taken delivery of 100 Sinoboom slab electric scissor lifts, including 19ft GN1932, 20ft GN2032, 26ft GN2632, 26ft GN2646, 32ft GN3246 and 40ft GN4047 models. The machines were delivered by Sinoboom's Liftstore partnership based in Jawczyce, west of Warsaw.

Liftstore's Erik Geene said: "Through their latest experiences with the new Q-Line series of Sinoboom, Gizo are going to replace their whole fleet of scissors with these machines. We will continue with this strategy and plan to add Rough Terrain scissors and booms later."



Crosby acquires Straightpoint

US lifting attachment and hardware manufacturer Crosby has acquired UK load cell and weighting equipment manufacturer Straightpoint, including its manufacturing facility and headquarters in Hampshire which will become Crosby's centre of excellence for load monitoring and measurement devices.

Straightpoint chief executive David Ayling will remain with the business in a new role overseeing sales, marketing and product development for all load monitoring equipment. He will report to Robert Desel, chief commercial officer at Crosby. Details of the transaction have not been disclosed.



Straightpoint's David Ayling (L) with Robert Desel of Crosby



Ramirent to quit Denmark

Ramirent is to sell its Danish rental business to Denmark's largest equipment rental company G.S.V Materieludlejning in a deal which values the business at around €33 million. Annual revenues are about €41 million with an operating profit of around €4 million. Ramirent Denmark's 130 employees will remain with the business.



Dan Vorsholt

G.S.V operates from 16 locations throughout Denmark with a rental fleet that includes powered access, mastclimbers and scaffold, as well as earthmoving equipment and cabins. It was founded in 1964 by three individuals - Grunnet, Svendsen and Vaskær - giving the company its name. Since then it has merged with or acquired several other companies including Corona.



New 25m Multitel

Italian truck mounted and spider lift manufacturer Multitel Pagliero will unveil a new 25 metre truck mounted articulated platform at Bauma this April.

The MZ 250 will be mounted on a 3.5 tonne Iveco Daily chassis and while having a similar boom/riser geometry to the current MX 250 - with a two section lower boom/riser, a two section upper boom and a fixed length articulating jib - it is completely new, with a higher boom pivot point in order to allow the longer boom sections to stow over the top of the driver's cab.

As a result the overall height is likely to be closer to three metres, while the MX 250 is just 2.5 metres.



Multitel MZ 250

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World's largest reachstacker delivered

Danish transport and logistics company Blue Water Shipping has taken delivery of a 152 tonne Nielsen reachstacker - the largest in the world.

Based on a Konecranes 4545 the new machine weighs 110 tonnes, has a 15 metre stowed length, overall width of 4.9 metres and a lift height of 15.4 metres. Developed by equipment distributor N.C. Nielsen and Blue Water Shipping, the machine has gone to work at Blue Water's headquarters in Esbjerg on the west coast of Denmark where it will be used to pick&carry wind turbine tower sections, nacelles and other heavy items from ship to storage yard and back.



The 152 tonne reachstacker

Ainscough rebalances

UK rental company Ainscough Crane Hire announced further layoffs and depot closures late last year as it addressed a slowdown in business volumes. The depot closures included the Wirral - with coverage of the area shifting to Preston and Manchester depots - and Newcastle with coverage moving to Stockton. Coventry and Dundee depots were also reduced to two and three crane satellites respectively. Finally, it is also reducing headcount in some of its administration areas.

Chief executive Janet Entwistle said: "Current economic uncertainty is affecting the company's customers which in turn is having an impact on demand." She confirmed that volumes for 2018 were running around 15 percent lower than in 2017 which in turn pushed costs up to 94 percent of sales compared to 80 percent three years ago, highlighting the need to further reduce costs.

The company official statement said: "We regularly review our fleet capacity and depot structure to ensure we can meet the current and future requirement of our customers. As part of our regular reviews we have recently made a small number of changes to our business which includes closing two of our smaller depots where we can meet our customer needs from other nearby depots. This does not affect our ability to deliver a truly national service from our 30 locations across the UK."



Riwal acquires AH-Lift

Dutch international aerial lift and telehandler rental group Riwal has acquired Danish rental company AH-Lift. Established in 1986, AH-Lift is owned and managed by Finn Aaberg and rents a wide range of aerial work platforms from a base in Hvidovre, near Copenhagen. The 200 unit fleet includes spider lifts, truck mounted lifts, boom lifts and scissor lifts. The company employs 20.

AH lift and Riwal will initially continue to operate independently, but over time the AH-Lift depot and its employees will be integrated into the Riwal Denmark network, increasing the number of Riwal locations in the country to six. The AH-Lift owners and key managers will remain with the business and continue to run the business under the leadership of Riwal Denmark country manager, Claus Kromann.



The AH-Lift premises in Hvidovre



GMG opens in Oz

US-based aerial lift sales company GMG has established a new direct sales operation in Australia - GMG Platforms Australia.

The company is a wholly owned subsidiary of the American business and will sell and support GMG's full range of slab electric scissor lifts along with its new Rough Terrain scissor lifts and mast booms to rental companies throughout the country. It will also handle spare parts, service, warranty support and training. Martin Eade has been appointed sales manager, following 24 years with Hinowa spider lift dealer ASPAC.



Martin Eade

SGB and Lyndon Scaffold to merge

BrandSafway/SGB has acquired UK access company Lyndon Scaffolding together with Taylor's Hoists, which was purchased by Lyndon in 2017. Lyndon Scaffolding will merge with SGB to become Lyndon SGB by BrandSafway.

Established in 1968 Lyndon was owned and managed by the Lynch family along with finance director Keith Addis. Revenues for the year to March were £48.6 million with Taylors Hoists contributing around £3 million. Pre-tax profits were almost £4 million, while net assets were £21 million. The company employs 600 staff at locations in London, Birmingham, Manchester, Edinburgh and Barry, while Taylor's Hoists is based in Duxford.



Poland's first Liebherr RT

Polish crane and heavy haulage company Dzwigi Mazowsze Marcin Zielonka has taken delivery of the first 100 tonne Liebherr LRT 1100-2.1 in Poland.

The crane features a five section 50 metre main boom with straightforward 10.5 metre swingaway extension and standard Variobase multi-position outrigger set up system. It is the first Rough Terrain crane in the company's fleet, which is currently made up of All Terrains up to 500 tonnes.



Mammoet moves into Mozambique

Dutch international heavy lift company Mammoet has established a new business and heavy lift fleet in Mozambique. The operation which will include specialised equipment and an experienced team of individuals, is located in the port town of Mocimboa da Praia, in the north of the country. The office reports through Mammoet's South African office and will provide heavy lifting and haulage solutions across the country.



The Mammoet depot in Mocimboa da Praia

Skyjack scissors for China

Chinese rental company Zhongjian Huijin has taken delivery of a fleet of 19ft Skyjack SJIII 3219 slab electric scissors. Established in 2014, Zhongjian Huijin is based in Beijing and operates across the region. Owner Lu Lei said: "The feedback from customers, following our initial order earlier this year was so positive, we knew we would have no issue renting out more of these units. We are happy about the decision to bring more Skyjacks into our fleet and look forward to continuing a relationship with a company which is very easy to do business with."



Simon Cracknell of Skyjack Asia (L) with Lu Lei of Zhongjian Huijin



Skyjack SJIII 3219 scissor lifts

IPAF to certify United Rentals courses

The International Powered Access Federation (IPAF) has agreed to provide US-based United Rentals with IPAF certification for its aerial work platform training through its United Academy. The programme includes eLearning coursework and practical testing at United Rentals' locations. Senior training managers from United worked with IPAF to align the company's training content with the internationally accepted IPAF operator courses.

As part of the accreditation process, IPAF audited several of United Rentals' North American locations - of which there are more than 500 - where hands-on trainee testing takes place. As a result United Rentals has been approved to display the IPAF Certified Training logo within its work platform training descriptions and materials. Candidates successfully completing IPAF certified training through the United Academy will be issued a special United Rentals Card, which will certify them as having passed a course that is closely aligned with IPAF's training courses.



Palazzanis for Incheon Airport

South Korea's Incheon International Airport in Seoul has taken delivery of two fully electric 30 metre Palazzani TSJ 30.1 wheeled spider lifts. The TSJ 30.1 features a five section main boom and a 2.5 metre articulated jib giving 13 metres of outreach with an unrestricted platform capacity of 120kg, or 12 metres with 230kg. Both lifts will be used for internal and external maintenance at the airport which also contains a golf course, spa, skating rink, casino, indoor gardens and museum of Korean culture.



One of the airport's TSJ 30.1s

A Nifty wonderland

In December Niftylift transformed its headquarters in Milton Keynes, UK into a winter wonderland and Christmas market for employees and their families.





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Ashtead - owner of **Sunbelt Rentals** in America and **A-Plant** in the UK - posted first half revenues up 19 percent to £2.25 billion with most of the growth coming from Sunbelt. Pre-Tax profits improved 25 percent to £610 million.



In the USA **Sunbelt** revenues were 20 percent higher at \$2.5 billion, while operating profits improved almost 21 percent to \$847.1 million.

Sunbelt Canada posted revenues of \$167.4 million up 84 percent, thanks to last year's acquisitions. Operating profits increased 74 percent to \$36.3 million.



In the UK **A-Plant** revenues were two percent higher at £251 million while operating profit for the six months fell 5.5 percent to £44.2 million.

Speedy has acquired Glasgow-based construction related training company **Geason Holdings** from its owners, Ian and Robert Kilpatrick for £9 million in cash, while assuming £300,000 of debt. Geason has revenues of £8.3 million with pre-tax profits of £1.7 million.



Vp, owner of **UK Forks** and **Higher Access** achieved a 42 percent jump in first half revenues to £193.2 million. Pre-tax profits were 17.5 percent higher at £23.9 million. The growth was due to the incorporation of Brandon Hire, telehandler company First National, the M&E division of JMS and Zenith Survey Equipment, as well as further organic growth.



Liebherr has said that it is on course to exceed €10 billion in revenues for first time in its history. Growth has occurred in most sectors with Mining and Mobile Crane divisions leading the way. Mobile crane sales growth is said to be into double digits which ought to take sales of All Terrain, Rough Terrain and crawler cranes to around €2.3 billion. The Tower Cranes and Concrete Technology division has also achieved higher revenues. In total the combined mobile and tower crane sales are expected to exceed €2.85 billion or \$3.3 billion.



A-Plant has acquired hoist and transport platform rental company **Hoist-It** from its owner directors Gordon Gedling, Geoffrey Beentjes and Barry Mchenry. Established in 1985 Hoist-It runs a fleet of mostly Alimak and Alimak Hek hoists and platforms.

Canadian mastclimber manufacturer **Fraco** is to merge its UK and French subsidiaries with Spanish sales and rental company **Turboiber Elevación** in order to expand its sales and market penetration across Europe.

US-based **H&E Equipment Services** is to acquire Texas based We-Rent-It, which operates from six locations in the central Texas. We-Rent-It offers a wide range of construction equipment with a strong focus on aerial work platforms and telehandlers. It has revenues in the region of \$36 million. H&E will pay \$100 million in cash for the business.



US-based rental software supplier **Point of Rental** has acquired Danish owned **RentalTrax** from WIOsoft rental and inventory management software. RentalTrax has offices in Copenhagen, Denmark and Florida in the USA, with around 5,000 users across Europe, North America, and Australasia. This is Point of Rental's third acquisition in the past two years following its entry into the European market in 2016 through the acquisition of Higher Concept Software's Syrinx software in the UK, followed by PartyCAD earlier this year.



Hiab and **Kalmar** owner **Cargotec** has reduced its full year profit forecasts due to developments at Hiab and MacGregor. The company's latest forecast is that operating profits will come in at between €235 and €245 million. It had previously said that it expected profits to come in above last year's profits of €258.6 million. The reduction is due to lower profits at Hiab and MacGregor resulting from ongoing bottlenecks in component supply and new manufacturing equipment installation.



Ashtead has increased its senior credit facility to \$4.1 billion and extended the maturity to December 2023. The deal includes a slight reduction in cost keeping the average well under five percent, while other terms and conditions remain unchanged.



Ramirent and **Cramo** have reviewed the future of their Russian joint venture **Fortrent**. The two companies will maintain their 50/50 ownership of the business, but will close the Ukrainian operation which contributed €2.1 million to Fortrent's revenues.



BrandSafway has acquired west coast hoist rental company **Cabrillo Hoist** in order to extend its west coast powered access business. Cabrillo was founded in 1998 and covers the greater Los Angeles, San Diego, San Francisco and Seattle areas.



Brazilian rental company **Mills** and aerial lift rental company **Solaris** have confirmed that the merger they have been negotiating since September will now go ahead giving Solaris shareholders a 30.5 percent stake in Mills.



Ramirent has acquired the **SRV Kalusto** equipment division of the SRV group and signed a long-term co-operation/supply agreement. Ramirent paid €21 million for the company in an all-share purchase transaction.



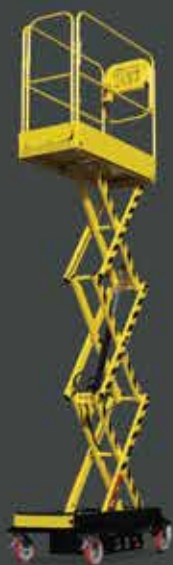
UK-based heavy lift planning and project management company **Notus Heavy Lift Solutions**, has acquired specialist lifting training and consultancy company **SWL Training** from owner Kevin Bennison. Financial details of the deal have not been disclosed.



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Subversive Performance(Compared with the same model in the industry)

The maximum working height heights have been increased by more than 2m to 30m on the telescopic Boom Lifts is 30m and 28m the Articulating Boom Lifts. Both models can be loaded into a standard container.
Maximum SWL increased by more than 30% to 450kg on telescopic booms and 320Kg on articulating Boom Lifts.
Maximum Horizontal Reach is increased by more than 1m.
Maximum gradeability is 50%, an increase of more than 20%.
The weight of the whole machine will also be 1 ton lighter.

Subversive Maintenance(Low maintenance costs)

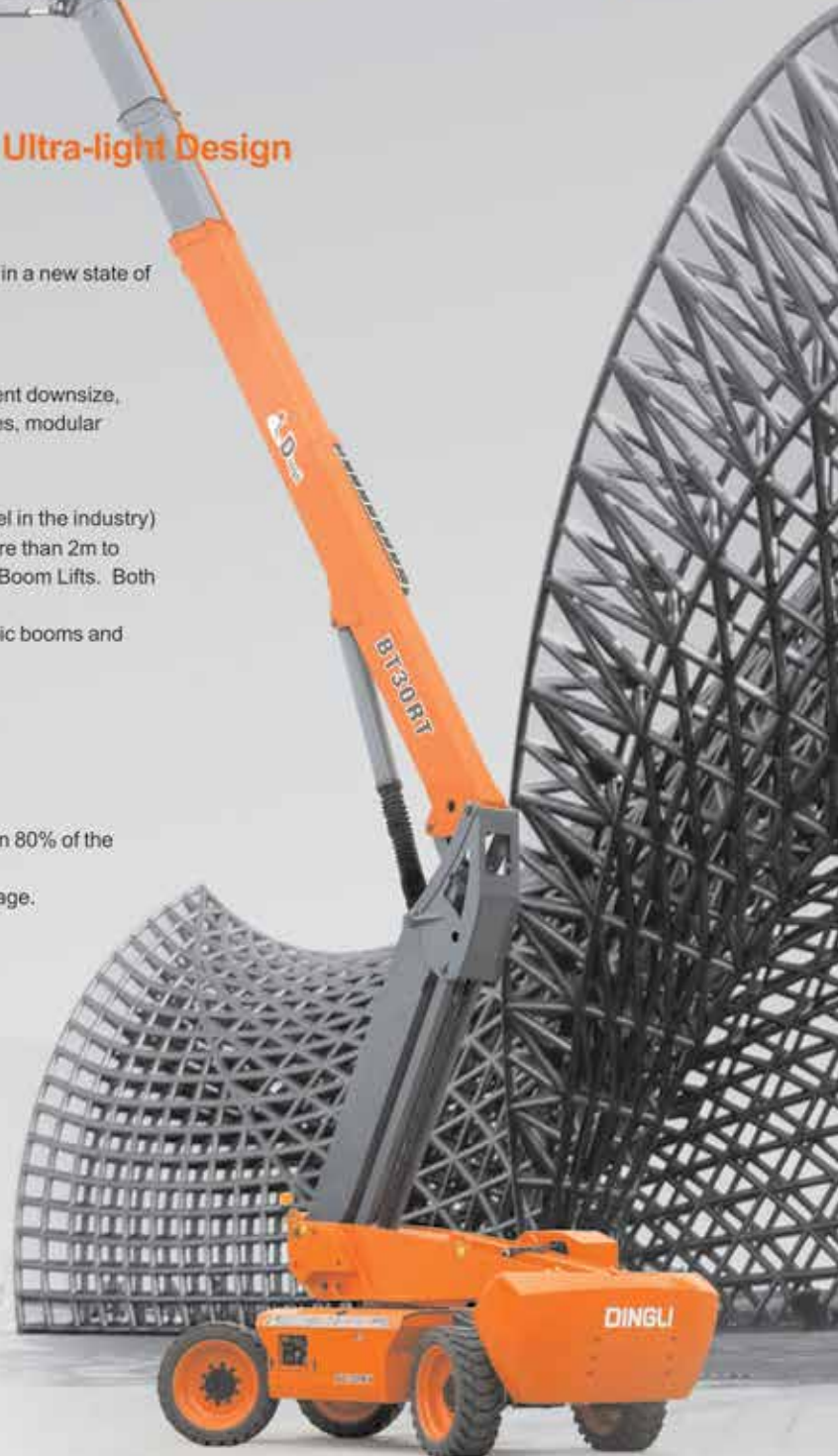
With a family-style modular design, 95% of the parts and more than 80% of the structural components are common across the range.
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With dedicated axles, the failure rate is lower.

Telescopic Boom Lifts

- BT24RT**(24m) **BT26RT**(26m)
- BT28RT**(28m) **BT30RT**(30m)

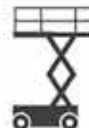
Articulating Boom Lifts

- BA24RT**(24m) **BA28RT**(28m)



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- **Riwal** has appointed **Vincent Vercaemst** as group manager equipment sales.
- US-based **A1A Software** has updated its iCraneTrax telematics and rental operations software programme.
- UK rental company **Coppard Plant Hire** has taken a **Maeda MC305CRM** spider crane.
- Germany's **Herrmann & Wittrock** has acquired the Zwickau and Oelsnitz branches of **G & R Kran und Transport**.
- **ATN** has appointed **Markus Suttorp** as technical support manager.
- UK's **Crowland Cranes** has delivery of a 20t **Kato CR-200Rf** city All Terrain crane.
- UK's **NMT Crane Hire** has appointed **Mark Nixon** as senior crane sales manager.
- **Saqr Port**, UAE has ordered three 63t Konecranes **Gottwald G HMK 8410 B** mobile harbour cranes.
- A crane operator in Australia, has been fined A\$4400 plus costs for overloading a crane which injured a man.
- German rental company **Begemann's Mietlift** has taken 10, 40ft **Airo X14 RTE** scissor lifts.
- Nationwide Platforms' operations director **Peter Douglas** has left the business.
- UK rental company **Warren Access** is celebrating 25 years in business.
- **Jonathan Dawson** has been appointed managing director of **JLG/Power Towers**. **Laurent Montenay** takes over his role as senior director sales - Europe, Africa and the Middle East.
- German rental company **Salgert** has taken two new **Oil&Steel** spider lifts.
- **Manitex** has appointed **Bill Cox** as regional business manager **PM** articulated cranes, south central USA.
- **Mark Carrington**, previous owner of UK based **King/Skyking**, has retired.
- Germany's **Armo** has taken the first units of **Niftylift's** upgraded, updated **HR12N** boom lifts.
- Denmark's **Horsens Lifting** has taken a 33m **Falcon FS330Z** spider lift.
- **Deutz** has appointed **Bernd Bohr** as chairman.
- UK rental company **Speedy** has taken 75 **Porta-Gantry** cranes from **Reid Lifting**.
- US rental company **CraneWorks** has taken 11 **Demag** All Terrain cranes and eight **Terex** truck cranes.
- **Manitex** has appointed **Southwest Products** as a distributor.
- UK access industry veteran **Brian Steadman** of **Advanced Access** has retired.
- **Euroports Germany** has taken a 144t **Liebherr LHM 550** mobile harbour crane.



Vincent Vercaemst



Markus Suttorp



Mark Nixon



Peter Douglas



Jonathan Dawson



Laurent Montenay



Bill Cox



Bernd Bohr



Brian Steadman

- **Genie** has appointed **Nate Alonzo, Jon Cotts, Connor Dugan, Matt Fitzsimmons and Max Izotov** as associate sales managers for North America.
- The German town of **Neuenburg** has taken an **Oil&Steel Scorpion 2313** truck mounted platform.
- **Raimondi Cranes** has appointed **ConAgro** as distributor for Cyprus.
- US-based **Bigge Crane and Rigging** has taken a 400t **Liebherr LTM 1400-7.1** All Terrain crane.
- India's **Shakti Equipments** has ordered India's first **Haulotte HA20 LE Pro** electric boom lift.
- Uruguayan port operator **Montecon** has ordered a 154t **Liebherr LHM 800** mobile harbour crane.
- Germany's **Biberger** has taken three 60ft **Genie Z-60/37 FE** hybrid articulated boom lifts.
- **Holland Lift** has appointed **Jacco Hartkoorn** to handle direct sales in Germany and Austria.
- Australia's **Kennards Hire** has opened a new location in **Toowoomba, Queensland**.
- Israel's **Levinson Brothers Engineers** celebrated 50 years as a **Grove** crane distributor.
- UK-based **Staffordshire Fire and Rescue Service** has taken a **JCB 35 Teletruk** telehandler.
- Germany's **Kuba Arbeitsbühnen** has taken five **Haulotte** aerial lifts.
- **Hörmann Schweiz** has taken three **Skyjack SJ111 3220 DC** slab electric scissor lifts.
- **Raymond Schofield**, a depot manager for UK company **Facelift**, has died.
- UK crane rental company **Cramscene** has taken a 60t **Liebherr LTM 1060-3.1** All Terrain crane.
- **Raimondi Cranes** has appointed South Africa's **ZLT Tower Cranes** as its distributor for eight African countries.
- **GMG** has appointed **Craig Braun** as operations director and **Erik de Bruijn** as European service manager.
- Denmark's **Lissner** has signed a supply deal with the Danish Ministry of Defence for **Unic** spider cranes.
- **Mammoet Germany** has taken the group's first 55t **Demag AC 55-3** All Terrain crane.
- Florida's **Select Crane Sales** has appointed **Karl Pitre** as service manager in New Jersey.
- **Mammoet** has opened an office for West Africa in **Accra, Ghana**.
- UK rental company **NMT** has taken a **Spierings SK1265-AT6** self-erecting mobile tower crane.
- Germany's **Roggermaier** has ordered a 90m **Ruthmann T 900 HF** truck mounted platform.
- **Ashtead** senior independent director **Ian Sutcliffe** has resigned.



Nate Alonzo



Jon Cotts



Connor Dugan



Matt Fitzsimmons



Max Izotov



Jacco Hartkoorn



Craig Braun



Erik de Bruijn



Ian Sutcliffe

- **Ashtead** CEO **Geoff Drabble** is to retire next year, **Brendan Horgan** takes over in May.
- UK's **Millennium Crane Hire** has taken a 40t **Liebherr LTM 1040-2.1** All Terrain crane.
- UK's **HTC Wolffkran** has taken a 300t **Grove GMK6300L-1** All Terrain crane.
- Switzerland's **Feldmann Pneukran und Transport** has added five new **Liebherr** cranes to its fleet.
- UK's **BT Openreach** has ordered 70 van mounted platforms from **Versalift**.
- **Ramirent** has named **Jukka Havia** as its new chief financial officer.
- **Bigge Crane and Rigging** has ordered \$8 million worth of **Alimak** hoists.
- **CMC** has appointed **Gaspard Caradonna** as area sales manager for France.
- **Rocky Tan**, GM Malaysian access company **Eastway Engineering**, has died.
- **United Rentals** has extended its partnership with **Serious Labs** opening a new Virtual Reality training centre.
- **Klubb** has appointed **ACR** as partner/distributor for Spain.
- **Manitou** has launched the **MLT-X 961-145 V+ L** agricultural telehandler.
- France's **Somatra** has taken a 220t **Demag AC 220-5** All Terrain crane.
- Belgium's **Correct Service** has moved into new purpose-built premises.
- **CTE** has appointed **Andrea Benedetti** as area manager for central Italy.
- Germany's **Mietpark Jenz** has taken a 15.5t **Jekko JF545** spider crane.
- Dubai's **Al Naboodah Group Enterprises** has taken a 120t **Sennebogen 6113 E** telescopic crawler crane.
- **Ralph Helm**, former president and chairman of **Manitowoc** has died.
- UK's **The Access Alliance** has appointed **Liftright Access** as its first Associate Member.
- Italy's **Comet** held a tunnel road show in Belgium and Switzerland.
- **ALE** has sold its 1,200t **Gottwald MK1500** to **OM Heavy Lift** for the Port of Dundee.
- **Cramo** has confirmed **Hartwig Finger** as executive vice president central Europe.
- Switzerland's **VHB** has taken a **Liebherr MK 88** mobile self-erecting tower crane.
- German manufacturer **Klaas** held an open day at its headquarters in **Ascheberg**.
- UK access industry veteran **Chris Caney** has retired after more than three decades in the access industry.
- **Magni Telehandlers** has appointed Ontario-based crane sales and rental company **Cropac** as a distributor.
- **Point of Rental Software** has appointed **Simon Gibbons** as business development and implementation manager.
- **Skyjack** president **Brad Boehler** has joined the **Serious Labs** board.



Brendan Horgan



Jukka Havia



Rocky Tan



Andrea Benedetti



Ralph Helm



Hartwig Finger



Brad Boehler

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Max. Lifting Capacity	Boom	Boom Extension	Max. Sheave Height	Max. Radius	Engine (superstructure)	Gear
60 t	9,5 m – 48 m	1,7 m – 7,4 m	58,4 m	44 m	260 kW (354 HP)	6 x 4 x 6 (6 x 6 x 6 off-road)

Barrelling along

A quick way of gauging the economic prosperity of a country is by counting the number of tower cranes on the skyline of its major cities. In the same vein, the health of the Rough Terrain crane sector is dependent on the price of a barrel of oil, particularly as the biggest market is North America which accounts for two thirds of all RT sales outside of Japan.

A year ago Terex Cranes president Steve Filipov said the RT crane market was 'fairly flat with a few little blips' and that was when the price of a barrel of oil was around \$50. He thought the situation would change when the price increased to around \$65. A few months ago the price hit more than \$76 a barrel and has been more than \$65 since April. Unfortunately since that high there has been a steady decline with prices now hovering back around the \$52 mark.

With oil prices fluctuating wildly coupled with a period of global economic 'nervousness', sales of RTs have improved but are still nothing to get too excited about. One sector in North America that appears to be booming however is the petrochemical industry, reflected in crane rental companies such as Maxim Crane Works recently purchasing 15 large Tadano Rough Terrain cranes with capacities ranging from 90 to 145 tonnes. The order included a mix of 91 tonne GR-1000XLs, equipped with a 47 metre main boom plus 17.7 metre bi-fold

swingaway extension, 110 tonne GR-1200XLs with 56 metre main booms and 17.7 metre extensions and the 145 tonne GR-1600XLs with its 61 metre main boom and 18 metre bi-fold extension.

The new cranes are part of the company's plans to expand its fleet of 2,500 cranes to cope with increased demand from the petrochemical industry by choosing Rough Terrain cranes over comparable All Terrains. According to Maxim's chief operating officer Frank Bardonaro: "The next generation Tadano RTs have longer reaching booms and better load charts than many ATs, with the added bonus of the superior ability to work in close quarters."

"Rough terrain cranes can also be more cost effective because they only require one person to operate and often do not require multiple trucks for transport. This improved transportability is key to Maxim's investment in Rough Terrain cranes."

He added: "The petrochemical industry is booming, but this can change over time. As customer needs evolve, Rough Terrain cranes can easily be moved to other regions across the country for infrastructure and commercial industry projects."

New models

Over the past year Rough Terrain crane manufacturers have been relatively busy launching several new products including the 149 tonne Grove GRT 9165 and the 90 tonne Link-Belt 100RT.



C&A

RT cranes

Manitowoc unveiled its 149 tonne Grove GRT 9165 Rough Terrain crane at an event in Shady Grove Pennsylvania



Manitowoc unveiled its 149 tonne (165 US ton), three axle Grove GRT 9165 Rough Terrain crane at an event in Shady Grove Pennsylvania in June. The new crane has the longest reach and largest capacity of any Grove RT but is aimed at a very small sector of the market. It features a 62.5 metre six section, Twin-Lock pinned Megaform main boom plus a 17.8 metre bi-fold swingaway extension with either manual or hydraulic offsetting. It can be further extended with a single eight metre lattice section between boom nose and swingaway for a maximum tip height of 91.2 metres. The crane has three outrigger width settings with automatic outrigger sensing and monitoring. The new cab is 76mm wider than fitted to

other large Grove RTs and tilts by up to 20 degrees for a better view when using long booms etc. It also features an updated Crane Control System with a screen mounted in the centre of the steering wheel, with a larger screen mounted on a swing arm.

The GRT 9165 has been designed for easy transport with an overall stowed height of 3.8 metres and hydraulically removable counterweight and outrigger boxes which reduce the overall weight to 52.6 tonnes. The crane also uses a hydro gas suspension system and has two or four wheel drive and all axle steer. The steering modes link the rear two axles for co-ordinated steer, front only steering and a mode called tandem which is the

How the new Grove GRT 9165 compares

Manufacturer Model	Grove GRT 9165	Tadano GR-1600XL-2	Link-Belt RTC80160 II
Capacity @ radius	149t @ - not given	145t @ 2.4m	145t @ 2.1m
Max boom length	62.5m	61.0m	59.5m
Swingaway ext	17.8m-50° offset	18m-40° offset	16.8m-45° offset
Max tip height	91.1m	82.3m	94.8m
Outrigger widths	Three widths - 8.48m	Four widths - 8.2m	Three widths - 7.9m
Drive/steer	6x4x6	6x4x6	6x6x6 Hydrostatic
Counterweight	25,765kg	29,300kg	26,700kg
Overall length	Not available	16.19m	15.37m
Overall width	Not available	3.31m	3.66m
Overall height	3.8m	3.78m	3.8m
GVW working	88,000kg est	89,725kg	77,863kg
GVW no cwt/outrigger	52,600kg	51,183kg	50,497kg



Maxim Crane Works recently purchased 15 large Tadano Rough Terrain cranes including the 145 tonne GR-1600XL



The new GRT 9165 is said to be easy to transport on a beam trailer having an overall travel height of 4.23m.



Grove launched the new 149 tonne Grove GRT 9165 last summer

How the new Link-Belt 100RT compares

Make Model	Liebherr LRT1090-2.1	Grove GRT 8100	Terex RT90	Terex RT100	Tadano GR1000XL	OLD Link-Belt 100RT	NEW Link-Belt 100RT
Max capacity	90 tonnes	90 tonnes	86 tonnes	90 tonnes	90.7 tonnes	90 tonnes	90 tonnes
Main boom	47m	47m	47m	53m	47m	50m	47.2m
Telescope	Full Power	Full Power	Full Power	Dual mode	Full Power	Pinned	Full Power
Max tip height	69.5m	72.9m	66m	70.5m	67m	79.8m	72.2m
Gross working weight	52 tonnes	56 tonnes *	52.58 tonnes	57 tonnes	51.6 tonnes	53.1 tonnes *	55.2 tonnes
Transport weight no counterweight	38.96 tonnes	43.8 tonnes	42.58 tonnes	47 tonnes	41.7 tonnes	40 tonnes	42.1 tonnes
Counterweight	12,000kg	12,248kg *	10,000kg	10,000kg	10,000kg	13,200kg *	13,200kg
Overall height	3.84m	3.75m	3.99m	3.95m	3.8m	3.94m	3.91m
Engine	Cummins T4	Cummins T4	Cummins T4F	Cummins T4	Mitsubishi	Cummins	Cummins Stage V /T4
Tyres	29.5 x 25	29.5 x 25	29.5 x 25	29.5 x 25	29.5 x 25	29.5 x 25	29.5 x 25

"The GRT9165's longer reach will help lifters to bid for and complete more jobs with a single crane, increasing their capabilities," said Paul Cutchall, product manager for Manitowoc RT cranes. "Rough Terrain cranes are often the first machine to roll onto the job site, so they have to be reliable. That's why we

* Optional heavy counterweight

equivalent of rear only steering.

Despite unveiling the machine about six months ago a full set of specifications is still not available. However from information we have, the new machine compares well against the limited competition - the 145 tonne Tadano GR-1600XL-2 and the 145 tonne Link-Belt RTC80160 II. The new Grove has a slightly longer main boom and nominal capacity rating, but more importantly it puts the company firmly into the three

axle RT market. The Link-Belt is by far the lightest - by about 10 tonnes - when in working mode and also has the tallest maximum tip height. The Tadano has the longest swingaway extension, the heaviest counterweight and four outrigger extension widths rather than three. However on paper, the three are very evenly matched. The new crane will almost certainly raise interest and likely help expand a niche part of the market.

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The new Link-Belt 100RT has a full power boom

designed the GRT9165 to be the strongest, longest reaching, most cost-effective Rough Terrain crane we have ever assembled."

Link-Belt's new full power 100RT

Link Belt has recently launched its new 90 tonne 100RT Rough Terrain crane claiming it has the longest full power boom in its class. It is a hotly contested sector with all of the major manufacturers - Tadano, Grove, Terex and Liebherr - offering new competitive products over the past few years. Liebherr of course,

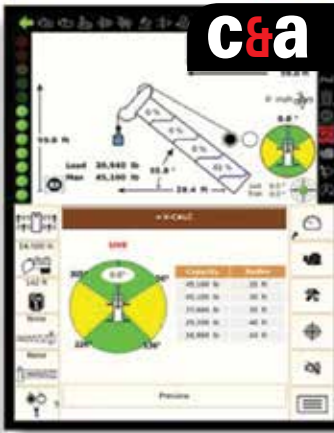


The Link-Belt 100RT incorporates V-CALC (Variable Confined Area Lifting Capacities) which features 12 different outrigger configurations with real time 360 degree charts.

entered the sector in 2017 with two models - a 90 and 100 tonner. Terex has also started deliveries of its new RT90 with full power boom.

The new Link-Belt 100RT features a 47.2 metre full power boom - rather than a 50 metre pinned main boom on the old model - and is topped by a 17.7 metre bi-fold swingaway extension with a new easy erecting system and offsets by two, 15, 30 or 45 degrees. A 4.9 metre lattice insert can be added to the extension to provide a maximum tip height of 72.2 metres.

The 100RT has an overall width of 3.2 metres and is just over 15.3 metres long. Overall height is slightly lower than the old model at 3.91 metres and overall weight of 55.2 tonnes including its removeable counterweight of 13 tonnes, almost two tonnes heavier



C&A

RT cranes

erecting and stowing the fly a one-man operation reducing work at height. Boom head speed screws and numbered spring loaded latches provide intuitive assembly. Given the natural elevation of a rough terrain crane boom, Link-Belt has simplified fly assembly with new ground level carrier controls. One control raises and lowers boom angle from zero to minus three degrees while another is used for the fly assist cylinder.

Easier maintenance includes reduced axle/suspension grease points, centralised electrical locations, remote mounted filters and easy-access fluid checks and a 24-volt electrical system makes running diagnostics quicker and easier. Deliveries of the 100RT will begin in the first quarter 2019.

Italian production

Outside of Japan and North America, Italy is probably the main producer of Rough Terrain cranes in Europe with both Terex and Grove producing machines in the country. In June this year, Terex Cranes celebrated 50 years manufacturing Rough Terrain cranes at its Italian facility at Crespellano located between Bologna and Modena in northern Italy (see story below).

During the summer, Grove competed the first 90 tonne GRT8100 to be manufactured outside of the USA. It was built at its Niella Tanaro facility to the south of Turin, Italy and then shipped to the Middle East. Up to this point most Grove Rough Terrain cranes - including all the larger versions - were built in Shady Grove, Pennsylvania.

The Niella Tanaro plant produced



The 145 tonne Link-Belt RTC80160 II



The cab of the 100RT is the latest design from Link-Belt



Grove has completed the first 90 tonne GRT8100 to be manufactured outside of the USA - built at its Niella Tanaro facility in Italy

its first Grove RT in 2005 and has manufactured smaller models for Europe and the Middle East including the RT530E-2, RT540E or RT550E. In addition to the GRT810 the plant will build the 80 tonne GRT880, which will also continue to be manufactured in Shady Grove. "We are confident that our customers in Europe, Africa, Middle East and Asia Pacific will benefit greatly from this decision," said Jens Ennen, VP mobile cranes in Europe and Africa. "Benefits will include shorter lead times, lower shipping costs and preferential import duties in certain countries that recognise the EUR1 certificate of origin, with the specifications and



Sany SRC8130

quality level being as high as the Rough Terrain cranes manufactured in Shady Grove."

This move to European production looks quite perceptive given the current US steel tariffs. One wonders if it might even be logical to ship the European-built cranes to North America, in particular Canada and Mexico, in order to avoid the punitive steel tariffs and other duties.



A Zoomlion RT100



Link-Belt 75RT



The Link-Belt 100RT during testing



Terex Cranes held an open day to celebrate the 50th anniversary of its facility in Crespellano, Italy.

Terex celebrates 50 years at Crespellano

Earlier this year Terex Cranes held an open day to celebrate the 50th anniversary of its facility in Crespellano. The plant was established by Elio Bendini in 1968 to build cranes, shipping the first Bendini - an eight tonne truck crane - the following year. The first Bendini Rough Terrain crane, the 16 tonne 1622 cab down model came off the line in 1971. The RI series from 12 to 22 tonnes followed soon after. The improved Delta series of cab downs with capacities from 12 to 25 tonnes began shipping 10 years later. The first Bendini swing cab RT - the RI/CT models - was introduced in 1975 with the popular Beta series coming in 1985.

In 1989 Bendini became part of the French All Terrain crane manufacturer PPM group which in turn was acquired by Terex in 1995 with Bendini changing its name to PPM SpA. Four years later there was another name change to Terex Italia Srl and in 2002 it became part of Terex Cranes. Average production in the early days was around 150

units however this was increased to more than 350 by 2007. Half of all sales went to western Europe - the Italian market taking 20 percent - and the remainder going mainly to the Middle East. In the mid 1990's the Beta and Delta cranes were replaced by A series models - A300 and A600 - which were based on the crane's capacity of 30 and 60 tonnes respectively.

"Terex was a company built on mergers and acquisitions purchasing about 75 companies and investing \$3 billion," said Terex Cranes president Steve Filipov. "Currently the company is in a rebuilding phase making changes to quality and reliability after losing \$30 million in 2016. The markets are improving but it is still very challenging. We have three crane businesses - mobiles, towers and utilities - with mobiles accounting for about 60 percent of revenues. In Europe we have three main facilities - Zweibrücken which produces mainly AT cranes and crawlers and possibly some new products, Crespellano for RTs and Fontanefreda for tower cranes for the global market. Finally in Brisbane



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The first RT crane produced at the Crespellano facility which was established in 1968

we produce pick and carry cranes. We have consolidated or closed a lot of factories, but this was needed to simplify the business."

Rough Terrain cranes are produced in Crespellano and Oklahoma but they are two very different products. However going forward we are looking at using common platforms, systems and hydraulics. We have to continue to drive a local product for the market but also have a global design so we can leverage the size of the business. Making a couple of hundred RTs a year we need to drive costs down.

"We have recently incorporated its IC 1 control system - precise and smooth control of swing

movements and gives operators access to real-time information for quick diagnostics in the field - in our new RT 90 which uses Demag technology but is being integrated into the US-built products. We own the technology and manage the volume so rather than fitting it to a few hundred AT cranes in Zweibrücken we are expanding its usage and fitting it on the Rough Terrain cranes built in Italy and the US. Several of the RT cranes are being updated to include Stage V/Tier 4F engines for next year including the Quadstar 1065 which becomes the Quadstar 1070 and the Quadstar 1075 and 1075L will become the 1080 and 1080L."



Two Link-Belt RTs working on a basement foundation

Recent orders

First Liebherr RTs

The first 100 tonne Liebherr LRT 1100-2.1 in Poland was recently delivered to crane and aerial lift rental company Dzwigi Mazowsze Marcin Zielonka. The crane features a five section 50 metre main boom, with 10.5 metre swingaway extension and the Variobase multi position outrigger set-up system. It is the first Rough Terrain crane in the company's fleet, which includes All Terrains up to 500 tonnes, and is earmarked for long term construction projects and applications involving extreme ground conditions.

In the Middle East, Dubai-based Al Faris Equipment Rentals has taken delivery of a 90 tonne LRT 1090-2.1 and a 100 tonne LRT 1100-2.1. The two axle LRT 1090-2.1 features a 47 metre main boom and a 10.5 to 19 metre bi-fold swingaway extension with up to 40 degrees of offset. The cranes will be used on medium and long term civil construction and mineral oil industry projects.

Tadano GR-200EX for Australia

Australian rental and heavy lifting company Wildmans Cranes has taken delivery of a 20 tonne Tadano GR-200EX Rough Terrain crane. The GR-200EX features a 27.5 metre main boom and a 4.5 to 6.9 metre extension providing a maximum tip height of 35 metres. The crane can lift its maximum capacity at 2.5 metres, has an overall travel length of 8.31 metres and an overall width of 2.45 metres.

Maxim's buying spree continues

Following its 15 large Tadano Rough Terrain order US-based rental company Maxim Crane Works has added eight 100 tonne Grove GRT8100s. The GRT8100 features a 47 metre main boom plus extension, which takes the maximum tip height to 73 metres.

Four Terex RTs for Ecuador

Ecuadorian crane, heavy transport and rigging company Transportes Noroccidental has purchased four new 90 tonne Terex RT 100US Rough Terrain cranes. The company - which focuses largely on the petrochemical market - chose the cranes for its 47 metre, five section full power boom and the strength of its load chart compared to other similar sized units. The cranes join four other RTs in the Transportes Noroccidental fleet, all of which are deployed in its oil field operations.

34 Terex RTs for Italy

Italian crane rental and sales company Tecno-Gru ordered 34 Terex Rough Terrain cranes including three 35 tonne RT 35-1s, three 45 tonne RT 45s, 10 of the 45 tonne RT 45Ls, seven 65 tonne Quadstar 1065s, seven 75 tonne Quadstar 1075s, three 75 tonne Quadstar 1075Ls, and one 90 tonne RT 90.

Groves for southern Italy

Italian rental company Officine Dandrea has taken delivery of two 45 tonne Grove RT550E Rough Terrain cranes, with two more on order. The crane features a five section, 39 metre main boom plus an eight metre swingaway extension which can be offset at zero, 20 or 40 degrees. The four cranes were purchased through Fimi, the Grove distributor for southern Italy.

Road and bridge work for Link-Belt 75RT

Dallas, Texas-based concrete paving company Ed Bell Construction recently purchased a 70 tonne Link-Belt 75RT to handle the demands of larger, heavier lifts in modern road and bridge work.

The crane was immediately utilised on the \$30 million Interstate 20/Center Point Road Interchange project which includes new entry and exit slip roads and three new bridges, as well as redirection of three miles of two-way frontage roads for improved mobility and safety. The Link-Belt 75RT was used to lift bundles of rebar weighing 2.7 tonnes, large concrete form panels, concrete buckets and drainage culverts along both sides of Interstate 20. It was also used to place concrete finishers on the concrete bridge decks and new traffic barriers weighing more than 10 tonnes.



The Link-Belt 75RT is used to lift bundles of rebar weighing 2.7 tonnes

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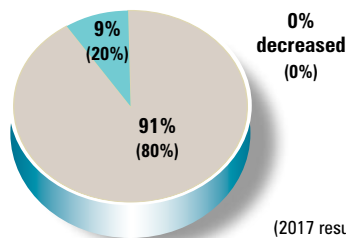
A mixed bag

This year has been one of mixed fortunes, perhaps best described as 'fragile stability'. Rental rates have been up and down depending on product type, size and time of the year. With uncertainty growing by the day, private investment has tumbled, offset to some extent by a strong rise in infrastructure spending and refurbishment. Fortunately this has generally kept all three equipment sectors that we cover busy. The feeling for 2019 is surprisingly optimistic, well maybe tentatively optimistic, but optimistic all the same. This is the 18th year of the survey with all the previous results still available to view in the online library at www.vertikal.net.

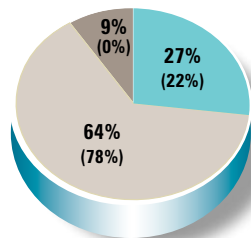
Crane rates

Crane hire rate trends - all types

Crane hire rates over the past 12 months have:



Crane hire rates over the next 12 months will:



(2017 results)

Decreased Stayed the same Increased

Most respondents last year - 78 percent - predicted that rates would be flat and sure enough more than 90 percent of companies surveyed have reported a rate stagnation. However, looking at the detail from those same respondents reveal that some models - such as smaller All Terrains - have seen rates dip while rates for larger cranes have improved. You will note that we have tweaked the size breaks this year in order to provide a clearer picture which makes it difficult to directly compare some categories.

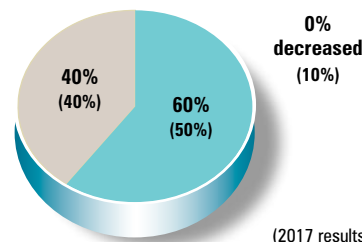
Looking forward, a greater number of companies are more upbeat for 2019, but the general consensus is for another year of flat rates. Given that most have recovered in recent years this is not as bad as it might seem.



C&a 2018 rental rate survey

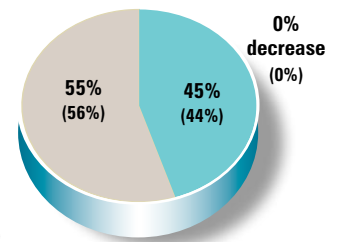
Crane fleet size

Crane fleet size over the past 12 months have:



(2017 results)

Crane fleet size over the next 12 months will:



The positive attitude is reflected in the fact that 60 percent of crane hire companies expanded their fleets in 2018 - up from 50 percent last year - while the rest maintained their fleets at last year's levels with no-one admitting to any reductions this time round. All were fairly close to last year's forecasts.

Looking forward, more companies plan to maintain the status quo in 2019, although a healthy number - 45 percent - expect further expansion, much the same as last year in spite of higher costs relating to a shift in exchange rates and material related price increases.

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	573 ▲	450 ▲	750 ▲	593 ▲
30 to 45 tonnes	471 ▼	400 ▼	560 ▼	516 ▼
50 to 65 tonnes	554 ▼	490 ▼	610 ▼	630 ▼
70 to 90 tonnes	973 ■	800 ■	1340 ■	1043 ■
100 to 120 tonnes	1217 ■	960 ■	1550 ■	1225 ■
130 to 160 tonnes	1492 ■	1200 ■	1800 ■	1450 ■
160 to 200 tonnes	1543 ■	1350 ■	2000 ■	1725 ■
210 to 250 tonnes	1,826 ■	1500 ■	2750 ■	2075 ■
260 to 350 tonnes	1,971 ■	1450 ■	3000 ■	2500 ■
360 to 490 tonnes	2,650 ■	2250 ■	3150 ■	2962 ■
500 to 600 tonnes	7,083 ■	6500 ■	7500 ■	8000 ■
610 to 750 tonnes	No input ■	■	■	■
Over 750 tonnes	No input ■	■	■	■
Self-Erecting Tower (4 to 5 axles)	1,566 ▼	1400 —	1800 ▼	1750 ▲
Self-Erecting Tower (6 to 7 axles)	1900 ▼	1800 ▼	2000 —	1956 ▼

Weekly rates for crawler cranes

Crane size - Operated	Average	Lowest	Highest	Ideal
Up to 50 tonnes	1950 ▲	1500 ▼	2400 ▼	3000 ▼
50 to 60 tonnes	1295 ▲	1000 ▼	2600 ▼	3500 ▼
70 to 80 tonnes	2021 ▼	1750 —	3200 ▼	6500 ▲
90 to 100 tonnes	2266 ▼	2100 ▲	3500 ▼	5750 ▲
120 to 150 tonnes	2,822 ▼	2200 —	4000 —	6004 ▲
180 to 250 tonnes	4,989 ▼	4000 ▼	5,500 ▼	6000 ▼
Over 250 tonnes	No input			

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	708 ▼	650 ▼	775 ▼	744 ▼
120t/m	908 ▼	890 ▼	930 ▼	991 ▼
200t/m	1492 ▼	1200 ▼	1800 —	1550 ▼
300t/m	1929 ▼	1600 ▼	2313 ▼	2207 ▼
Luffers	Average	Lowest	Highest	Ideal
Less than 70t/m	1132 ▼	913 —	1450 ▼	1183 ▼
100t/m	1746 ▼	1500 —	2000 ▼	1825 ▼
180t/m	2,529 ▼	2200 ▼	2813 ▼	2605 ▼
300t/m	3632 ▲	3000 ▲	4625 ▲	3,822 ▼
Self Erectors	Average	Lowest	Highest	Ideal
Self Erectors	625 ▼	350 ▼	794 ▼	661 ▼

Weekly rates of other cranes

Crane size	Average	Lowest	Highest	Ideal
Pick & Carry <2.5t	400 ■	350 ■	450 ■	600 ■
Pick & Carry 3 - 5t	580 ■	500 ■	650 ■	700 ■
Pick & Carry 5.5 - 10t	722 ■	650 ■	800 ■	800 ■
Pick & Carry >10t	978 ■	800 ■	1100 ■	1210 ■
Mini crawlers - up to 12t	897 ▲	740 —	1100 ▲	966 ▲
Spider cranes up to 1t	823 ■	550 ■	1000 ■	800 ■
Spider cranes 2 - 5t	1,200 ■	800 ■	2000 ■	1500 ■
Spider cranes >5t	1,301 ▼	1100 ▲	1800 —	1750 ▼

Utilisation and percentage of initial cost

Mobile cranes

Crane size	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Under 30 tonnes	77%	50%	90%	0.4%
30 to 45 tonnes	83%	70%	95%	0.8%
50 to 65 tonnes	84%	70%	90%	0.9%
70 to 90 tonnes	82%	75%	90%	0.5%
100 to 120 tonnes	78%	75%	85%	0.4%
130 to 160 tonnes	72%	70%	75%	0.6%
160 to 200 tonnes	70%	60%	80%	0.5%
210 to 250 tonnes	66%	60%	70%	0.5%
260 to 350 tonnes	72%	65%	75%	0.7%
360 to 490 tonnes	67%	60%	70%	0.6%
500 to 600 tonnes	73%	70%	80%	0.8%
610 to 750 tonnes	-	-	-	-
Over 750 tonnes	-	-	-	-
Self-Erecting Tower (4 to 5 axles)	82%	70%	90%	0.9%
Self-Erecting Tower (6 to 7 axles)	84%	75%	90%	0.8%

Crawler cranes

Crane size	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Up to 50 tonnes	72%	55%	75%	0.8%
50 to 60 tonnes	72%	70%	75%	0.7%
70 to 80 tonnes	49%	10%	60%	0.5%
90 to 100 tonnes	77%	70%	90%	0.6%
120 to 150 tonnes	71%	60%	85%	0.3%
180 to 250 tonnes	73%	70%	75%	0.3%

Tower cranes

Flat tops and saddle jibs	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Less than 70t/m	70%	65%	75%	0.5%
120t/m	100%	100%	100%	-
200t/m	91%	91%	91%	-
300t/m	70%	70%	70%	-

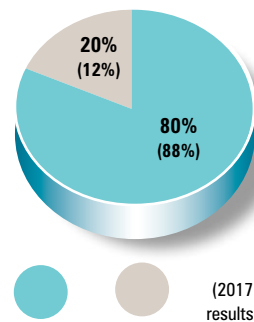
Luffers	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Less than 70t/m	50%	50%	50%	-
100t/m	96%	96%	96%	-
180t/m	100%	100%	100%	-
300t/m	80%	80%	80%	-

Self erectors	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Self Erectors	75%	75%	75%	-

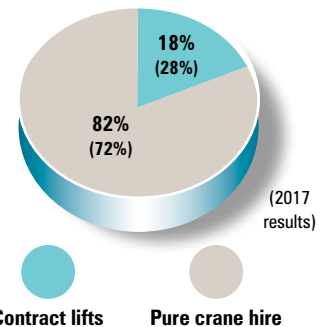
Other cranes

Crane type	Utilisation			Avg. weekly rate as % of initial cost
	Average	Lowest	Highest	
Pick & Carry under 2.5t	65%	60%	70%	0.9%
Pick & Carry 3 - 5t	67%	60%	75%	0.8%
Pick & Carry 5.5 - 10t	65%	60%	70%	0.7%
Pick & Carry over 10t	72%	70%	75%	0.8%
Mini crawlers up to 12t	59%	50%	65%	0.7%
Spider cranes up to 1t	60%	50%	70%	1.5%
Spider cranes 2 - 5t	63%	50%	75%	1.5%
Spider cranes over 5t	65%	55%	75%	1%

Would you recommend the crane hire industry to your children?



What percentage of your jobs are contract lifts?



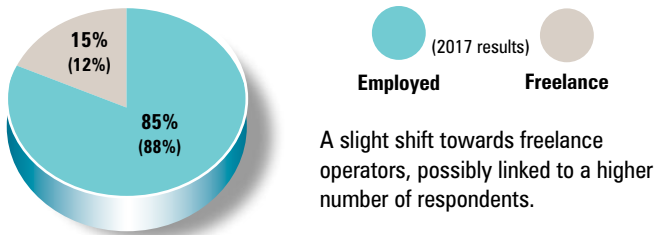
While the vast majority of crane company owners and managers are positive about the industry, not as many would recommend the industry as last year, possibly a feature of the ongoing uncertainty brought on by Brexit?

Oddly the number of jobs that are carried out as contract lifts has fallen from 28 to 18 percent, quite the opposite of what you might expect. This might be related to the fact that many crane companies have added smaller models, such as the Kato City cranes which do tend to go out on regular Crane Hire terms. The variance though also falls within the margin for error.

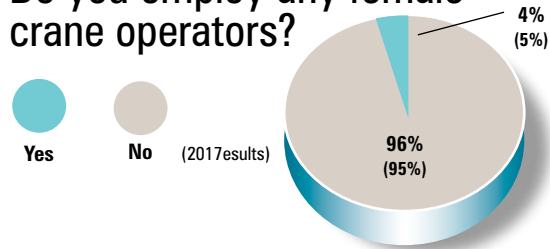




What percentage of your operators are?

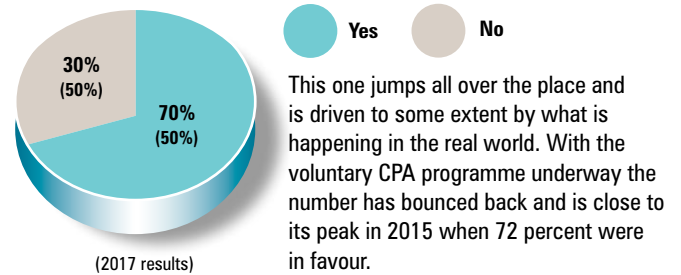


Do you employ any female crane operators?



A slightly smaller percentage of companies reported that they employed female operators, although anecdotally the number has not changed and might have marginally improved. The fact is that the industry does a rubbish job at recruiting women, even though experience shows that they are more diligent and given the national shortage of operators.

Should cranes be subject to MOT's?



What % of your operators have a training certification?



Average fleet age in years

Average	Lowest	Highest
6 (7)	4 (4)	10 (10)

The move towards younger fleets and the elimination of 10 year old and more cranes has continued but is likely to stay at this level in 2019.

Crane respondent's comments

"The rates in the UK are way too low, if you compare our crane hire and operator rates to the rest of Europe we are a laughing stock, there's a few companies out there that you pretty much hire an operator and get a free crane."

"I'm glad we're out of the small end of the tower crane market when I look at some of the rates and I certainly have no intention of buying any self-erectors either."

"Still too many busy fools in the business and no sign of it changing."

"Oaktree Capital thought they could professionalise the British crane hire market and outdo the locals. They must wish by now that they had spent their money on an easier industry? Ainscough used to lead by example now it seems to have gone the way of British Airways - fighting battles with its workers in public. How come the big Dutch companies don't have this problem?"

"It has been a half decent year, although the returns are still bonkers and make no sense, you can make a decent living if you are smart and can squeeze those extra jobs in and also get in a decent number of contract lifts - as long as you have someone who can manage them well."

"MOT's are a good idea to maintain road worthiness of the cranes but the hire rates must reflect the fact that it has simply become more expensive to run and maintain modern equipment. The "rates" debate has lingered on for years and still seems to be customer driven, competitive pricing is inevitable, and healthy to a point, but giving away services at low costs to win work just allows the embers of low rates to smoulder on and on. No doubt we have all done and will continue to do the "one lift" deal but in the main, in my opinion, the rates for cranes up to say 200 tonne capacity should all move up one i.e. 40 tonne cranes should command 50 tonne rates, 50 tonners to 60-70 tonne rates, 80 tonners to 100 tonne rates and so on. Not so straightforward for the heavy crane market I suspect, but surely not too tricky to implement in the main."



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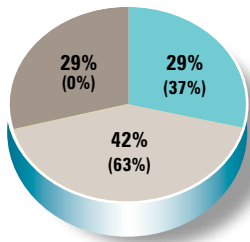


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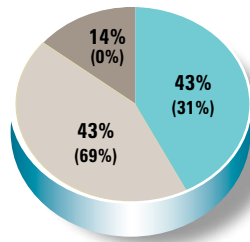
Rate trends

Access rates over the past 12 months have:



(2017 results)

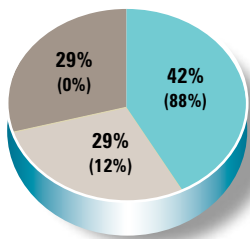
Access rates during the next 12 months will:



This year's results are certainly a good deal gloomier than they were 12 months ago, with a sharp drop in respondents reporting rate improvements and almost a third reporting a fall in rental rates compared to zero last year. However more than 40 percent said they had remained the same which is not quite born out by the actual rates. The outlook for this year though is not all doom and gloom, with more than 40 percent expecting an upturn in rates, with the same number thinking they will remain the same. However while none of respondents last year predicted that rates would fall, this year 14 percent believe there will be a further decline.

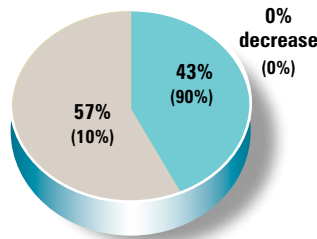
Fleet trends

Fleet size over the past 12 months have:



(2017 results)

Fleet size over the next 12 months will:



Interestingly half the companies that had planned to increase their fleets in 2018 did not do so, with almost two thirds maintaining the status quo, while 29 percent actually reduced their fleets, possibly helped along by a weak pound making used machines more valuable and new ones more expensive at a time when utilisation was slipping. Our respondents are unanimous when it comes to further fleet reductions with no one planning to slim down. Instead they are split between expanding again or simply maintaining their current fleet size.



C&A 2018 rental rate survey



Weekly rental rates by general category

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

Electric self-propelled scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
Under 5 metres	83 ▲	72 ▲	96 ▲	105 ▲
6 metres (19/20ft)	99 —	80 ▼	120 —	143 ▲
8 metres (26ft)	110 ▼	80 ▼	127 ▼	153 —
9-10 metres (30-33ft)	123 ▼	85 ▼	150 ▼	170 ▼
11-12 metres (36-40ft)	154 ▼	99 ▼	220 ▼	240 ▼
13-17 metres (41-55ft)	310 ▲	200 ▼	442 ▼	445 ▼
17-22 metres (55-72ft)	566 ▲	525 ▲	626 ▼	950 ▲
22-25 metres (72-82ft)	725 ■	650 ■	800 ■	1000 ■
Over 26 metres (85ft)	No Input			

Diesel/bi-energy scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
8 metres (26ft)	151 ▼	135 ▼	190 ▼	250 ▲
9-10 metres (30-33ft)	163 ▼	140 ▼	190 ▼	221 —
11-12 metres (36-42ft)	192 ▼	150 ▼	230 ▼	296 ▲
13-17 metres (43-56ft)	236 ▼	210 ▲	260 ▼	350 ▲
17-22 metres (57-72ft)	471 ▼	250 ▼	650 ▼	743 ▼
Over 22 metres (72ft)	942 ▲	780 ▲	1,100 —	1200 ▲

Electric self-propelled booms

Platform Height	Average	Lowest	Highest	Ideal
Under 11 metres	238 ▲	195 ▲	270 ▲	300 ▲
10-12.5 metres (32-40ft)	234 ▲	210 ▲	284 ▼	283 —
14-15 metres (45-51ft)	275 ▼	250 ▲	315 ▼	371 ▼
Over 16 metre (56ft)	476 ▼	350 ▼	800 ▼	903 ▲

Rough Terrain articulated booms

Platform Height	Average	Lowest	Highest	Ideal
12-14 metres (39-46ft)	209 ▼	185 ▼	220 ▼	303 ▲
15-16 metres (49-52ft)	254 ▼	220 ▼	300 ▼	345 ▲
17-19 metres (56-63ft)	282 ▼	265 —	320 ▼	397 ▼
20-23 metres (65-70ft)	358 ▼	330 ▼	410 ▼	467 ▲
24-26 metres (80-86ft)	566 ▼	539 ▼	650 ▼	685 ▲
Over 27 metres	1,400 ▲	600 —	1,500 ▼	1,651 ▲

Straight telescopic booms

Platform Height	Average	Lowest	Highest	Ideal
Under 17 metres (40-46ft)	285 ▼	220 —	350 ▼	412 ▲
20-23 metres (60-70ft)	363 ▲	320 ▼	400 ▲	450 ▲
24-26 metres (80-86ft)	542 ▲	530 ▲	550 ▼	625 ▼
Over 27 metres (90ft)	1,735 ▲	1,200 ▲	2,250 ▼	2,943 ▲

Weekly rental rates by general category (continued)

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

Push around lifts

Working Height	Average	Lowest	Highest	Ideal
Push Arouns	54 ▲	40 ▲	75 —	79 ▲
Portable	91 ▼	36 ▼	120 ▲	119 ▼

Trailer lifts

Working Height	Average	Lowest	Highest	Ideal
12-13 metres (30-38ft)	189 ▼	160 ▼	275 —	244 ▲
17 metres (50ft)	198 ▲	185 ▲	250 ▲	350 ▲
Over 20 metres	325 ▲	320 ▲	330 —	416 ▲

Mast booms

Working Height	Average	Lowest	Highest	Ideal
8 metres	122 ▲	85 ▲	150 ▼	200 ▲
10 metres	226 ▲	200 ▲	248 ▲	268 ▲
12 metres	232 ■	225 ■	240 ■	300 ■

Spider lifts

Working Height	Average	Lowest	Highest	Ideal
Up to 15 metres	414 ▼	400 ▲	425 ▼	525 ▼
16-20 metres	603 ▼	360 ▼	950 ▲	607 ▼
20-26 metres	832 ▲	500 ▲	1600 ▲	1750 ▲
28-30 metres	1050 ■	600 ■	1500 ■	1997 ■
30-35 metres	1416 ■	700 ■	2200 ■	2248 ■
Over 35 metres	1,371 ▲	800 —	3000 ▲	3467 ▲

Van mounts - Weekly rates

Working Height	Average	Lowest	Highest	Ideal
Up to 13 metres	344 ▲	295 ▼	450 ▲	371 ▲
13 to 15 metres	346 ▼	325 ▲	400 —	482 ▲
Over 15 metres	575 ▼	550 ▼	600 —	733 ▼

Truck mounts - Daily rates

Working Height	Average	Lowest	Highest	Ideal
<25m (3.5 t) no operator	175 ▼	160 ▼	195 ▼	225 ▼
22-35m with operator	418 ▼	405 ▼	495 ▼	612 ▼
36-45 metres	788 ▲	750 ▲	850 —	950 —
46-60 metres	887 ■	629 ■	1250 ■	1148 ■
60 - 70 metres	1475 ■	1450 ■	1500 ■	1700 ■
Over 70 metres	1762 ▼	1450 ▼	2450 ▼	2750 ▼



Utilisation and percentage of initial cost

Electric self-propelled scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	74%	70%	90%	1.0%
6 metres (19/20ft)	74%	69%	82%	1.2%
8 metres (26ft)	75%	70%	85%	0.8%
9-10 metres (30-33ft)	70%	64%	80%	0.9%
11-12 metres (36-39ft)	69%	68%	75%	0.5%
13-17 metres (42-55ft)	72%	65%	75%	0.7%
17-22 metres	55%	45%	65%	0.7%
22-25 metres (72-82ft)	73%	68%	80%	0.8%
Over 26 metres (85ft)	-	-	-	-

Diesel bi-energy scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres (26ft)	75%	75%	75%	0.6%
9-10 metres (30-33ft)	75%	75%	75%	0.6%
11-12 metres (36-42ft)	63%	50%	75%	0.5%
13-17 metres (43-56ft)	68%	60%	75%	0.5%
17-22 metres (55-72ft)	61%	55%	70%	0.7%
Over 22 Metres (72ft)	77%	70%	85%	0.7%

Electric self-propelled booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 11 metres	72%	63%	80%	0.5%
10-12 metres (32-40ft)	62%	59%	65%	0.8%
Over 14 metre (45ft plus)	79%	67%	90%	0.9%

RT articulated booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-14 metres (39-45ft)	-	-	-	-
15-16 metres (49-52ft)	78%	75%	80%	0.7%
17-19 metres (56-62ft)	79%	70%	85%	0.6%
20-23 metres (65-70ft)	72%	60%	80%	0.6%
24-26 metres (80-86ft)	78%	70%	88%	0.6%
Over 27 metres	74%	65%	86%	0.7%

Straight telescopic booms

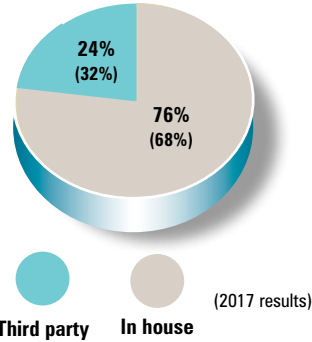
Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 17 metres (40-46ft)	57%	45%	70%	0.5%
20-23 metres (60-70ft)	67%	60%	75%	0.5%
24-26 metres (80-86ft)	72%	69%	75%	0.6%
Over 27 metres (90ft)	70%	65%	85%	0.7%

Push around scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Push Arouns	68%	65%	75%	1.9%
Portable	70%	60%	86%	1.6%



Who does your LOLER Thorough Examinations?

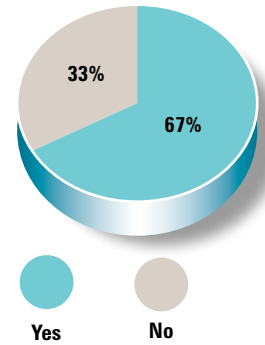


This year our feedback suggests that there has been a further move away from third party Thorough Examinations with more than three quarters of respondents now doing inspections in house.



Do you offer IPAF training?

This is the first time we have asked the question, with two thirds of respondents confirming that they offer IPAF certified training.



Trailer lifts

Working Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-13 metres (30-38ft)	52%	30%	88%	1.3%
17 metres (50ft)	62%	55%	70%	1.1%
Over 20 metres	57%	40%	75%	0.9%

Mast booms

Working Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres	70%	50%	90%	0.8%
10 metres	72%	65%	85%	1.0%
12 metres	67%	65%	70%	0.7%

Spider lifts

Working Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
UUp to 15 metres	64%	35%	70%	1.0%
16-20 metres	68%	40%	87%	0.9%
20-26 metres	76%	65%	94%	1.8%
28-30 metres	77%	55%	96%	1.2%
30-35 metres	83%	80%	92%	1.1%
Over 35 metres	58%	50%	65%	1.6%

Van mounts

Working Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 13 metres	63%	40%	80%	0.7%
13 to 15 metres	58%	35%	75%	0.9%
Over 15 metres	75%	65%	85%	1.0%

Truck mounts

Working Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
<25m (3.5 t) no operator	76%	65%	100%	1.3%
22-35m with operator	73%	45%	85%	0.9%
36-45m with operator	78%	70%	90%	1.1%
46-60m with operator	63%	40%	85%	0.7%
60-70m with operator	66%	60%	75%	1.4%
Over 70m with operator	78%	60%	90%	1.3%

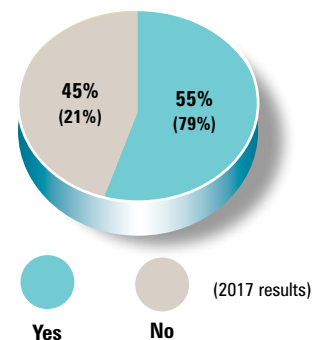


Average fleet age in years

Average	Lowest	Highest
4 (3.3)	2 (1)	6 (5)

With the majority of companies this year maintaining fleet size it is not surprising that the average age of fleets has increased to four years, returning to 2016 levels. We did wonder last year if some respondents had 'been wearing rose tinted glasses when submitting their returns' and perhaps this result simply reflect that they have taken them off?

Would you recommend the access industry to your children?



A surprising further sharp drop in the number of respondents that would recommend the industry to their children is worrying and probably reflects the fact that it has been a tough year for many. Not a good sign at all.

Access respondent's comments

"Rental rates in this segment of the access market are pathetic, big companies trying to wreck the business by quoting rates less than they were 30 years ago when mastclimbers first began in earnest."

Rental rates are seeing a downward pressure. This relates to new entries into the market and large players that are trying to buy market share. However, they will always struggle to provide a reasonable service.

"Companies quoting £150 per week for a machine costing upwards of £30K?? For those of us that have gone through the same cycle many times, we all know where this is going to end."

"Shame the market leader - who is just about to get more dominant - is incapable of leading the industry. Their move into spider lifts is not good news."



"I think that all industries have a similar problem. I would suggest that there will always be a 'stack 'em high sell 'em cheap' element, but there are still clients that demand an elevated level of service and will pay for that. It is very much a question of where owners direct their efforts. Our short industry history is littered with failures of one type, but not the other. Strange that. Have a great 2019 chaps!!"



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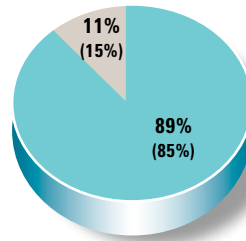
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Telescopic handler rental rates



Fleet size

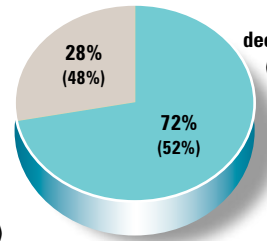
In the past 12 months rental rates have:



0% decrease (0%)

(2017 results)

In the next 12 months rental rates will:

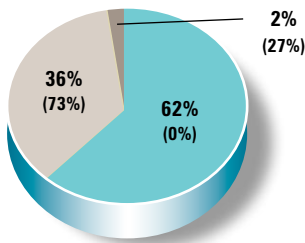


0% decrease (0%)

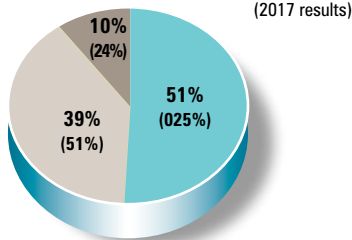
As indicated by our respondents' comments, most companies have continued to invest and expand their fleets, with almost three quarters of those surveyed planning to continue the expansion in 2019. No one is planning or forecasting a fleet reduction which bodes well for manufacturers.

Rate trends

In the past 12 months rental rates have:



In the next 12 months rental rates will:

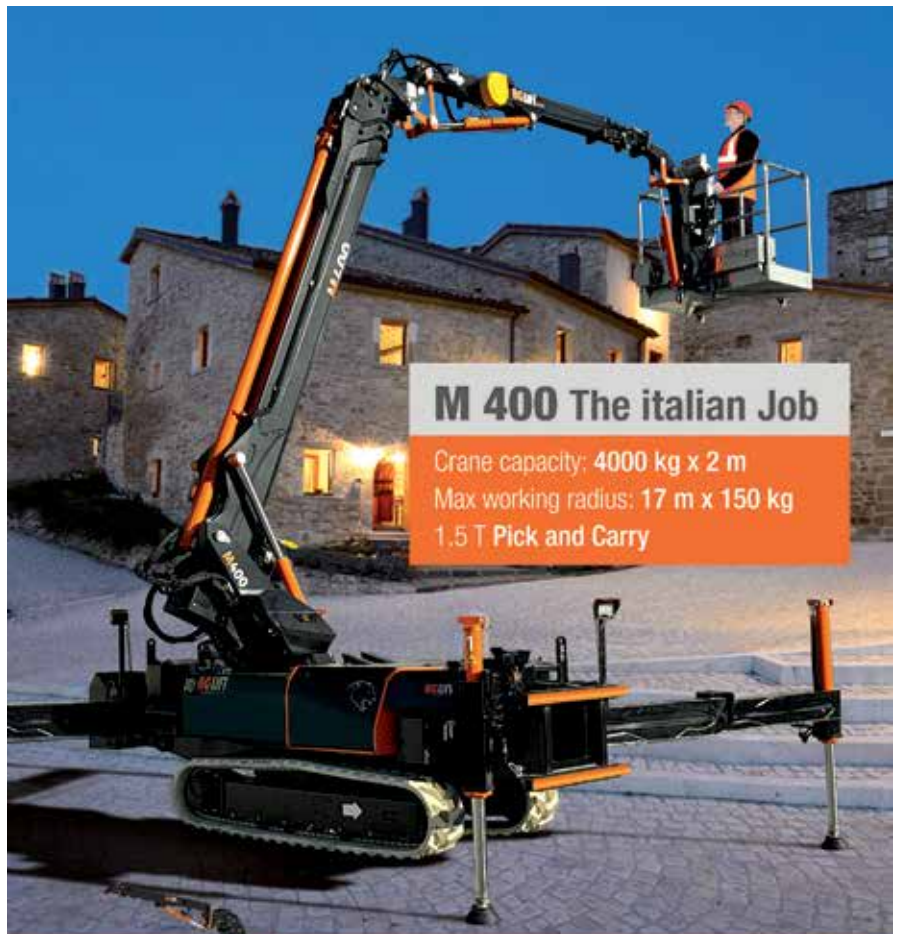


(2017 results)

Decreased
 Stayed the same
 Increased

The strong recovery in rental rates that began in 2016 picked up again last year said our respondents, with the number reporting a fall in rates significantly lower and in single digits. The main rate change is a rise at the bottom end with the higher discounters firming rates while those commanding premium rates reported a small fall. Surprisingly rates for compact machines appear to have slipped a little but this is likely to be more related to margin for error or simply the fact that more fleets now offer them. Utilisation appears to have remained high with at least one company reporting full utilisation.

Companies remain optimistic in spite of the current uncertainty. This may be down to the fact that telehandlers are being more widely used or the push for more housebuilding which tends to be a big user. Only a small proportion of respondents expect rates to drop - much will probably depend on the Brexit outcome.



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SIMPLE ANSWERS TO COMPLEX LIFTING REQUESTS



Weekly rental rates for telehandlers

Fixed frame

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

Lift height	Average	Lowest	Highest	Ideal
Under 5 metres	183 ▼	160 ▲	200 ▼	226 ▼
5 to 7 metres	188 ▼	170 ▲	225 ▲	301 ▼
8 to 10 metres	220 ▲	190 ▲	250 ▼	276 ▼
11 to 13 metres	252 ▲	210 ▲	260 ▼	347 ▼
14 to 15 metres	297 ▲	225 ▲	310 ▲	300 ▼
16 to 18 metres	360 ▼	290 ▲	400 ▼	505 ▼
Over 18 metres	553 ▼	550 —	600 ▼	691 ▼

360 degree

Lift height	Average	Lowest	Highest	Ideal
Under 20 metres	992 ▲	725 ▲	1200 ▼	1,010 ▲
20 to 25 metres	1,197 ▲	1100 ▲	1500 ▼	1500 ▲
Over 25 metres	1,173 ▼	1500 ▲	2000 ▲	2209 ▲

Utilisation and percentage on initial cost

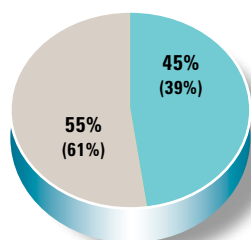
Fixed frame

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	82%	75%	100%	0.6%
5 to 7 metres	83%	80%	100%	0.5%
8 to 10 metres	81%	75%	100%	0.6%
11 to 13 metres	78%	70%	100%	0.8%
14 to 15 metres	93%	90%	100%	0.7%
16 to 18 metres	86%	75%	100%	0.8%
Over 18 metres	87%	75%	100%	0.9%

360 degree

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 20m	73%	70%	75%	0.7%
20- 25m	83%	80%	85%	0.8%
Over 25m	83%	80%	85%	0.8%

Who does your LOLER Thorough Examinations?



A slight increase in the number using third parties, mirroring what the crane rental companies reported.

Average fleet age in years

Average	Lowest	Highest
4 (3.2)	2 (2)	6 (4)

Oddly the average age of the fleet increased slightly, possibly related to holding onto machines while focusing the investment on replacements? The oldest average age reported this year increased to 72 months from 48 months last year, hard to read anything into this apart from the respondent mix.

Percentage of units going out with work platform attachments:

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

Type	Average	Lowest	Highest
Fixed frame	4% ▼	0% —	25% ▲
360 degree	28% ▼	18% ▲	30% ▼

Overall it looks as though the use of platforms on telehandlers is declining, although the numbers are not significant enough to draw any meaningful conclusions.

What other products do you provide?

Cranes	Access	General Plant	Tools
5% (3%)	55% (49%)	35% (32%)	20% (29%)

Most respondents got the idea introduced in last year's survey, that they check any other activity, rather than one other, so naturally the numbers do not add up to 100 percent. Access remains the most popular additional product line, although many also do general rental.



Respondent's comments

"Rates have improved - at least up til year end, and residual values have continued to improve. Problem though is the cost or new machines... rates need to keep moving up."

"There is plenty of work at the moment so everyone needs to keep a cool head - if they do we might see some proper returns!"

"As you can see our hire fleet of telehandlers have worked very hard this year and we have had some on re-hire as well. This should continue into 2019 as there is no sign of a let up in the demand."

"Couple of players are gaining on the big boys and are offering a real alternative for the big users. Hewden collapse helped with that for sure but has been absorbed now so let's hope that they don't resort to going head to head with Ardent losing its way and A-Plant feeling a bit more heat."

"Good machines, good service, friendly staff and customers will pay a living rate."

"Another good start to the year, bit slower start up to last year but good all the same."



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'Tough Terrain' scissiors still developing

Rough Terrain scissor lift developments - or Tough Terrain as Chinese manufacturer LGMG calls them - tend to be measured rather than radical, with gradual improvements in performance, ease of use, serviceability and total cost of ownership. It is after all a fairly conservative market, with most being employed by construction companies, which are more interested in familiarity than innovation.

The mainstream market continues to be dominated by the major North American manufacturers - JLG, Genie and Skyjack - although Chinese manufacturers are showing early signs of gaining a foothold, having gained some credibility in the slab electric scissor market. Chinese manufacturers have been producing aerial work platforms and scissor lifts for less than 20 years and have largely been viewed as poor quality copies of North American products, making it very difficult for them to break into markets outside of China - even if their machines were substantially cheaper. A major reason for this has been the lack of local sales and service support as well as credibility and resale value.

However as the quality and designs have improved - and prices increased - Chinese products are becoming more widely accepted, particularly as

the manufacturers have learnt what western markets want and have adapted their products accordingly. As a result the better companies are now exporting products to North America and Europe and beginning to offer the required regional parts and service backup.

It should also be remembered that most of the major western powered access manufacturers are also either manufacturing scissiors in China or badging products from companies such as Sinoboom, Mantall and Dingli etc. So like it or not, there are already plenty of Chinese products in the market but most perhaps are in more familiar livery/branding and they tend to be limited to simpler, less expensive electric powered products such as slab scissor lifts and push arrounds.

In terms sales revenues several Chinese companies are now figuring among the leading manufacturers headed by Dingli which now has higher sales volumes than Niftylift,



Genie GS-4390

Snorkel or Palfinger Platforms and at least three times that of the nearest Chinese competitors which include, Sinoboom, LGMG and Mantall, not to mention the arrival of the big crane and earthmoving equipment manufacturers XCMG and Zoomlion.

In a bid to keep ahead of the pack and further cement its inroads into the western market, Dingli took a 25 percent stake in American aerial lift manufacturer MEC last year, in a deal worth \$20 million. MEC was already selling a bespoke version of Dingli's smaller slab scissor lifts, mainly in North America but also for export.

Chinese manufacturers must now have a respectable slice of the global slab scissor lift market in terms of numbers of machines produced, something that looks set to grow, at least in the short term. However a key challenge is whether they can also manage to gain traction in the Rough Terrain scissor or boom lift markets, which are far more challenging given the higher investments and importance of product support and resale value.

On top of this the pricing gap is far smaller given that larger machines require more globally produced componentry, have a lower labour content percentage and lower volumes. All these factors make it a far more level playing field. The solution, if they are to continue to make gains will probably involve more deals like the MEC investment, and badging or co-operation deals with companies like JCB, GMG etc...

Dingli - which also has a 20 percent stake in Magni Telehandlers and has invested in a joint R&D centre in Europe - has a five model range of second generation diesel powered RT scissiors with platform heights



Chinese companies are now figuring among the leading manufacturers headed by Dingli.

of between 33ft and 66ft - or if you prefer working heights from 12 to 22 metres. The 66ft JCMPT2223RTA has an overall width of 2.35 metres, a 750kg maximum platform capacity, self levelling jacks and 4x4 drive, with an overall weight of 13 tonnes. The two smaller platforms - the 1.76 metre wide 12 metre JCPT1218 and the 14.3 metre JPTC1418 - are available with either diesel or battery electric power.

Some of the first units to arrive in Europe were five 39ft, 363kg capacity JCPT 1418DC electric scissiors delivered to UK-based rental company Media Access Solutions (MAS) a few months ago. The units went straight out on a specific contract and according to MAS have performed well, while impressing the company's operations team and the client in terms of quality and performance. Dingli also produces what is essentially a copy of the telescopic MEC Titan which it sells as the GTBZ16SU with a 55ft platform height and 1,350kg platform capacity.

New LGMG RT

Construction equipment manufacturer LGMG has been



The mainstream market continues to be dominated by the major North American manufacturers including JLG, Genie and Skyjack



LGMG is due to launch the new 46ft SR1623 RT in the near future.

gearing up its access equipment export operations for the past year or two and opened a European headquarters and distribution centre in Rotterdam, the Netherlands at the beginning of October. The company has also agreed a partnership deal with German aerial lift manufacturer PB Lifttechnik which now badges small LGMG scissor lifts for its Eco range. These were previously supplied by Dingli. The company now operates as LGMG Europe selling through a combination of direct sales staff, local dealers and the badged OEM sales.

Formed in 1972 as a general construction equipment manufacturer, LGMG only began producing aerial work platforms - booms and scissors - in 2015. The company says it will concentrate initially on selling scissor lifts in Europe but aims to add booms this year. Its current range includes seven slab scissors with platform heights from 16ft to 40ft with platform capacities from 230kg to 380kg. However at the recent Verticaaldagen show in Gorinchem, the Netherlands it revealed that it will launch a new 46ft SR1623 Rough Terrain scissor lift - or Tough Terrain scissor as it is described - in the near future.

Final product information is limited at this point, but it will have an overall width of 2.29 metres, four wheel drive, 680kg platform capacity, a platform length of 3.89 metres, with a single deck extension option taking this to 5.34 metres or double deck extensions for a 6.57



Sinoboom has a four model Rough Terrain scissor lift range including the GTJZ1018D.

metre platform, although capacity on the extension is reduced to 230kg. Gradeability is 40 percent and total weight without outriggers is 8,100kg. An automatic levelling system allows the machine to work on slopes of up to seven degrees.

Sinoboom targets Europe

Sinoboom - like LGMG - has also been working on stepping up its European presence, following a few false starts with weak partners. It has now formed a partnership with Polish company Liftstore and opened a new European operation in Jawczyce, Poland. In addition the company has employed access industry veteran Erik Geene and plans to open a facility in the Netherlands. Since launching the new venture the manufacturer has had a good few successes, having delivered several hundred slab electric scissor lifts, mostly in Poland the Netherlands. It certainly strengthened its international profile in 2018 and looks well set to build on this in 2019.

While Liftstore is currently focusing its efforts on slab scissors, Sinoboom has a four model Rough Terrain scissor lift range - the GTJZ0818D, GTJZ1018D, GTJZ1218D and GTJZ1623D - with platform heights from 26ft to 55ft or working heights of 9.9 to 18.8 metres. Platform capacity of the 40ft GTJZ1218D is 385kg, while the 33ft 1018D has 450kg and the 26ft 0818D and 55ft GTJZ1623 both have 680kg.

Sinoboom also builds slab scissors for other manufacturers, including JCB which originally had plans to extend the product range it offers to include Rough Terrain scissor lifts and boom lifts. Perhaps we will see one or both of these at Bauma or Vertikal Days?

Mantall maintains low profile

The third Chinese manufacturer Mantall has three Kubota powered Rough Terrain scissor lifts, 26ft XD100RT, the 33ft XD120RT and the 40ft XD140RT - with capacities of 567kg, 454kg and 345kg respectively. Each has a 1.5 metre deck extension which reduces the capacity on the extension to 136kg.

Unlike the other Chinese manufacturers, Mantall is keeping a relatively low profile in Europe, concentrating on markets outside of Western Europe. It does however build products for other companies and has a deal with US-based GMG (Global Machinery Group) which launched in May 2017 and is based in California, with operations in the Netherlands and more recently Australia. GMG says that its units are modified and separately tested with propriety control and electronics, which makes its units substantially different to the standard Mantall units. It has launched three compact Rough Terrain scissor lifts with 26ft, 33ft and 40ft platform heights, all with 69 inch/1.75 metre overall widths, the 2669, 3369 and 4069-RT. A 1.53 metre long slide out deck extension extends the platform length to 4.32 metres. Auto levelling jacks are standards as is 4x4 drive and four wheel braking.

Leading players

The leading aerial lift manufacturers such as Genie, JLG, Skyjack, Haulotte and Snorkel all offer Rough Terrain models, both compact and full size models with platform heights from 26ft to 60ft.

Hybeko Tunnel 3390 RT

Genie has RT scissors with electric, diesel or bi-energy power, two wheel or four wheel drive and has been tweaking its product range with improved traction control, improved parts and component



Mantall is keeping a relatively low profile in Europe but does build products for GMG



Haulotte Compact 10DX Diesel Scissor Lift 2-1

commonality, while moving towards more hybrid and all electric Rough Terrains. It has also standardised



Skyjack SJ9250 RT

PERFORMANCE III LIGHTLIFT 33.17

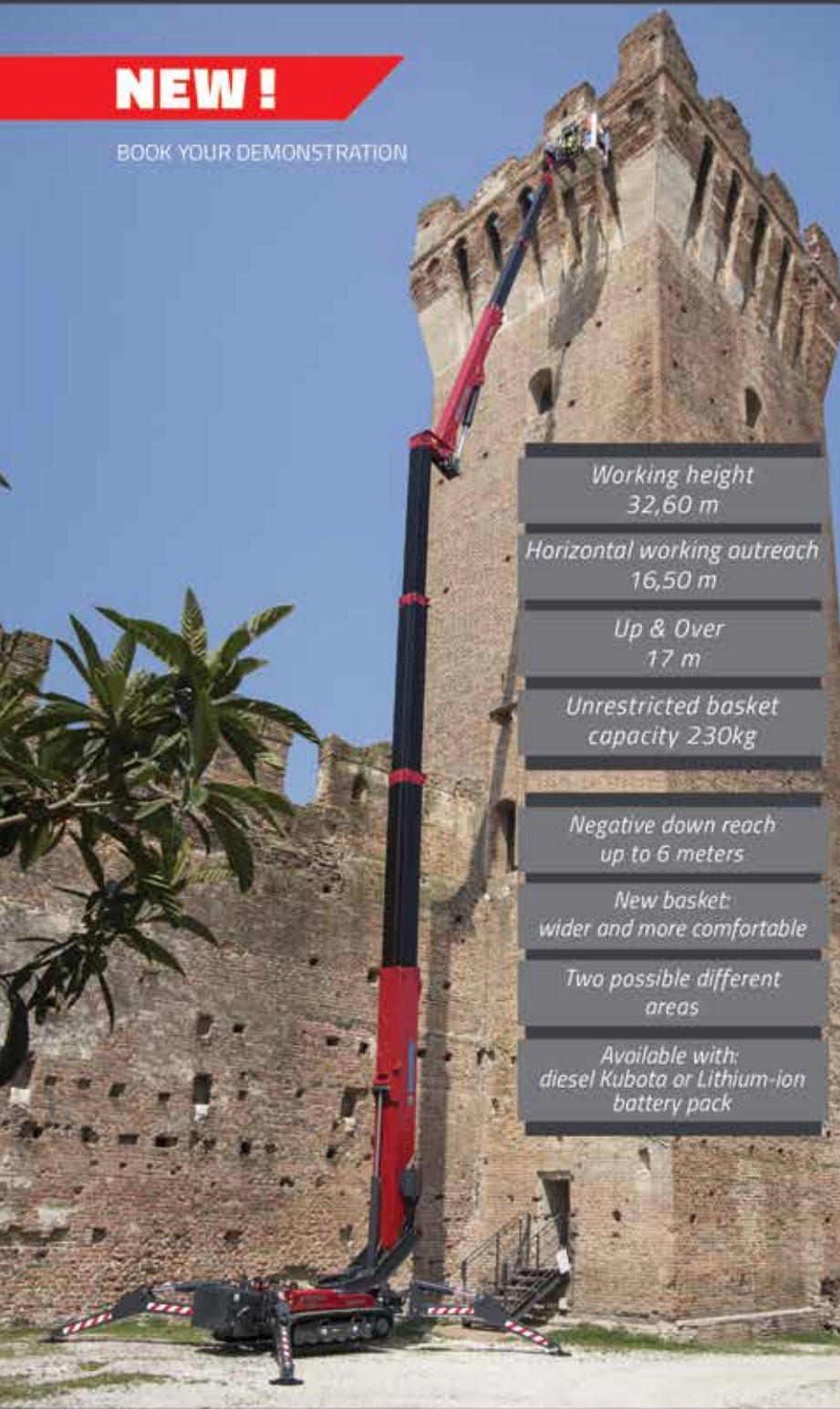
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and streamlined its maintenance regimes that extend some service and inspection intervals while condensing and simplifying service manuals.

A variation on a 33ft Genie GS-3390 RT has recently been produced by Hybeko - the Genie distributor for Norway. The 33ft Hybeko Tunnel 3390 RT is a factory approved conversion which features a simple two mode operation - Tunnel or Standard - with working heights of either eight or 11.94 metres respectively. In Tunnel mode the lift can drive at full height on slopes of up to eight degrees, while the maximum travel speed when stowed is 8kph. Maximum platform capacity is 1,134kg as per the standard Genie model.

Hybeko decided to retain diesel power, rather than convert to battery power due to long recharging times and the fact that recharging is currently not permitted in tunnels in Norway. The engine is equipped with a high performance catalyst and diesel particulate filter to keep emissions as low as possible. The unit features the 7.39



The Hybeko Tunnel can drive on inclines of up to eight degrees at working heights of up to eight metres



The Hybeko Tunnel GS-3390 includes a chassis mounted cable drum stand



The two modes have working heights of 8 or 11.94 metres

www.sinoboom.com

TEL: +86-731-87116222

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No.128, East Jinzhou Avenue, Ningxiang High-tech industrial park, Changsha, Hunan, China

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JLG has updated its three model LRT series of Rough Terrain scissor

metre long dual extension Super Deck, a chassis mounted cable drum stand that extends to avoid interference with the extended deck, towing support and air/water services to the platform.

JLG updates LRT scissors

JLG has updated its three model LRT series of Rough Terrain scissor lifts in response, it says, to customer feedback. The upgraded 33ft 330LRT, 43ft 430LRT and 53ft 530LRT machines offer smoother operation with a new joystick controller and improvements to the control system, with finer proportional function control. Left and right steer functions now feature renewed digital inputs for a higher level of functionality and

better response. Jack levelling has also been improved and is quicker, enhanced by integrating a dedicated levelling function within the current lift/drive switch.

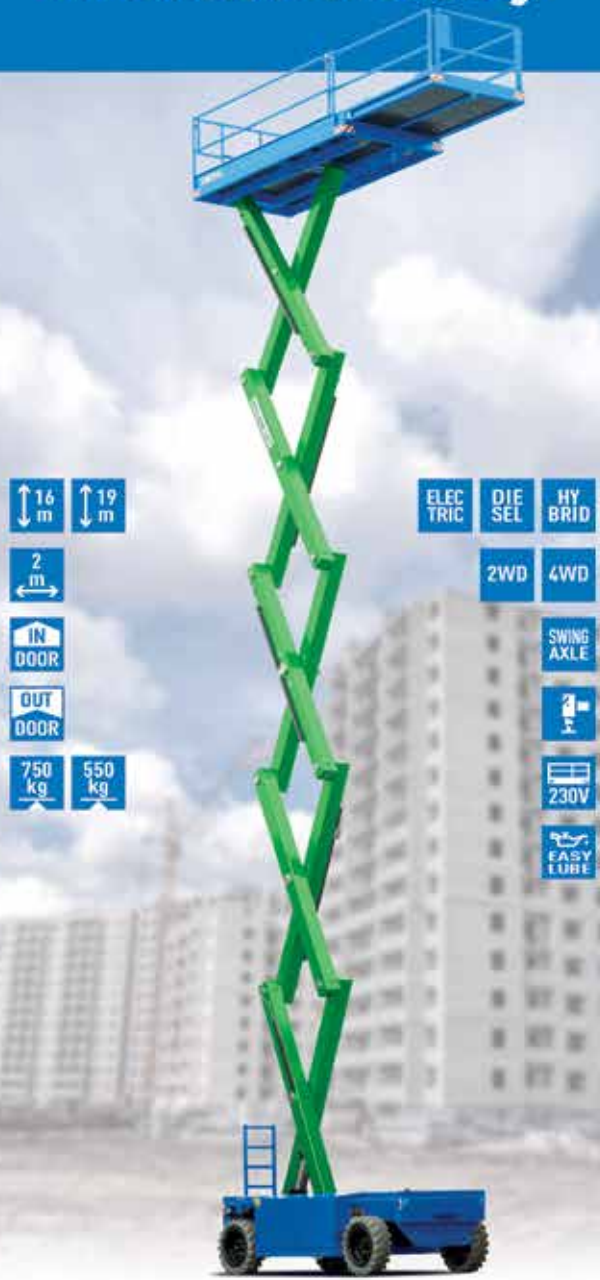
All machines feature Tier 4 Final diesel engines with new mufflers lowering the sound level by five percent. Engine noise and vibration levels are also reduced through new engine isolators and improved door bumper locations. The tilt sensor is relocated so that it is less prone to damage. The updated 530LRT will use proportional lift valves for the upper and lower lift cylinders to give a smoother, more controlled and proportional ascent and descent.

Machine calibrations can now be performed from the stowed position and the elevation sensor calibration no longer requires recalibration after a software update. The 53ft 530LRT uses the same steel covers and fold down ladder design as the 33ft 330LRT and the 43ft 430LRT, while a 60 degree swing out engine tray gives easier access to engine and hydraulics. The multifunction digital indicator (MDI) displays fault codes for faster troubleshooting reducing the number and duration of service calls. Operation and control layouts are common with the entire line for ease of training and operation.

Large heavy duty scissors

So far we have only discussed the compact RT scissor lifts and the larger mainstream models that are

The ultimate answer to overall efficiency



Holland Lift presents its new smart models: HL-160 and HL-190. The concept is designed for tailored efficiency. A modular system with various options: 16 or 19m high, electric, diesel or hybrid; the base of the machine always remains the same. These scissor lifts have attractive exploitation costs and a high return on investment. And whatever configuration you choose, Holland Lift quality, safety and durability are as always part of the deal.

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AB Lift is one of the manufacturers in the larger heavy-duty and narrow aisle scissor sector

most commonly used for cladding work. However a niche, but growing market sector for larger heavy-duty and narrow aisle products has been growing steadily led by Holland Lift with PB Lifttechnik and AB Lift - previously HAB - also participating in the market.

The market for the tall, narrow electric scissor lifts over 60ft now make up a good portion of the heavy-duty market, mainly in response to specific demand during the construction of high cube warehousing and the installation of high racking systems spurred on by growth of internet shopping.

The market for these heavy-duty scissor lifts, the Rough Terrain and ultra-narrow, is now in the region of 500 units a year, with demand outstripping supply as all three manufacturers struggle to increase production and meet delivery times, let alone reduce them. This has led to high residual values and a substantial business in rebuilding and updating older models.

Holland Lift gearing up

Market leader in this sector Holland Lift has been relatively quiet in terms of new products since the last Bauma. Its newest machine - introduced just over a year ago - was the new version of its 83ft HL-275 D25 4WD/P/N Rough Terrain scissor lift. A key change is the reduction in overall width from 2.65 to 2.5 metres allowing it to be transported more easily and without a special wide load permit.

The other major change was the installation of a new Hatz 4H50TIC common rail, turbocharged Stage IIIB (EU 97/68)/Tier 4 Final (EPA) diesel engine which meets the most stringent off road emission requirements in both Europe and the USA. It is also significantly quieter with improved fuel consumption. Phasing in of the Stage V engine should begin this month.

All other aspects of the HL-275 remain the same, including driving at full height, 1,000kg platform capacity and 9.25 metre extended platform. The same Hatz engine unit should now be available for the 106ft HL-340 D25 scissor lift.

Holland Lift, which is now producing more than 270 units a year, plans to introduce new models at Bauma this year, but is keeping quiet about any specific details. A few years ago it was looking at a 37 metre machine, however the substantial

development time and lack of current demand, in what would be the world's largest scissor lift means it is unlikely to be launched anytime soon. The company's most popular size is currently 22 metres.

Compact Snorkel

For those looking for a more compact RT scissor, Snorkel has the ultra-compact 22ft S2255RT and 27ft S2755RT both with an overall width of 1.45 metres. These are based on machines the company designed and built in New Zealand for customers wanting a narrower machine that was easily transported on a tandem trailer. This concept is growing in popularity, particularly in Germany and units are now being sold across Europe and the Middle East.

Platform capacity is 420kg and 300kg respectively and most importantly the overall weight is 2,360kg and 2,580kg respectively - complete with standard levelling outriggers and 1.2 metre roll out deck extensions - making them light enough to transport on a standard two axle trailer or on the back of a 3.5 tonne truck.

Airo

Italian manufacturer Airo is another manufacturer offering Rough Terrain scissor lifts and has four models with 12, 14, 16, 19 metre working heights. The largest is the 56ft XL19 RTD which has a double deck extension and a 500kg capacity across its extended decks. It also has four battery electric RT scissor

The crawler scissor such as this Almac Bibi BL-1090 is a possible alternative for an RT scissor



Snorkel has the ultra-compact 22ft S2255RT and 27ft S2755RT both with an overall width of 1.45 metres



Genie GS 4390RT

lifts ranging from 30ft to 58ft, providing working heights of 11 and 19.5 metres which use a 775AH battery pack. The two large 24 volt full traction batteries use a three phase 80 amp charger, which can charge the batteries from 20 percent to full overnight.

RT alternatives

A possible alternative to the regular Rough Terrain scissor is the crawler scissor lift. Italian manufacturer Almac now builds two ranges of tracked scissors - the BL which features a self levelling chassis with either static or dynamic levelling, the latter levelling on the move as it travels over uneven ground. And more recently it has introduced, the stabiliser HE range. There are three basic models in the BL range - the 19ft BL-850 and BL-870 and 30ft metre BL-1090 - which can be powered by petrol, diesel or a lithium battery Hybrid version. The BL-850's bi-levelling undercarriage can level the platform on slopes up to 20 degrees longitudinally and 15

degrees laterally. This is a slightly better performance than the larger BL-1090.

The company has also extended its HE range which includes three machines - the 19ft/250kg 870-HE, the 33ft/300kg 1270-HE and the 40ft/300kg 1470-HE. The HE differs from the BL machines in that it uses long levelling jacks to level up on slopes up to 14 degrees longitudinally and 23 degrees laterally. They can also work free on tracks on slopes up to two degrees and can drive with an elevated platform height of six metres. The larger models can lift to a platform height of 26ft/eight metres of 33ft/10 metres with inboard stabilisers and to their full heights with jacks rotated to a slightly wider position. The larger machines have a 300kg platform capacity an overall width of 1.15 metres and a 3.05 metre overall length. The 1470-HE weighs 3,380kg with the 1270-HE 200kg lighter. A Light version is also available weighing 2,880kg.



The Holland Lift Megastar HL340-D30 has a working height of 33.5m



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Different ways of moving



C&A

transport

The method of moving a piece of equipment or a big component to its place of work or installation point can be as important or challenging as the work itself. We take a look at a variety of solutions and ideas from load planning to products such as trailers and skidding systems.

One of the major problems for crane and transport companies around the world is the increasingly strict road and bridge weight restrictions that are coming into force. Many crane manufacturers have introduced models with lower axle weights in order to comply with the varying regulations which can vary not only from country to country but also between regions within a country.

North Rhine Westphalia in Germany is a case in point. It is clamping down on mobile cranes weighing more than 60 tonnes by restricting certain road and bridge capacities which is leading to cranes having to take major detours when travelling to site. To help overcome this crane rental company Colonia Spezialfahrzeuge worked with Manitowoc Crane group to develop a modified 300 tonne six axle Grove GMK6300L-1, aimed at making it easier to obtain transport permits.

Colonia wanted to be able to quickly reduce the crane's minimum travel

weight when necessary by using a quick removal system for its 80 metre boom and lift cylinders but without requiring an assist crane.

The assembly and transport trailer for the boom and lift cylinder was designed to eliminate overhang on the road and so are attached to a set of sliding rails that make it easy for the boom to slide from the crane onto the trailer and visa versa, without manual effort or the need for an assist crane. The solution also includes a system for quickly and easily removing and reinstalling the rear outrigger boxes, both of which is now said to take no more than 10 minutes.

The total weight of the trailer loaded with the main boom and lift cylinder is less than 59 tonnes and by removing the boom and lift cylinder, the weight of the crane is reduced to less than 40 tonnes with axle weights below seven tonnes which is also beneficial in other countries with roading restrictions such as Norway, Canada and the USA.



Manitowoc has designed a new transport system to tackle Germany's increasing road weight restrictions



One screen of the NoVAB Vehicle Axle Load Calculation programme.

Calculating axle load

When carrying a load in a truck or on a trailer, it is often difficult to calculate the optimum position to prevent exceeding maximum axle loads. One solution is the Vehicle Axle Load Calculation programme - NoVAB - which Nootboom launched more than 20 years ago and has recently been updated. It calculates the optimum position of the load on the specific vehicle combinations. The programme includes a wide range of predefined vehicles including trucks, tractors, drawbar trailers and semi trailers and if required, the details can be adapted, or alternatively totally different configurations added. The same applies when selecting the load.

Using the information, the programme calculates both the axle loads and the best possible axle load distribution. The latest generation NoVAB - Nootboom 3.0 Cloud - has several improvements and advantages and is quicker and easier to use. Being web based, the software is automatically updated and is accessible on a desktop, laptop, tablet and smartphone and is available in seven European languages.

The optimal load position - to avoid exceeding maximum axle loads for the vehicle, and whether the complete combination complies with the rules that apply within a

specific country - is then calculated. Users can also specify whether one or more axles are to be lifted. The programme then generates a drawing of the general arrangement with all the relevant axle load details and other important parameters. This can be extremely helpful when applying for an exemption and can be used to instruct the driver where to position the load on the trailer.

Super Grid transformer

Girder frame trailers are an increasingly popular method of transporting large loads such as electrical transformers with some carrying loads of up to 600 tonnes. UK-based Collett & Sons completed its third girder bridge project for the National Grid in a four week period during last summer.

The delivery of the Super Grid transformer to Willenhall Substation meant loading the 170 tonne transformer in its girder bridge trailer and then completing an 89 mile overnight journey. Measuring 66 metres long, 5.3 metres wide and 4.8 metres high it completed the 74 mile first leg under Police rolling escort involving forces from three counties from the Port of Ellesmere through Chester, Northwich, Stoke-on-Trent and Stafford before pulling into an abnormal load layby at Penkridge.

The load and trailer combination then waited until the early hours of



Collett had already removed any street furniture which might have impeded the loads passage

The transformer is unloaded onto a six axle SPMT



Being moved into its final position



Sunday morning before continuing, minimising disruption and impact for other road users in the more populated areas. Working with local councils Collett had already removed any street furniture, which might have impeded the loads passage, using its specialist swept path analysis reports.

Due to the restricted access to the Substation, Collett had to unload the transformer from the girder bridge onto a six axle Self Propelled Modular Transporter. Once the transformer was on board the SPMT was hydraulically lowered, allowing it to be driven on to the site and manoeuvred into a storage position, the SPMT was then raised to a height that allowed support stools to be placed underneath the transformer, so that it could be lowered onto them. The transformer was moved to its final location using a jacking and skidding system.

Mammoet moves historic building

Mammoet recently moved a

175 tonne steel building frame almost 40 metres as part of the Pier 70 regeneration project in San Francisco. The frame was transported to a temporary storage location where it will be housed while the historic pier undergoes renovation. Originally the plan was to cut the building into pieces before moving them. However, Mammoet proposed moving it in one piece in order to save time with cutting and reassembling, while minimising the risk of working at height.

The building frame was jacked up 180mm and placed onto 16 Holland Dollies for the structure and six dollies for the bracing - Holland Dollies were used because of their ease of alignment and operation. The building was then pushed a distance of 37 metres using two excavators. Once the pier renovations are complete, the building will be rolled back into position but raised about three metres higher. The renovated Pier 70 Waterfront Site will feature new affordable housing, waterfront



The Addrive made light work of every uphill and downhill section of the route in Mexico

parks, space for artists and local manufacturing, and rehabilitated historic buildings.

Thirteen gas turbines through Mexico

A total of 13 gas turbines each weighing between 186 and 289 tonnes were transported 1,100km through Mexico by heavy haulage specialist Transportes Muciño, using a combination of the Goldhofer Faktor 5 high girder bridge trailer and an Addrive driven heavy-duty modular trailer. The turbines were required for the construction of three power plants including new El Carmen combined cycle power plant in Nuevo Leon.

Most of the 1,100km travelled was on good roads, but challenges included bridge crossings, the climb into the mountains of Ciudad Victoria and the steep descent to Saltillo. Frequent use was made of the Bluetooth synchronisation feature on the Addrive for

coordination with the tractor at travel speeds of up to 15 kph. Goldhofer's switchable auxiliary drive provided the necessary additional traction on critical passages. It also made it possible to cross bridges without using tractors in order to reduce the overall weight.

As a result, the rig - which measured 95 metres long by 6.84 metres wide and around 5.3 metres high - reached the power plants free of any disruption and on schedule.

"In view of the confined space on the power plant sites we replaced the tractor with the Addrive which gave us the manoeuvrability we needed to achieve precise positioning," said Raul Cuevas, director of Transportes Muciño. "As a result, each individual gas turbine was delivered exactly to the specific unloading point and the entire project was completed on schedule."

Frame was jacked up 180mm and placed onto 16 Holland Dollies for the structure and six dollies for the bracing



The 175 tonne steel building frame was moved almost 40 metres as part of the Pier 70 regeneration project in San Francisco



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Record pressure vessels moved

Italian engineering company Fagioli moved two hydrocracking reactors weighing more than 3,000 tonnes from manufacturer ATB Riva Calzoni's facilities in Roncadelle and Venice to the port of Marghera near Venice. From there the units were shipped to Dangote Refining's first private refinery in Nigeria. Each 60 metres long pressure vessel weighed 1,535 tonnes and are among the largest ever produced for the petrochemical sector. It is also the biggest project ever carried out

within the port.

Because of the weight and load restrictions Fagioli used a combination of 72 axle lines of Cometto's 40 tonne capacity MSPE 40t self propelled electronic modules in two units each measuring more than 60 metres long, 8.5 metres wide and 10 metres high.

New Goldhofer trailers

Goldhofer has recently launched two new trailers - the Arcus PK and the Allrounder.

The Arcus PK has a new steering system combining friction steered



The new Arcus PK at its launch at the IAA show

and force steered pendular axles. The unit also includes easier handling of the front bogie which can be quickly loaded onto the rear deck when running unladen. Goldhofer claims the Arcus is one of the lightest vehicles in its class, it has a low loading height of 790mm, and can handle high cargos weighing up to 130 tonnes.

Goldhofer introduced its three axle STN-L 3 low loader semi trailer last summer and has now added the Allrounder which has new features including an automatic variable load lift axle for reduced wear when running empty or with light loads, wheel or track recesses allowing a reduced load height for equipment and a fully automatic ramp lock. Deck length is 8.7 to 9.35 metres with an overall width of 2.55 metres.

Changing out a 500 tonne converter

Canadian company Myshak Crane & Rigging used its Hydra-Slide hydraulic skidding equipment to change out a 514 tonne horizontal converter for a larger 520 tonne unit at a fertiliser production plant in Alberta. The main challenges at the confined site were congestion and ground pressure limitations. Installing the new unit involved the use of Myshak's 272 tonne capacity heavy track HT300 and 317 tonne low profile LP350 hydraulic skidding systems, complete with more than 60 metres of track. Hydra-Slide JLS250 jacking load shoes were used, while the hydraulic power for the six double acting cylinders came from a Hydra-Pac synchronous unit. The new converter was delivered by rail, with Myshak unloading it



Each 60 metres long pressure vessel weighed 1,535 tonnes



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Six JLS250 jacking load shoes were hydraulically connected in three point suspension to lift and slide two converters on the HT300 system



The old converter shell was jacked up and skidded horizontally in one piece more than 50 metres

with the HT300 skid system and placing it into storage until the plant shutdown. It then removed the old converter and a spare basket from site to make room for the new installation. The new converter basket was moved from storage to the plant to be filled with a catalyst prior to installation.

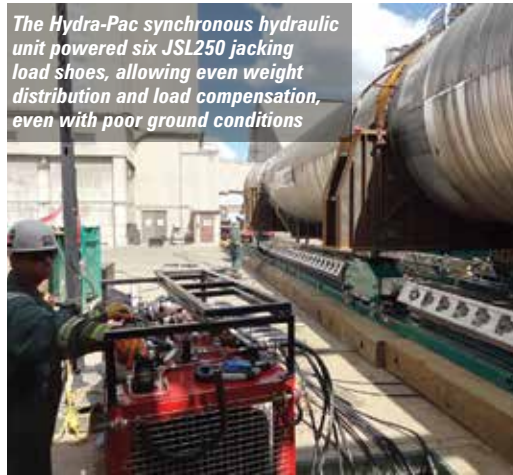
The old converter shell, basket and catalyst weighed 514.5 tonnes was 32 metres long and 2.7 metres in diameter. It was jacked up and skidded horizontally more than 50 metres to an open area using the

JLS250 skid shoes and HT300 skid track. It was then loaded onto a Self Propelled Modular Transporter.

The new converter shell was 35 metres long, three metres in diameter and weighed 520.2 tonnes with the basket. It was then skidded 50 metres into position and lowered onto the retaining anchor bolts. The six JLS250 jacking load shoes were hydraulically connected in a three point suspension to lift and slide the converters on the HT300 track. The shoes are a universal design and can be connected hydraulically with any

number of other shoes increasing the total system capacity while maintaining equal load support and weight distribution. At one point there was only 50mm of clearance requiring the converter to be leant over to give adequate clearance down one side.

The Hydra-Pac synchronous hydraulic unit powered six JSL250 jacking load shoes, allowing even weight distribution and load compensation, even with poor ground conditions



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A look back at 2018

If 2017 was described as the year of natural disasters, terrorism and political chaos, 2018 was more of the same, possibly even more extreme as Brazil's new president added to the wave of populism sweeping the world with more than the UK's summer heatwave getting everyone hot under the collar.

Summer in the UK was the joint hottest on record with the heat wave throughout June and July raising temperatures to more than 35° C/95° F. This heat was also being felt by the UK government trying to stay calm over a Brexit shambles which turned into a farce by the end of the year with eight ministers resigning.

Donald Trump, Russia and Korea were never far from the headlines along with regular mass shootings and refugee issues. The EU wide General Data Protection Regulation came into effect causing an extreme overreaction in some countries as the usual chancers/consultants attempted to exploit it by scaring companies into check ups etc, while others stopped routine communications just in case.

A heat wave in parts of North America killed 33 in Quebec, while wild fires also featured prominently in Greece and California, killing almost 200 and destroying more than 19,000 homes.

On a brighter note a global audience of 1.9 billion people watched the wedding of Prince Harry and Meghan Markle at St George's Chapel in Windsor and the Winter Olympics held in South Korea saw a combined North/South Korea team march together at the opening ceremony.

The cranes, access and telehandler markets were again generally busy although the continued economic uncertainty in some areas restricted major capital investment.

Here are some of the industry and world news highlights.

Kobelco merges its European crane and excavator companies.

Kevin Reilly - the crane operator involved in the fatal crawler crane overturn in New York in 2016 - launches a \$2.5 million defamation lawsuit against the investigators that found him guilty of causing the incident.

Kobelco announces a new 300/350 tonne crawler crane - the CKE3000G - the largest in the CK/CKE/CKS series.



Dingli acquires a 25 percent stake in aerial lift manufacturer **MEC** in a deal worth \$20 million.



Manitowoc wins another stage in its legal battle with **Sany** for theft of trade secrets.

Tadano acquires Benelux distributor **Waterland Trading**.



C&a look back 2018

Private equity firm **Stratford Cambridge** acquires a controlling interest in US low level platform manufacturer **Custom Equipment**. The Kissinger family retains a 20 percent stake.

Barneveldse Kraanverhuur (BKV) of the Netherlands takes the 250th **Liebherr** MK 88 four axle mobile self-erecting tower crane.

UK tower crane company **Bennetts** takes delivery of the first four tonne, topless **Jost** JTL 68.4s hydraulic luffing jib crane.



UK rental company **Elevation** places a £2 million order for **Niftylift** hybrid boom lifts 'to meet growing demand for cleaner, quieter equipment'.

Dinolift and its North American distributor **Reachmaster** end their exclusive distribution agreement.



US-based **GMG** launches the 15ft 1530-ED scissor lift and its first mast boom, the 10 metre VM26-J.

Böcker launches the 12 tonne AK 52 aluminium truck mounted crane on a three axle, 26 tonne truck with rear axle steering.

Magni telehandlers opens a new UK subsidiary having ended its distribution agreement with **Forkway** group.

Raimondi launches the 18 tonne LR330 luffing jib tower crane with new triangular jib design.



Ruthmann appoints **Snorkel UK** as the **Bluelift** spider lift distributor for the UK.

Hinowa announces a new 32.5 metre spider - the Lightlift 33.17 Performance IIS - its largest machine to date.



Potain launches the MCH 125 hydraulic topless luffing jib crane, first spotted as a prototype at Bauma China 2016.

Aluminium crane manufacturer **Klaas** launches three new truck cranes and a new hybrid power concept.



Snorkel launches the 2.6 tonne/5.8 metre SR5719 compact telehandler - built by **Faresin**.



Teupen returns to independent distribution in the UK and Ireland with the appointment of **Alfa Access Services**.

Ruthmann announces details of a new 31 metre **Bluelift** spider lift, the SA31.





20.2
March/April
industry news

Niftylift launches a lighter weight, electric version of its 33ft HR12 articulated boom lift - the HR12L - available with Lithium ion or AGM batteries.



Terex Cranes becomes the first crane manufacturer to implement steel surcharges following Donald Trump's 25 percent steel import tariffs.

Potain celebrates its 90th anniversary.

Boels Rental orders 3,000 **Skyjack** scissor lifts equipped with Skyjack's Elevate telematics solution.



Haulotte announces its Blue Orientation strategy with plans to drop all diesel machines as it launches its new Pulseo range starting with the 60ft HL20 LE Pro, all electric machine with built-in diesel recharging generator and five year warranty.

French manufacturer **Klubb** acquires **CPL**, its UK dealer for van mounted platforms.



Grove launches the updated six axle 300 tonne GMK6300L -1.

Arnold Grootveld and **Jan Vriesinga** set up **Hoogwerkt**

- a new rental company in the Netherlands offering lithium powered booms, scissors, trailer lifts and spider lifts that can be towed on a two axle trailer.

JCB introduces a lithium ion battery option for five of its slab electric scissor lifts.



Manitou launches updated versions of its 46ft 160 ATJ and 52ft 180 ATJ RT articulated boom lifts.

Multitel Pagliero starts production of a new 16m Multitel 160 Hybrid truck mounted platform.

Cela launches an electric version of its 25 metre DT25 Spyder spider lift.

AA Access - part of the **High Access Maintenance** group - acquires Scotland's **Outreach Access** expanding operations north of the border.

Mammoet sets a record lift height of 217 metres for its PTC 200 DS heavy lift crane at Lotte Chemical's Mono-Ethylene Glycol project in Louisiana, USA.



20.3
May
industry news

The first 50t **Comansa** 21LC750 is delivered to London's **City Lifting** for work on Terminal 2, Heathrow Airport.



Jekko starts shipping its second generation, six tonne SPK60.2 mini crawler crane with the first units going to customers in Hong Kong, Germany, Switzerland, Belgium, the UK and the US.

Kato announces its new 13 and 20 tonne City cranes - the CR-130rf and CR-200rf.



Dutch rental company **Boels** acquires **Already Hire** in the UK and **Delta Rent** and **Amdyte** in the Netherlands. French rental group **Kiloutou** acquires German rental company **Butsch & Meier**.

Danish spider lift manufacturer **TCA Lift** changes its corporate name to **Falcon Lifts**.



Sennebogen launches a new heavy-duty telehandler with elevating cab - the 355 E - the first of a new range.



TH White - the **Palfinger** crane distributor for England and Wales - acquires the **Palfinger** dealer in Scotland - **Outreach Truck** - to form **Palfinger UK**.

Danish loader crane manufacturer **HMF** unveils the new HMF 1310R grab crane.



Tadano acquires a 14.9 percent stake in US boom truck and platform manufacturer **Manitex**.

Canadian manufacturer **Microcranes** launches the compact M1 Global lightweight modular mini crane with a 905kg lift capacity and a 6.7 metre tip height.



20.4
June
industry news

UK road rail rental company the **Quattro group** acquires Scottish crane and equipment rental company **AB 2000**.

Dinolift launches the 23m 230VT 3.5 tonne telescopic truck mounted lift at Vertical Days.



JLG announces crawler versions of its redesigned 600 series straight telescopic boom lifts - the 60ft 600SC and 66ft 660SJC.

UK-based **Hawks Crane Hire** orders Europe's first 300 tonne **Kobelco** CKE3000G crawler crane.



Manitowoc unveils its new 100 tonne MLC100-1 crawler crane, replacing the **Kobelco** built 11000-1 as **Manitowoc** and **Kobelco** end their badging agreement for smaller capacity lattice crawler cranes.



Vertikal Days 2018 - held at Donington Park near East Midlands airport - is the largest so far in terms of exhibitors and visitor numbers.

UK rental company **Crane Hire Solutions** purchases a five tonne **Klaas** K900 RSX aluminium truck crane.

Colin Wood - the retired chief executive of the UK's **CPA** - receives the **European Rental Association's** Lifetime achievement award.

Finland's **RIM Wizard** appoints **Crowland Cranes** as its UK distributor.

UK-based **High Access Maintenance** merges with **Nationwide Window Cleaning** to form the **NSS** group.



Grove unveils the new 149 tonne, three axle GRT 9165 Rough Terrain crane.



Liebherr launches two new cranes at its customer Days event in Germany - the 230 tonne, long boomed LTM 1230-5.1 All Terrain and the 800 tonne LR 1800-1.0 lattice crawler crane.



Bronto Skylift unveils an all-new, 35 metre truck mounted lift - the S35EM.



CTE launches the 25m articulated Zed 25 HV truck mounted platform on a 3.5 tonne chassis.

Kobelco restructures in China, ending its joint ventures and moving from seven jointly held operations to three wholly owned subsidiaries.

Potain splits the manufacturing and product management of its European Self-erecting and top slewing crane operations.

Spanish tower crane manufacturer **Comansa** drops the Linden Comansa brand name focusing its marketing efforts on its original name of Comansa.



Haulotte sells its Italian access rental company **no.Ve.** to **Loxam**.

C&A look back 2018



The first 90 tonne **Grove GRT8100** Rough Terrain crane manufactured outside of the USA rolls off the production line at the company's Niella Tanaro plant in Italy.

Ruthmann opens a sales office in North America - Ruthmann North America.

Magni telehandlers delivers its 2,000th 360 degree telehandler to German rental company **Gruma Nutzfahrzeuge**.

Irish rental company **Charleville Hire & Platform** orders the first two 2,600kg/5.79 metre **Snorkel SR626** compact telehandlers in Europe.

Dutch Sales and rental group **Riwal** sells the world's first 135ft battery electric self-propelled boom lift to **Steiness Liftcenter** in Denmark.

Aichi takes on the distribution of large **Socage** truck mounted platforms in Japan including Socage's TJJ double jib truck mounted models from 39 to 54m.



German hoist manufacturer **Geda** develops an exclusive internal crane operator hoist/elevator for **Potain** - the Geda Potain Cab-In.



HSS agrees the sale of **UK Platforms** to **Nationwide Platforms/Loxam** for €60.5 million.

Fassi acquires French aerial lift manufacturer **ATN** rescuing it from the insolvency process which it entered in February.



Klubb acquires French platform manufacturer **Egi** which produces fully insulated, live line and firefighting platforms up to 65m.

United Rentals acquires **BlueLine Rental** for \$2.1 billion in cash from private equity firm **Platinum Equity**.



Tracked scissor lift manufacturer **Almac** enters the self-propelled tracked boom lift market with the dynamic self-levelling 33ft **Jibbi 1250 Evo**.

Hiab acquires the **Effer** loader cranes business - valued at €50 million - from the **CTE** group.

Tadano and Indian equipment manufacturer **Escorts** form a joint venture to manufacture 20 to 80t Rough Terrain and truck cranes in India.

Boels Rental acquires two more companies in the UK - **Artisan Hire Centre** and sister company **SAS**.

Multitel Pagliero, **Ruthmann** and **Palfinger** unveil new hybrid truck mounted platforms at Platformers Days in Germany.

Palfinger unveils the three model PCC range of heavy duty tracked articulated spider cranes from 18.2 to 30 tonnes.



Link-Belt upgrades its TCC-1100 telescopic crawler increasing its capacity to become the 120 ton/110 tonne TCC-1200.

Japanese aerial lift manufacturer **Nagano** appoints three new European dealers - **Arbeitsbühnen Becker** in Germany, Austria and Switzerland, **Pfeifer** in the Netherlands and **Vertimac** in Belgium.



Genie starts production of the European version of the 65ft S-65 XC straight telescopic boom lift in Umbertide, central Italy.

Tadano launches a new 20t **GR-200EX** Rough Terrain crane designed for the Australia, New Zealand and the Pacific island markets.





Terex Cranes launches a completely redesigned luffing jib tower crane - the 18 tonne, 270 tonne/metre CTL 272-18 - with a 61 metre jib and a 10 percent increase in lift capacities.



Mammoet upgrades its 3,200 tonne, 200,000 tonne/metre PTC 200DS modular ring crane to the 210,000 tonne/metre PTC 210 DS.

Sinoboom opens a new European operation - in cooperation with **Liftstore** in Jawczyce, Poland - with another location to be opened in the Netherlands.

Comet and Hoogweker Centrum/Powerlift unveil the 31m 3117 Jib Compact truck mounted lift that can be driven on a 3.5t chassis B+E driving licence.



Klubb launches a full electric version of the 11.8 metre K26 mounted on a Renault Master ZE chassis with rear cutaway.

Link-Belt launches a new 90t Rough Terrain crane - the 100 RT - with a 47.2 metre full power boom and unveils the 175AT, a new European-style 150 tonne five axle All Terrain crane with a 60 metre pinned boom.



Terex Cranes appoints **Arcomet** as distributor for flat top and luffing jib tower cranes in Germany.

JLG launches an external bolt-on fall arrest system allowing users to exit the platform at height while remaining tied off to a lanyard anchor point on the platform.

Chinese construction equipment manufacturer **Lingong Group Jinan Heavy Machinery (LGMG)** opens its European aerial work platform headquarters and distribution centre in Rotterdam, the Netherlands.



Tadano launches its largest loader crane to date - the 15 tonne capacity, 18.5 metre boom TM-ZX150 - aimed at the Middle East and south east Asia markets.



Manitou teams up with **Deutz** to develop all-electric and hybrid telehandler prototypes.

Spierings upgrades its UK service and support appointing **Crowland Cranes** as its UK service partner.

Versalift launches a hybrid version of its new 14.6 metre/230kg telescopic VTI-145-F van mounted platform mounted on a 3.5 tonne Mercedes Sprinter.

Maeda's third generation 2.82 tonne/9.7 metre MC285C-3 spider cranes arrive in Europe.



Spanish tower crane manufacturer **Comansa** upgrades its 21LC660 and 21LC750 flat top tower cranes and launches two new luffing jib cranes the CML280 and CML310 aimed at the growing demand for 18 and 24 tonne capacity cranes particularly in Asia and the Middle East.



CMC launches two new spider lifts - the 21.6 metre S22HD and the 23 metre S23.

Engine producer **Deutz** wins an injunction against a long-term component supplier of crankcases and cylinder heads which was threatening its supplies while demanding a major price increase.

Sarens launches the largest land-based crane in the world - the 5,000 tonne, 250,000 tonne/metre SGC-250 - capable of lifting 2,000 tonnes at 100 metres.



Riwal CEO Norty Turner resigns and leaves the company.

US-based crane manufacturer **Iowa Mold Tooling (IMT)** launches the new 42684 loader crane with a load moment of 42 tonne/metres.

The UK **Competition and Markets Authority (CMA)** launches an inquiry into the planned acquisition of **UK Platforms** by **Loxam/Nationwide Platforms**.

Manitou sells a 26 percent stake in its wholly-owned subsidiary **Manitou Southern Africa** to the South African charity **Columba Leadership Trust**.

National Crane launches a tractor mounted version of its 27.2 tonne NBT30H-2 with a maximum tip height of 23.7 metres.



US rental company **Skyworks** takes delivery of a 66ft 660SJ - the 250,000th **JLG** boom lift to come off the production line.

Norwegian **Genie** distributor **Hybeko** launches the 33ft Hybeko Tunnel 3390 RT scissor lift based on the Genie GS-3390 RT Rough Terrain scissor lift.



Those no longer with us

Celebrity deaths 2018

Dolores O'Riordan - lead singer for the Cranberries - 46

Peter Wyngarde - actor - Jason King in Department S - 90

John Young - lunar astronaut, commander of Apollo 16 mission - 87

Paul Bocuse - three star French chef - 91

Hugh Masekela - South African jazz musician - 78

Lord Peter Carington - former secretary general of NATO and British politician - 99

Bill Maynard - English actor the Gaffer, Heartbeat - 89

Ingvar Kamrad - founder of Ikea - 91

Mary Wilson - widow of British PM Harold Wilson - 102

Eddie Clarke - guitarist for heavy metal band Motörhead - 67

Dennis Edwards - lead singer for The Temptations - 74

Morgan Tsvangirai - Zimbabwe's second PM opponent to Robert Mugabe - 65

John Gavin - actor/politician, Julius Caesar in Spartacus, U.S. Ambassador to Mexico - 86

Mort Walker - cartoonist - Beetle Bailey, Lois - 94

Pik Botha - South African politician - 86

Paul Allen - co-founder of Microsoft - 65

Charles Aznavour - French singer songwriter - 94

Montserrat Caballé - Spanish opera singer - 85

Denis Norden - British TV presenter - 96

Eric Bristow - English darts player/world champion - 60

Isao Takahata - Japanese film director/producer co-founder of Studio Ghibli - 82

Kofi Annan - former secretary general of the UN - 80

Emma Chambers - actress, Alice Tinker in Vicar of Dibley - 53

Billy Graham - TV preacher evangelist - 99

Sir Roger Bannister - first man to run a four minute mile - 88

Tessa Jowell - British politician - 70

David Ogden Stiers - actor major Charles Emerson Winchester III in MASH - 75

Ken Dodd - English comedian/singer/songwriter - 90

Hubert de Givenchy - founder of the French fashion house Givenchy - 91

Trevor Baylis - English inventor - 80

Jim Bowen - comedian - 80

John Julius Norwich - historian and British politician - 88

Katie Boyle - English TV presenter - 91

Prince Henrik of Denmark - husband of Queen Margrethe II of Denmark - 83

John Mahoney - Martin Crane in TV show Frazier - 77

Winnie Mandela - politician married Nelson Mandela - 81

Stephen Hawking - physicist/author - 76

Barbara Bush - wife of president George H. W. Bush and mother of president George W. Bush - 92

Dale Winton - UK TV host - 62

Ruud Lubbers - former Dutch prime minister/UN commissioner - 78

Errol Brown - lead singer for Hot Chocolate - 71

Margot Kidder - actress, Lois Lane in Superman movies - 69

Tom Wolfe - author/journalist - 88

Clint Walker - actor Cheyenne Bodie in the TV western Cheyenne - 90

Alan Bean - astronaut aboard Apollo 12 - 86

Jerry Maren - last living munchkin from 'The Wizard of Oz' - 98

Leslie Grantham - English actor, 'Dirty Den' in the TV soap 'EastEnders' - 71

Carlo Benetton, fashion Designer/entrepreneur co-owner of Benetton - 74

Nancy Sinatra - first wife of Frank Sinatra - 101

Aretha Franklin - singer - 76

Ed King - lead guitarist Lynyrd Skynyrd co-wrote 'Sweet Home Alabama' - 68

John McCain - US senator - 81

Neil Simon - playwright 'The Odd Couple' - 91

June Whitfield - actor, Absolutely Fabulous, carry on films - 93

Frank Adonis - actor movies (Goodfellas) - 83

Paddy Ashdown - Politician, Lib Dem - 77

Burt Reynolds - actor - 82

Fenella Fielding - English comedy actress - 90

Tony Joe White - singer/songwriter 'Rainy Night in Georgia' - 75

William Goldman - screenwriter/novelist/playwright - 87

Bernardo Bertolucci - director/screenwriter - 77

George H. W. Bush - 41st president of the United States - 94

Stan Lee - creator of superheroes Spider Man, X Men - 95

Marty Balin - co-founder of band Jefferson Airplane - 76

Vic Damone - singer/crooner - 89

Verne Troyer - actor, Mini-Me in Austin Powers films - 49

Penny Marshall - actor Sitcom Laverne and Shirley - 75

Deaths - Cranes & Access

Percy 'Ralph' Helm - b1926 - former president and chairman of Manitowoc.

Edward 'Eddie' Clancy - b1956 - owner and chairman of UK-based Emerson Crane Hire.

Ronald Card - b1952 - respected access service engineer.

Harald Ziegler - b1969 - former managing partner of Wurtzburg-based Ziegler.

Stephan 'Steve' Williams - b1971 - joint MD and co-owner of UK-based Road Rail Cranes.

Rocky Tan - b1956 - director of Malaysian access specialist Eastway Engineering.

Kees Zeevenhooven - b1927 - former MD of Dutch crane distributor Zeevenhooven.

Bob Floyd - b1946 - former general manager of UK rental company King Lifting.

Raymond Schofield - Newcastle depot manager for UK-based Facelift.

Chris Walters - b1949 - UK crane veteran.

David James - b1944 - UK crane and access veteran.

Brent Hagedorn - b1973 - marketing director for BilJax/Haulotte North America.

Trevor Ripley - b1955 - crane operator for UK Emsley Crane Hire.

Benny Sarens - b1952 - technical director of Sarens.

Michael 'Mick' Donovan - b1953 - group crane manager Bowmer & Kirkland.

David Lane - b1947 - UK crane rental industry veteran.

Lachlan 'Graham' Campbell - b1937 - UK access industry veteran.

Kenneth 'Ken' Kilhefner - b1933 - former Grove executive vice president.

Dirk Theyskens - b1960 - former owner and CEO of Belgian tower crane company Arcomet.

Avijit 'Bobby' Mazumder - b1934 - former CEO of Indian crane manufacturer TIL.

Bill Newman - b1943 - ex Grove/Manitowoc European service manager.

Dave George - b1943 - crane and access industry veteran and Vertical Days safety officer.

Ciaran Gillespie - b1956 - access industry veteran and co-owner of Ireland's Boom and Platform Hire.

Paul Evans - b1965 - crane service engineer with Liebherr GB.

C&a look back 2018

World Events..World Events..World Events

January 2018

Turkish president Recep Tayyip Erdoğan starts military offensive to capture a portion of northern Syria from Kurdish forces.

A gunman in Senegal kills 13 people and wounds another 11.

Two car bombs explode near a mosque in Benghazi, killing 22 people and wounding another 30. Roger Federer successfully defends his Australian Open tennis title becoming the oldest man to win a Grand Slam singles title.

February

SpaceX successfully conducts its maiden flight.

The 2018 Winter Olympics are held in Pyeongchang, South Korea - North and South Korea join forces with a combined team.

Jacob Zuma resigns as President of South Africa after nine years in power.

A school shooting at a High School in Parkland, Florida, kills 17 people and injures 17.

March

Sergei Skripal and daughter Yulia are poisoned with Novichok nerve agent in Salisbury, England.

China grants Xi Jinping the status of 'President for Life'.

Thousands of high school students in the USA participate in the National School Walkout over gun violence.

Vladimir Putin is elected as president of Russia for a fourth time.

Qantas launches the first non-stop service between Australia and the UK.

More than 100 Russian diplomats are expelled by more than 20 countries following the Skripal poisoning.

April

The 2018 Commonwealth Games are held in Gold Coast, Queensland, Australia.

Cinemas open in Saudi Arabia for the first time since 1983.

Miguel Díaz-Canel is sworn in as the first non-Castro president of Cuba since 1959.

A vehicle attack kills 10 and injures 16 in Toronto.

May

Spanish separatist group ETA announces its final dissolution after 40 years of conflict.

The Eurovision Song Contest is won by Israel's Netta Barzilai with the song Toy.

The wedding of prince Harry and Meghan Markle.

North Korea destroys nuclear test sites in a move to reduce regional tensions.

The EU wide General Data Protection Regulation (GDPR) comes into force.

Irish citizens vote to end the Country's ban on abortion by 66.4% to 33.6%.

The USA extends its import tariffs - 25% on steel and 10% on aluminium

June

Donald Trump pushes for Russia to be readmitted at the G7 summit in Canada.

North Korea's Kim Jong-un and Donald Trump hold a summit meeting in Singapore.

The 2018 FIFA World Cup held in Russia is won by France who beat Croatia 4 - 2 in the final.

FIFA awards the 2026 World Cup to a joint bid from Canada, Mexico and the United States.

The USA announces its withdrawal from the UN Human Rights Council.

Saudi Arabia allows women to drive.

July

Seven members of Aum Shinrikyo - which carried out the 1995 sarin attack on the Tokyo subway - are hanged.

China accuses the USA of starting the 'largest trade war in economic history' and announces immediate retaliatory tariffs.

Eritrea and Ethiopia end their 20 year conflict.

12 boys and their football coach are rescued from a flooded cave in Thailand.

The EU and Japan sign the world's largest free trade deal, creating an open trade zone covering a third of global GDP.

Heavy wildfires in Greece leave 87 dead.

August

Apple becomes the world's first \$1 trillion public company.

The United States reimposes sanctions on Iran.

Russia, Kazakhstan, Azerbaijan, Iran and Turkmenistan end a 20 year dispute over the Caspian Sea's legal status.

The Morandi Bridge collapses in Genoa, Italy resulting in 43 deaths.

Scott Morrison succeeds Malcolm Turnbull as prime minister of Australia.

September

The Supreme Court of India decriminalises homosexuality.

The MV Nyerere capsizes on Lake Victoria, killing at least 228 passengers.

October

Washington Post journalist Jamal Khashoggi is murdered inside the Saudi consulate in Istanbul.

Canada legalises cannabis for recreational use.

More than 750,000 people march in central London demanding a second referendum on Brexit.

Donald Trump says he will 'terminate' the Intermediate Range Nuclear Forces Treaty with Russia.

China opens the Hong Kong-Zhuhai-Macau Bridge - world's longest sea bridge.

Michael Higgins is voted president of Ireland.

11 people are killed in a mass shooting at a Pittsburgh synagogue.

The far right politician Jair Bolsonaro wins Brazil's presidential election.

November

California's deadliest wildfires result in 88 deaths and 18,804 buildings destroyed.

Centenary celebrations of the ending of World War I.

NASA's InSight probe lands on the surface of Mars.

Russia seizes three Ukrainian ships in the disputed Kerch Strait.

Chinese scientist He Jiankui claims to have altered the DNA of twins to make them resistant to the HIV virus.

December

France experiences its worst civil unrest since 1968 with the Gilet Jaune (yellow vests) movement.

The UN confirms that more than half (51.2%) of the world's population are now using the Internet.

200 countries reach agreement at the Katowice Climate Change Conference on rules to implement the 2015 Paris agreement.

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£40,000 fine for makeshift platform

Alan Twatt Potatoes of Elgin, Scotland was fined £40,000 after an employee sustained serious injuries following a fall from height in November 2017. The employee was running an electric cable through four barns at a height of just over four metres and using a makeshift platform comprising a potato box lifted by a forklift.

He fell around three metres, and suffered a head injury and multiple fractures. An investigation found that "the potato box was unsafe and should not have been used with the forklift". The company also failed to follow its own procedures in relation to safe working at height.

HSE inspector Norman Schouten said: "This incident could so easily have been avoided by using the correct equipment, such as a scissor lift. A potato box is never a suitable platform for working at height."

"A potato box is not a suitable platform for working at height"



A-Plant Apprentice Awards

A-Plant held its annual Apprentice Awards at JCB headquarters in Staffordshire with awards presented for outstanding achievement among its 150 apprentices.



Lift & Move USA student event

The Specialized Carriers & Rigging Association (SC&RA) Lift & Move USA initiative has held an event in partnership with Education Northwest, aimed at encouraging young people to consider a career in the lifting industry. The programme, hosted by Oregon's NessCampbell Crane + Rigging, was attended by high school students, recent graduates, teachers and career transition specialists from more than a dozen schools.

The event included a tower crane demonstration by Morrow Equipment, along with activities organised by Lifting Gear Hire, Industrial Training International, and NessCampbell, including a lifting demonstration.

Education Northwest senior advisor Jennie Fennelle said: "Lift & Move USA provided an authentic way for students to connect and learn about skills needed and careers available in this industry. There is nothing like standing next to a 500 tonne crane for putting it in context for the student."



A lifting demonstration at the event.

£10,000 fine for outrigger mat injury

Scotland's Forth Crossing Bridge Constructors was fined £10,000 after employee Desmond Flett, 49, sustained severe injuries while lifting crane mats at a yard within Rosyth Dockyard, near the new Forth Bridge. In April 2015, Flett was helping a telehandler operator move the two large mats when they dropped onto his legs/feet. An investigation found the work had not been planned by a competent person, was not appropriately supervised or carried out in a safe manner. The chains used were too short for the distance between the lifting points on the mats. It also emerged that the telehandler operator's training ticket/certification had expired.

United Rentals opens VR Academy...

US-based United Rentals has opened a new Virtual Reality and digital training centre, with updated simulators offering a blended learning model for aerial work platform and crane operator training and certification courses. The new centre was opened at the first United Academy training centre in Alberta, Canada.

The new training centre expands on the eLearning and regular training options previously offered through United Academy and incorporates Virtual Reality simulators for platform and crane operation, along with a computer lab, eLearning content that satisfies OSHA requirements, a digital training library and hands-on training.



The grand opening of the new VR United Academy in Alberta, Canada

...And is certified by IPAF

United also concluded an agreement with the International Powered Access Federation, which will allow it to provide IPAF certified aerial work platform training through its United Academy. See www.vertikal.net

Who trained him then?

A video sent in by one of our readers shows a tree worker being lifted by the grab of a loader crane. Hardly best practice. Sadly the quality is poor by you can watch the video at <https://www.vertikal.net/en/news/story/31904/>



Or him?

We have a clearer picture from a hotel in Hammersmith, London where a man was spotted working over a deep stairwell with a horizontal step ladder.



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NASC signs time to change employer pledge

The NASC has joined more than 900 organisations across the UK in signing the Time to Change Employer Pledge. In signing the pledge, NASC managing director Robin James has further sealed the confederation's commitment to changing how we think and act about mental health in the workplace. This commitment forms part of the NASC's Head for Heights campaign, aimed at changing how mental health is approached and acted upon in the scaffolding industry.

Robin James said: "Mental health is a huge issue in the scaffolding and access industry but sadly one that often goes by unnoticed. By signing the Time to Change Employer Pledge we are doing our bit to raise awareness of the need to change attitudes towards mental health and wellbeing in

the industry. As the voice of the scaffolding industry, we encourage other scaffolding industry companies to follow suit."

NASC president Des Moore - the chief executive of member company the TRAD group - which has also signed the pledge - added: "It is crucial that we shine a greater spotlight on mental health and wellbeing in our industry and encourage more people to speak out without stigma or prejudice if they feel like they need support. A broken bone is obvious. However, an individual can easily hide a mental health problem. This is a safety risk factor not just for them, but also their teammates working in a dynamic but also - as we all know - very demanding environment."

NASC and CISRS speak at Chinese scaffold conference

The NASC and CISRS were represented at a major two day scaffolding conference in China. The Construction Material Rental Contractor Association (CMRA) event, held in Tianjin, drew more than 600 delegates from across the country.

NASC director and CISRS scheme manager David Mosley was invited to attend the event as a keynote, speaker. He gave a presentation on the role of the NASC in establishing best practice and producing guidance not only for its members but the industry as a whole. He also gave an overview of the UK CISRS scheme and CISRS Overseas Scfolding Training Scheme and explained how having a regulated industry and a recognised training scheme had made the UK scaffolding sector a much safer place. After the presentation, he took part in a panel discussion aimed at exploring what advice the UK representatives could give to help improve the scaffolding sector in China.

Andy Sharp, senior scaffold instructor at Simian Skill, also attended the event and gave an interactive, hands on tool box talk on SG4:15 Preventing Falls in Scaffolding Operations.

CMRA president Yu Naiqiu said: "We would like to thank our guests from the UK for sharing some of the good practice relating to safety and training with us, it was very informative and a really positive experience."



Strong boost for NASC'S charitable donations

NASC members helped raise substantial funds for charity last year, allowing presentations to be made at the association's 2018 Ball & Awards evening held at the Sheraton Grand Hotel & Spa in Edinburgh last month. The amount donated was more than triple the levels raised the previous year, allowing NASC president Des Moore to present the Lighthouse Club Construction Industry Charity and Demelza Hospice Care for Children with cheques for £10,000 each as part of the black tie event. He then urged members to help raise a further £5,000 for each charity through a five lot charity auction.

This fundraising goal was surpassed several times over during the course of dinner, with guests digging deep with their bids, helping to push the total raised well past each lot's reserve prices. These efforts were supported by a number of substantial standalone donations made by individual members, who approached either Moore or the Ball toastmaster to submit financial pledges.

Combined with the original £10,000 sum - and boosted by a £2,300 donation by CISRS - the NASC was able raise a total figure of £60,000, which was split equally between the two charities.



Demelza
Hospice Care for Children

Lighthouse
CLUB



NASC

Established in 1945 NASC is the national trade body for access and scaffolding in the UK comprising over 240 leading contractors and scaffolding manufacturers.
www.nasc.org.uk

NASC

CISRS

Established in the 1960s, CISRS is the industry scaffold training scheme with 60,000+ UK card holders & 4,500+ Overseas.
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New Guidance Notes

With publication planned for the first quarter of 2019, 'Kerbside Deliveries' and 'Employee Monitoring (Lifting Team Members)' will add to ALLMI's Guidance Notes series, which spans numerous aspects of lorry loader use. A full list of Guidance Notes is below. Please contact the association for further information on any of these documents or subjects.



- GN001 Guidance for Life Expectancy of a Lorry Loader
- GN002 Second-hand Lorry Loaders
- GN003 Guidance for the Purchase of Second Hand Lifting Attachments
- GN004 Regulations and Standards
- GN005 Guidance for Lorry Loader Installers and Operators
- GN006 Guidance Note for Hiring of a Lorry Loader
- GN007 Guide to Lorry Loader Purchase
- GN008 Bridge Bashing Regulations
- GN009 Trailer Mounted Loader Cranes
- GN010 Thorough Examination & Testing of Loader Cranes
- GN011 In-service Structural Inspections
- GN012 Non-Destructive Testing
- GN013 Stabiliser Forces
- GN014 Guide for the Purchase of Chassis Suitable for a Loader Crane
- GN015 Guidance for Calibrating Reduced Capacity Areas
- GN016 Guidance for the Supply & Use of Remote Controls
- GN017 Guidance for Employee Induction
- GN018 Implications of BS7121 Safe Use of Cranes - Part 4: Lorry Loaders
- GN019 Interim Maintenance & Inspection of Lorry Loaders
- GN020 Reporting of defects arising from a Thorough Examination of a Loader Crane
- GN021 Determining the Sail Effect for Wind
- GN022 Correct Identification of Appropriate Types of Stabiliser Beam Locking Device
- GN023 Protocol for Provisional Overriding of Safety Systems
- GN024 Handbrake Interlocks
- GN025 Lorry Loader Technical Files
- GN026 Work at Height: Points to Consider
- GN027 Lone Working: Points to Consider
- GN028 On-Site Hazard Assessment for Mobile Engineers

Guidance Notes, as well as other good practice documentation, can be downloaded from www.allmi.com.

Outlook for 2019

Following another record year for the association, ALLMI chairman, Mark Rigby said: "2018 was a huge success for ALLMI, but we never rest on our laurels and are committed to further growth and progress in 2019. We have exciting plans in a number of areas, including staff development, a new website and App tools, production of a new Code of Practice, and a wide range of Guidance Notes, as well as updates to several of our training courses. In addition, our work with BSI and CEN will continue to be a key activity, facilitating our direct and significant input into industry standards undergoing revision."



Instructor course update

One of ALLMI's projects for the first half of 2019 is to update its Instructor course, for which there has been a 16 percent increase in demand over the past 12 months. ALLMI technical manager, Keith Silvester said: "The Instructor course plays a fundamental role in the quality of training we provide, along with the significant experience and related qualifications we request of instructors before they apply to join the scheme. It is obviously very important that we continually review the course content and delivery methods. Over the coming months we have some interesting ideas to explore in this regard and will undertake this process in conjunction with our Training Standards Committee."

Record demand for Crane Supervisor Training

The importance and credibility of ALLMI's Crane Supervisor training is highlighted by more than a 40 percent increase in demand during 2018, and a course update is planned over the next few months.

ALLMI training & project officer, Jon Kenyon said: "The Crane Supervisor controls the lifting operation and is responsible for ensuring that it is carried out in accordance with the Appointed Person's safe system of work. The ALLMI course equips those looking to fulfil this role with the required technical and legislative knowledge, as well as a high level of practical skills, while assisting employers in meeting their obligations under BS7121 Part 4."

Audit Team expansion

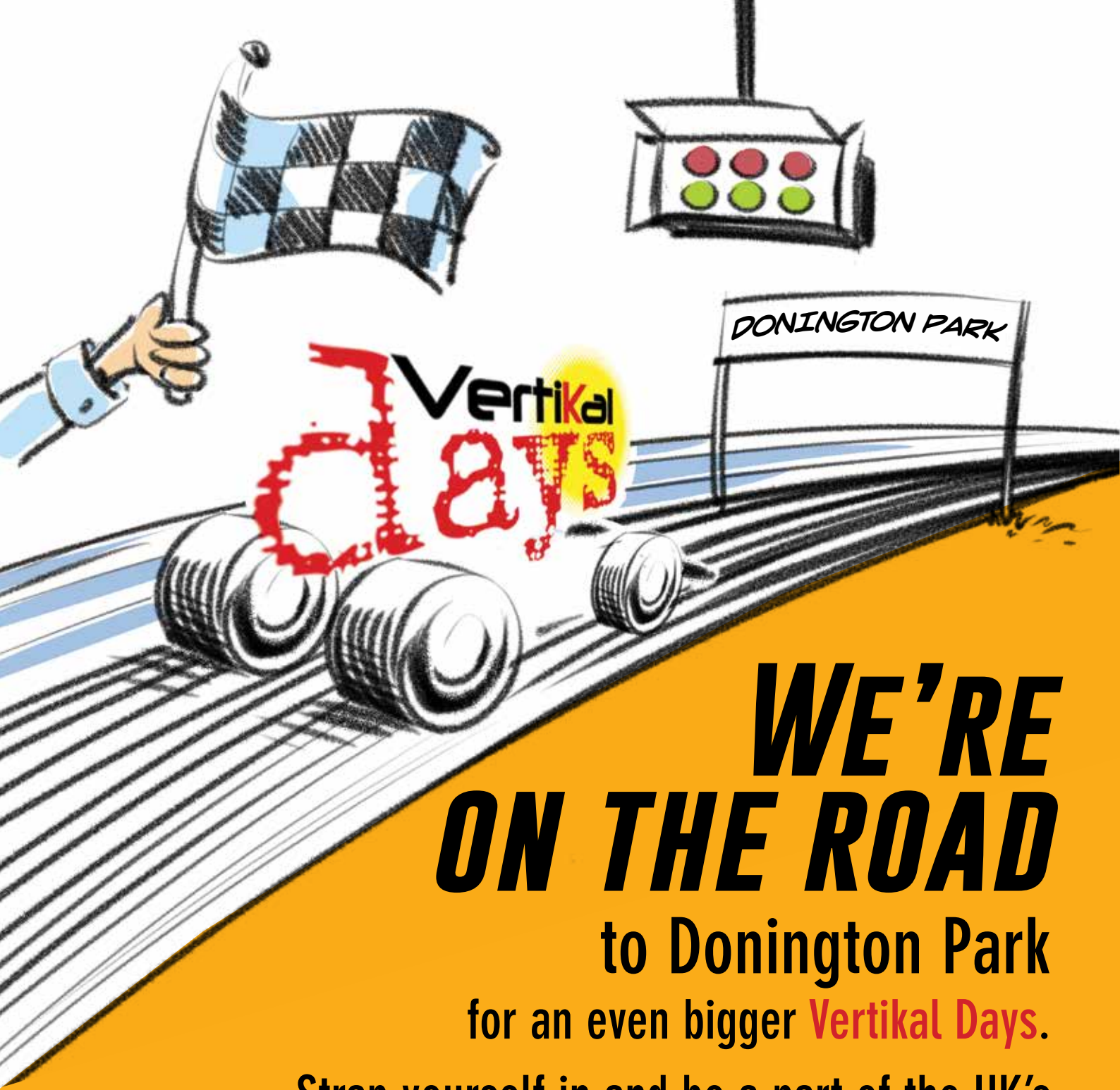
Peter Brammah is the latest addition to ALLMI's instructor auditing team. He has over 20 years' experience in the lorry loader industry, working at all levels of the training business, including hands on delivery of ALLMI courses. "I am delighted to be part of ALLMI's auditing team, which is essential in maintaining training standards across the association's growing instructor network. Completion of the Auditor Development Programme was a demanding and comprehensive process which has equipped me well for the role", said Brammah.



ALLMI's auditing team monitors the delivery of courses throughout the UK and Ireland to ensure that scheme requirements are upheld. Chief executive Tom Wakefield said: "ALLMI instructors are regularly subjected to unannounced audits, which form a crucial part of quality control within the accreditation system. With our instructor base growing rapidly, it is important that the auditing resources keep pace, so we are delighted to welcome Peter to the team."



For details of ALLMI standards, guidance documents and training, visit: www.allmi.com



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Updated MEWPs for Managers course

IPAF is to launch a revamped version of its MEWPs for Managers training course for those planning and supervising work at height using powered access equipment.

Training manager Paul Roddis said: "MEWPs for Managers has received a much awaited upgrade and will also be available as eLearning for the first time. This will make it easier for site managers and supervisors to fit the training into their schedule. The updated course contextualises the information making it far easier to directly apply the learning in the real world, and considers the whole process of work platform management, from selecting the right machine, training the appropriate team and providing the right protection through securing the unit, to organising its safe delivery and collection.

"The course is engaging, challenging and rewarding, utilising interactive 360 degree graphics and virtual scenarios that require candidates to put various pieces of risk assessment and technical and safety guidance together to identify and contextualise specific hazards in each scenario."



APPG report to Parliament delayed due to Brexit wrangling

As a result of the planned Brexit vote that was subsequently postponed, the planned publication of the findings of the All Party Parliamentary Group inquiry into falls from height in the workplace, led by Alison Thewliss MP, has been delayed. A new launch date has not been agreed, but it is likely to be February at the earliest.

PAL Card adds CSCS logo

IPAF's PAL Cards will now be able to carry the CSCS logo, affording all valid PAL Card holders' easy access to Build UK sites. There will be no additional cost for those wishing to add the logo to the card on completion of IPAF training, but IPAF



training candidates will need to demonstrate they have successfully completed a relevant CITB Health, Safety and Environment test.

There are four different versions of the HSE test, with a series of specialist sub variants. Subject to a digital check with the CITB that the training candidate has passed one of the relevant tests, and therefore has the minimum required level of health, safety and environmental awareness to go on site, the CSCS hologram can be applied to the PAL Card when processed. Existing PAL Card holders that can demonstrate they have passed the CITB HSE test can also request the CSCS logo to be added, for the same price as a replacement PAL Card. More details at www.ipaf.org/training



New standard requires mastclimber training

Members of the IPAF International Mast-Climbing Work Platform Committee have issued a reminder that, following the update to British Standard 7981:2017, operator training is now mandatory for all mast climber users in the UK. IPAF accredits operator training leading to a full PAL Card that can aid compliance.

IPAF MCWP rental member companies in the UK are working in compliance with the new standard, which is available free of charge as part of a wider suite of related standards made available to IPAF members by the British Standards Institute at www.ipaf.org/resources

Progress on trailblazer apprenticeships

The Hire Controller (Plant, Tools & Equipment) apprenticeship standard and end point assessment plan has now been approved by the Institute for Apprenticeships (IfA) and made available for delivery. Meanwhile, the Lift Truck and Powered Access Engineering Technician apprenticeship standard has also been approved and the IfA is reviewing the end point assessment plan. Once approved, the first intake of apprentices should take place shortly. Details can be found at www.instituteforapprenticeships.org

Strategic Open Meeting

A Strategic Forum Plant Safety Group MEWPs Open Meeting will be held on Tuesday 19 February at the Yew Lodge Hotel in Kegworth, Leicestershire. Speakers will cover numerous subjects, including accident reporting systems, operator competence, rescue of persons from platforms and secondary guarding.

The group, chaired by the CPA and administered and supported by IPAF, co-ordinates the production of safety guidance documents, the latest of which is 'Rescue of Persons from MEWPs' and provides guidance to put plans in place to rescue powered access users if they become stranded at height.

IPAF Summit

The IPAF Summit & IAPAs 2019 will be held on the 6th March in Dubai, UAE, with the early bird booking discount available until the end of January. Anyone planning to book is also reminded of a site visit to the Manlift depot in Dubai, open to those booking a place at the Summit. Numbers are limited and available on a first come, first served basis. See www.iapa-summit.info for further details.

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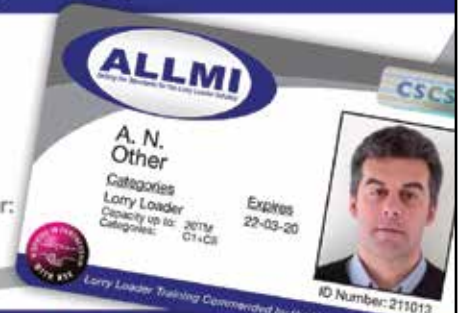
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OBE for PASMA's Peter Bennett

PASMA managing director, Peter Bennett, 59, has been awarded an Order of the British Empire (OBE) in the New Year's Honours List for his services to business in the access and work at height sector.

Managing director of PASMA since 2006, Bennett is also chairman of the Access Industry Forum (AIF), a founding trustee and current chairman of the No Falls Foundation charity, and most recently, was instrumental in establishing the All Party Parliamentary Group for Working at Height.

He also serves on a number of national and international standards setting committees, sits on various groups at the Health and Safety Executive (HSE) and contributes to the work of the Better Regulation Panel at the UK's Department for Business, Energy and Industrial Strategy.

In 2007 he was appointed executive director of the Ladder association. He has also served as a Council member, Training Committee chairman and president of IPAF, the International Powered Access Federation.

PASMA chairman Gillian Rutter said: "This honour is richly deserved and reflects the huge contribution that Peter has made, not only to the growth and success of PASMA, but



Peter Bennett

to the development and recognition of the work at height industry in general. He is passionate about height safety as evidenced by the fact that PASMA alone now trains upwards of 75,000 people a year - an increase of 2,500 per cent compared with 1999/2000."

Peter Bennett added: "In accepting this honour I am deeply conscious of the need to acknowledge the unstinting help and support I have received, and continue to receive, from the PASMA secretariat, PASMA members and, of course, my colleagues in the Access Industry Forum and the wider work at height community. I would also like to pay tribute to those individuals who willingly give up their precious time to serve as PASMA officers and committee members to advance the work and role of the association.

This honour is as much for them as it is for me."

Born in Glasgow in 1959, Bennett attended the University of Glasgow. He then joined the Glasgow office of national scaffolding company Stephen's & Carter, kicking off a lifelong career in the work at height industry. In 1988 he moved to Turner Access as general manager, leaving in 2004 to establish the PASMA secretariat.

He is a founding member, and latterly chairman, of the Access Industry Forum (AIF). Each of the 11 organisations comprising the Forum represents a different sector of the access



industry and fosters and supports codes of good practice, equipment standards, training, education and knowledge. The Forum comprises: ATLAS, BSIF, EPF, FASET, IPAF, IRATA, Ladder Association, NASC, PASMA, SAEMA and WAHSA.

He is also a founding trustee and current chairman of the board of trustees of the No Falls Foundation, the first and only UK charity dedicated exclusively to preventing falls from height and objects falling from height.

The Foundation aims to raise awareness of the risks associated with working at height, to undertake research to better understand the

causes, and, finally, to provide support to those people affected by the life-changing consequences of a fall.

Finally, since its creation in October 2017, he has been actively involved in the work of the All Party Parliamentary Group for Working at Height. Chaired by Alison Thewliss, member of parliament for Glasgow Central, the group has now completed its first report and produced a set of recommendations intended to reduce the overall number of deaths and injuries resulting from falls from height. The report will be published in February 2019.



Long service awards

With over 30 years of service to the association and its members between them, three PASMA team members have been recognised for their long standing contribution and dedication to the association. Karen O'Neill, head of training administration and delivery and Suzie MacFarlane, head of finance, joined PASMA in 2008, while Christine Williamson, head of member services, recruitment and retention was appointed in 2009.



Karen O'Neill



Suzie MacFarlane



Christine Williamson



For more information about the Access Industry Forum (AIF) and the No Falls Foundation charity for working at height, please visit www.accessindustryforum.org.uk and www.nofallsfoundation.org

New year, new website?

Business owners frequently approach me expressing frustration that they have just invested a small fortune in a new web site that doesn't rank any better than their old site and, in some cases, a whole lot less. This is often just one of their issues - the new sites may also be a good deal slower too. Even more surprisingly, not only does their new web site generate less traffic, but even more depressingly, there are fewer engaged visitors and enquiries.

Do you really need a new website?

This begs a fundamental question. Do you really need a new website? Or simply a better performing website? You may already have a perfectly respectable site that brings in a fair bit of traffic with a good level of engagement that generates a decent level of business. All too frequently however, the traffic levels and business that the old website attracted are not considered until the new website fails to deliver anywhere near the same traffic levels!

So what drives companies to put their existing traffic into jeopardy? It can be worth considering a new website if your current site is not mobile friendly for example, given that as many searches are now made on mobile devices as on desktops, and delivering as good an experience to as wide an

audience as possible makes a lot of sense. Another reason may be that the site is no longer supported or maintained which could leave it open to hackers, but as importantly may no longer work as originally intended. An additional complication is that an unmaintained site can lead to sluggish performance or functionality issues, which will prevent prospects from engaging.

Change for change's sake?

The 'need' for a new site is often driven by other reasons, with the motivation often coming from the business owner or marketing department wanting a nice new site, since the existing one "looks a bit tired". Some of the cause of this 'tiredness' may of course derive from the technical reasons that I have already mentioned. However, it can just as easily derive from the fact that it hasn't been regularly updated, in terms of both content



and technical updates.

There can be many counter measures to consider before simply opting to have a brand new site built. One is to update the theme - if available, along with plugins and system updates that may address both sluggishness and functionality issues. Installing a new, fresher theme may address many of the cosmetic and functionality issues, including making it mobile friendly. Another option, if not done already, is to implement an SSL certificate - moving from an http domain to https - which can be relatively easy and inexpensive. This puts the small padlock icon on your web address and makes it more search friendly. Finally, you may want to consider a technical tune up to make sure that your site is running the most up to date elements that it needs to function properly. You may discover your site is running a lot of unnecessary or obsolete software in the background, and that it speeds up once they are removed, and possibly solving a lot of the functionality issues. You will of course want to involve a web designer in this to ensure a successful outcome.

Simple transformations

There are also a fair few things you can do yourself, before looking at technical alternatives, for example

you may simply wish to refine or update your existing content, possibly involving a copywriter to reword and rearrange your content to give a more compelling message or a clearer call to action. Some of these changes can make it look as though you have a new website, even though all that has changed is a clean up and content refresh.

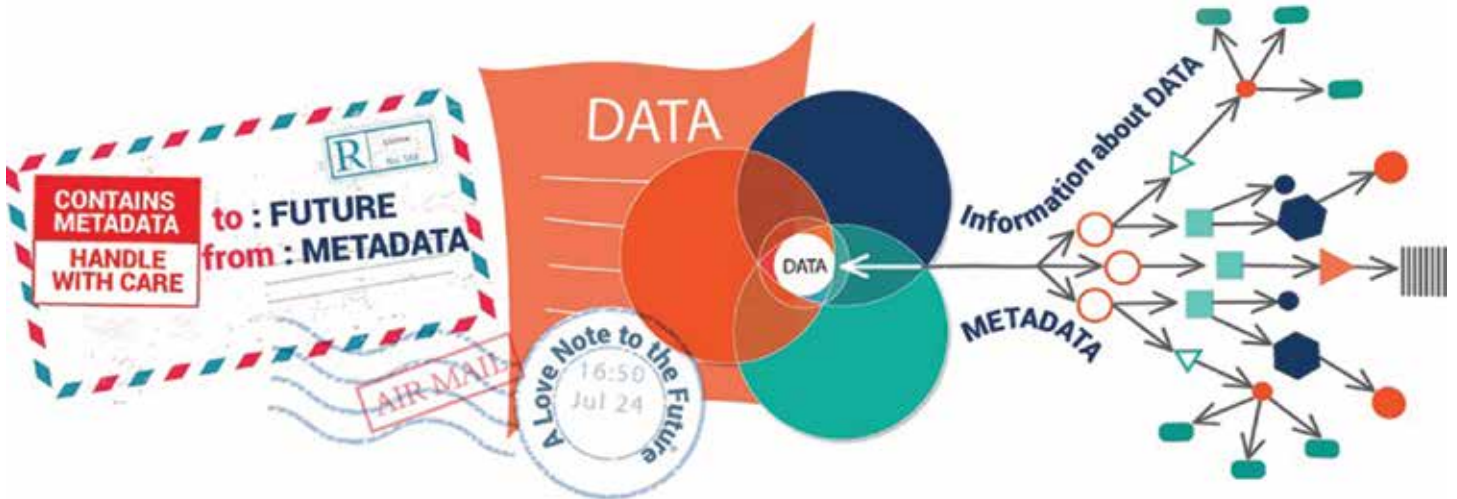
The above options are not always cheaper alternatives to a whole new website, but are worth considering and may be particularly attractive to companies wishing to preserve websites that rank well for targeted keywords with engaged traffic and a strong record of converting visits to business.



Throwing the baby out...

However, if you rule these options out and determine that a whole new website is required then here are some recommendations for you to consider. The first is spend a good period of time determining what pages of your existing site are ranking well for keywords you





are targeting and also for pages that receive a lot of traffic before embarking on the redesign. You can use things like Google Analytics and Google Search Console to determine this. However, if you are unsure how to undertake this ask the web designers to assist you.

Many prospects I talk to did not investigate any of this until - as I have mentioned earlier - they found their new website performed even less well than their old site. You may think that your existing site does little to win new business, but might be surprised - this is particularly true of those companies that do not determine the source of new enquiries. While the existing site may not drive direct enquiries, it may have a much higher level of traffic than you imagine. Moreover, you may be surprised at the range of keywords it ranks well for. The fact that this doesn't translate directly into new business may be more related to the fact that there is no call to action for visitors to your site, or to slow loading, both of which can be remedied without creating a whole new site.

New tricks

So once this analysis has been conducted, you will have identified the pages that rank well and draw traffic and which should be implemented on the new site. In addition, redirects can be utilised so that the old website pages point to their new counterparts. Involving your website designer with this task will be vital. Pages should not simply direct traffic to the new Home page but to the most appropriate page, helping the new pages leverage the old page rankings.

Another issue which is frequently overlooked is your meta data, the vital information that lurks behind your site. Put simply, there is a range of information to consider that many web designers will not prompt you for, but which play a huge part in the likelihood of a page ranking well. Ask the designers to be involved in the construction of the title tags and meta descriptions for each important page. There is a lot more to this, but these two data sources are what appears in the search engine results where your

page ranks. Put simply, much like the time you might put into devising the perfect e-shot title or AdWords advert this should demand at least as much of your attention.

Don't be distracted by a pretty face

A further consideration is not to have your head turned by the cosmetic value of the website. Put simply, most website designers want to create beautiful sites to win kudos in their community and enhance their portfolio. However, a beautiful image-heavy site with lots of animations, videos and widgets may appeal to the eye, but be detrimental to the overall user experience. How so? Keep a careful eye on the speed of the site. Of course, this might only be fully determined when the site goes live. So prior to this you may wish to set certain website speed levels that will be acceptable across mobile and broadband connections.

Additionally, be mindful that your core values and Unique Selling Propositions are not lost in the new website. An 'all singing-all dancing' website may look very impressive, but may hide what you actually offer and what makes you unique. Moreover, be certain to ensure that there are clear 'calls to action' in a new site which are not hindered by too many elements vying for your prospect's attention so that they don't actually know what to do next. A good way to test this is to share the prototype site with people you know and ask them for their opinion as to whether they understand and are convinced by what you are offering and what action they need to take next.

Avoid duplication

Finally, when creating a new website be careful not to duplicate

content. Google will penalise sites that may have 'liberated' content from other sites but also be mindful of having much the same content appearing on the same pages of your own website. Be clear what each page is going to address and for that matter what range of concepts and keywords you are looking to address on each page. You will know when this hasn't worked when you find similar pages of yours appearing in search engine results for the same keyword. This means that you have effectively diluted the ranking potential of both pages, since Google is unsure which page it should rank specifically for that page.

As with so many things in business, it is well worth asking "Why are we doing this?" Following the steps above should help to make your new or revamped site a success, and even more importantly, help consolidate on your existing keyword rankings and website traffic.

About the author: Guy Willett has over 10 years marketing experience working



in the powered access sector. If you would like to know more about reputation management, including addressing bad reviews, claiming and optimising your GoogleMyBusiness listing, or other SEO services that can be provided to the rental market then contact guy@readysteadygoseo.co.uk or visit www.readysteadygoseo.co.uk.



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New policy manager

Chris Cassley has joined the CPA team in the new position of policy manager. His role will include analysing external and internal influences on CPA policy and strategy, while working with CPA council and other team members to develop and implement policy, to further the best interests of CPA members.



Chris Cassley

Cassley joins the association following 16 years with the CBI (Confederation of British Industry) where he was lead policy advisor for the EU Science and Innovation campaign. He was previously medium sized business campaign manager and manufacturing and construction council policy advisor.

Speaking of his appointment he said: "I am delighted to join the CPA team. Machinery and equipment is the backbone of the construction industry and the CPA plays a vital role in representing the interests of the sector. I look forward to working with our members in developing and shaping this new area for the CPA as we meet the issues head on."

Chief executive Kevin Minton added: "Chris' appointment as policy manager is an exciting development for both our team and our members, as he will lead policy implementation in the interests of CPA members. Chris already has valuable experience of the UK construction market and has a great deal of expertise in analysis and implementation of key policies, so he will be a valuable addition to our team."

Work platform Open Meeting

The first Strategic Forum Plant Safety Group MEWPs Open Meeting will be held on Tuesday 19th February at the Yew Lodge Hotel in Kegworth, Leicestershire. The meeting is open to anyone with an interest in the safe use of aerial work platforms, those interested in attending can email richard.whiting@ipaf.org. Speakers will cover Accidents and Reporting Systems, Operator Competence, Rescue of Persons from platforms and Secondary Guarding. It will be an interactive event with plenty of opportunity for questions and discussion, and an open forum towards the end of the meeting.



The group is chaired by the CPA and administered and supported by IPAF and co-ordinates the production of safety guidance documents.

CPA responds to ownership change of CPCS

CPA has had a long association with CPCS, dating back to its origins in the Certificate of Training Achievement (CTA) scheme. Following CITB's decision to sell CPCS. The CPA Council has been considering what the change of ownership means for CPA Members.

Chief executive Kevin Minton said: "Many CPA members will have employees who hold CPCS cards, and much of the equipment owned by our members will at some time be operated by a CPCS accredited operator. The scheme is an important part of many hire

companies' businesses. We want to make sure that the investment our members have made in training and competence is protected. We have therefore offered our support to NOCN, the new owners of the scheme, to help achieve a successful and smooth transition from the public sector into the third sector.



C&A

CPA

Regional open meetings for card schemes

The CPA will host a series of open meetings around the country this month, to encourage discussion about construction equipment card schemes.

The meetings are as follows:

Wednesday 16th January - Reading

Thursday 17th January - Solihull

Wednesday 23rd January - Leeds

Thursday 24th January - Stirling

The CPA has organised the meetings following discussions at a CPA Training on Plant in Construction event last April, which identified that members would welcome further clarification and updates on the current status of operator card schemes and their interface with construction sector employers.

One driver for discussion is the Construction Industry Training Board (CITB), decision to sell the Construction Plant Competence Scheme (CPCS) card scheme for operators to an external organisation. The new owner is NOCN which offers a range of construction based qualifications, and purchased CITB's awarding organisation, CSkills Awards in 2017.

The aim of the meetings is to encourage debate on what should be the important elements for a modern card scheme. Following the meetings, the CPA will present the findings to industry through the TOPIC group as part of their wider focus on the skills agenda.

Chief executive Kevin Minton said: "These roadshows are part of our work looking at what longer term arrangements and structures the sector should have in place to give employers access to the right workforce for the future, and economic and efficient risk management measures." The meetings are free to attend but spaces are limited and are available on a first come, first served basis.

Registration for each regional meeting can be made at www.cpa.uk.net/cardschemesopenmeetings/

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Liebherr LGD 1800

YCC Models has a reputation for making very high quality reproductions of historic cranes. This one is the Liebherr LGD 1800, the original was built in 1993 and owned by the German company Riga Mainz. The model is 1:50 scale and has been produced in a limited edition of 220 pieces.

The packaging is excellent and a metal collector plate is also a representation of the Liebherr plate from the real crane. A brochure has a reprint of the Liebherr technical data and assembly information for the model. Fully configured it is a very big model, around 2.8 metres and takes many hours to build.

The detailing is excellent. The tyres have Michelin branding and there is linked steering on various axles. Behind the carrier cab mesh grilles allow the fans underneath to be seen. Both the carrier and crane cabs have opening doors, and there are detailed instruments inside.

The metal outrigger beams have excellent hydraulic line detail and feel very solid, with the spreader beams and pads also first class. The crane superstructure is finely detailed, and the four winch drums are accessed by using removable magnetic side panels. The winches work well by using a key, and driving the key with an electric screwdriver makes things easier. The counterweight slabs are first rate, with each one

having excellent lifting points and the Liebherr name and weight embossed within the casting detail.

The boom and jib sections have excellent geometry and are joined by plastic split pins. Mesh walkways and internal bracing add to the realism. The sections make for very good transport loads, and the head sections are well made with metal sheaves throughout. The metal pendants are also very convincing. A nice touch is the anemometer and aircraft warning light which can be added to the boom or jib tip. Two metal hook blocks are supplied with the model.

In addition to the high level of detail, the biggest plus point of the model is its versatility, which mirrors the real crane. It comes with all parts necessary to configure the crane for wind turbine work, or heavy lifting on the main boom or luffing jib. The paintwork finish and Riga Mainz livery is excellent, with the application of the graphics over complicated surfaces being beautifully done.

This is a large and expensive model costing well over €1,000 and has rapidly sold out. Further limited editions are expected to be released going forward.

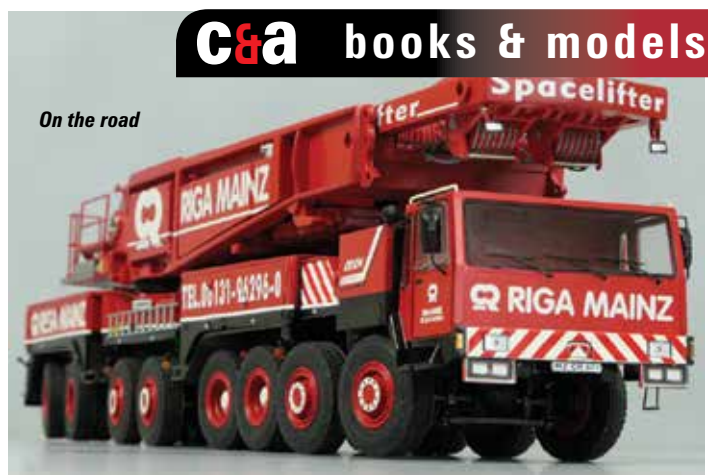
If any organisation would like help on getting a model made for promotional purposes, please contact CranesEtc@gmail.com.

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

Cranes Etc Model Rating	
Packaging (max 10)	9
Detail (max 30)	29
Features (max 20)	19
Quality (max 25)	23
Price (max 15)	12
Overall (max 100)	92%



Lifting a coke drum



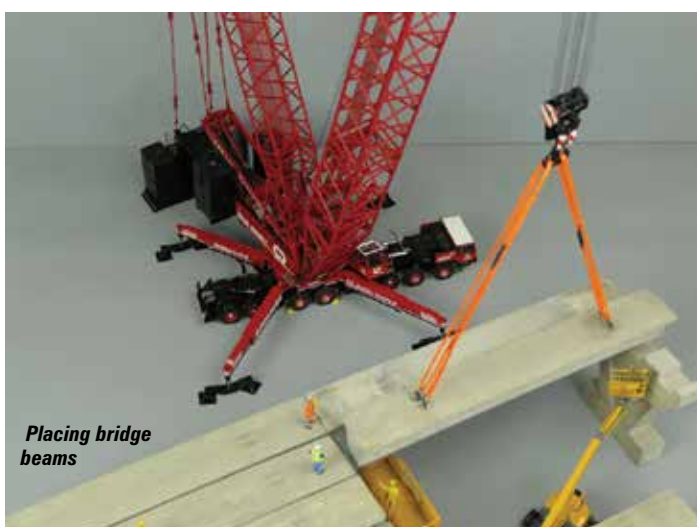
On the road



Detailed cab interior



Beautiful colour scheme



Placing bridge beams

Readers

Letters

**Hi Mark**

I enjoyed your comment in the latest "Cranes and Access".

A few points I wanted to make.

What about other aerial work platform categories? The reasons that we might apply the suggestion of "scissor lifts should not be used unless there is a dedicated person on the ground, acting as a safety spotter" are the same for all platform categories. (Mobile boom static boom etc.)

IPAF training instructs trainees that an "emergency and rescue plan must be in place prior to MEWP use" this will include at least one person on the ground "in the vicinity" where the platform is being used; "in the vicinity" means being able to observe and respond in a timely manner should the operator require assistance. This is then applied in a risk assessment approach, to ensure that both the ability to be aware of the person at height has had an issue (this is a considerable part of the problem) and then being able to apply the rescue from height plan which includes understanding how the emergency lowering controls work. (PAL card operator training) I believe this is a more realistic and achievable application of the need to have a "spotter" on the ground. Naturally, we can employ additional methods as you mentioned secondary guarding technology is improving quickly and will often have a means by which the incident is alerted to others automatically. Personal devices such as "motionless or man down alert devices" are also a tool that can be considered in control measures, and even augmented reality to help responders understand what to do in the emergency lowering procedure.

Emergency lowering devices on work platforms can be a challenge to use, and some manufacturers' emergency lowering procedures from instructional information provided, positioning of controls, and then the sequence of operations required to be performed, leave a lot to be desired, this can be the case for a simple vertical lift (scissor lift) or a more complex articulating spider lift. It needs to be a focus, as an emergency situation demands a simplified task in response.

Improved standardised ground controls and emergency lowering controls would be a milestone in the development of our industry and indeed safe use control. We see less use of the written word and more use of symbols in safety decals and control use information, and this is very good in helping language issues and ease of understanding, however, we also see the need for standardisation on symbols used. Manufacturers' similar models e.g. slab scissors from 5.8 to 9 metres platform height will have many similarities but just as many differences in emergency lowering procedure. I would also make the same comment for platform control standardisation needs. Apart from manufacturers wanting to protect competitive advantage and differentiation, there are real electrical, hydraulic and mechanical issues to overcome for standardisation to be applied. However there is much that can be done already to improve the situation and bring controls across manufacturers and models to have more similarity than difference, even with design differences in place. The term 'Familiarisation' was employed to bring awareness to instructors and trainees, for the need to address these differences between manufacturer's controls and reduce the time it takes to get a person down from height in an emergency. Our aim should be to have the need for familiarisation reduced by way of more standardised controls.

Best regards

Robert Cavaleri

Regional Safety, Training & Compliance Manager

"The Manlift Way"

Chairman IPAF Council Middle East

The following is an open letter to Graham McPhail, head of education and training at the UK CITB, and his response, which he kindly copied us in on - all of which is self-explanatory and answers a question a number of people in the industry might have been thinking about.

Dear Mr McPhail,

In 2017 the CITB invested £1.2 million on 16 simulators for training plant operators at Bircham Newton.

Now that the 2020 vision for the CITB is to rid itself of direct training responsibilities could you tell me what will happen to the 16 simulators as you prepare to depart Bircham Newton?

Will the Greater Cambridge Greater Peterborough Local Enterprise Partnership expect any return on their proportionate £450,000 investment in the simulators if sold?

Regards,

Mick Norton BEM

Dear Mr Norton,

I am very pleased to let you know that whilst CITB is continuing to divest from direct delivery of training it is still committed to supporting the continuation of Plant training at the Bircham Newton site. We fully anticipate the Plant Simulators will play a vital role in the continuation of Plant Operations training at Bircham Newton. On this basis, the investment from the Greater Cambridge Greater Peterborough Local Enterprise Partnership is secured and will continue to support learners of all ages to enter the construction industry both now and into the future.

Thank you for your interest. Please let me know if you have any further questions.

Kind regards

Graham McPhail

Head of Education and Training

CITB - National Construction College

The Future and Beyond

Dear Leigh,

I really appreciated the article on new technology on page 39 of the latest Cranes & Access magazine. This is an area that is rapidly changing the world we work in at such a pace that I find it baffling and hard to keep up with. The speed of development is, I think leaving a lot of these new 'tools' unused when they might well provide a massive benefit to the business, out of ignorance of them or the time and risk involved with giving them a try.

Articles like this do help at least bring it to the attention of you readers, something that is much needed for older and less tech savvy managers like myself, although it still leaves the challenge of getting around to doing anything about it. I don't know how many other people in my position are like me and shy away from talking about some of this stuff? I am not a dinosaur but I quickly get lost when those who are familiar start trotting out words and expressions which sound like an alien language.

I really think we need to be adopting new ideas and technology, but keeping on top of the blur of new things coming along - some of which come to nothing and some which take off and give early adopters a big advantage - is a nightmare which leaves me often taking a 'wait and see if it takes off' attitude to something that could benefit us now and make us far more efficient and customer friendly. I have no idea how this can change but would definitely like to see more coverage like this. Although perhaps a little knowledge is more dangerous?

Keep on doing what you do.

Regards

Stuart Franklin

The feature on page 39 of our November issue was entitled The Future and beyond... Our first attempt to address technology away from a review of it within a specific machine. We would appreciate hearing from any of our readers on whether articles like this are useful or not. Or for that matter any other subjects or themes you would like us to cover.

In the meantime the November issue or just this article is available online, at <https://www.vertikal.net/en/cranes-access/issue/342/>

Dear Sir,

I was pleased to see Crispin Steele's letter in the latest issue of your esteemed publication, regarding the prosecution and jailing of Andrew Weeks for forging operator licenses etc.. But this is just the tip of the iceberg - an iceberg that need not be so big if licences were properly checked. All too many job sites conduct only a cursory check of the licence or photocopy it with hardly a glance so it allows them to tick the box that says certification verified. Some of these forgeries are quite clearly not genuine when carefully inspected. New online databases now allow those responsible for checking credentials to check the validity quickly and easily. The question is how many of those responsible for finding qualified operators in a market where they are increasingly scarce will actually do a proper check?

Jeff Greenway

The letter above refers to the letter from Crispin Steele, a trading standards officer with Warwickshire County Council, which drew attention to the prosecution and jailing of Andrew Weeks for forging qualifications and operator certification cards including Construction Plant Competence Scheme (CPCS) cards.

Percy 'Ralph' Helm 1926 - 2018

Ralph Helm, former president and chairman of Manitowoc passed away on November 8th - he was 91. Helm played a pivotal role in the Manitowoc Crane division during the 1960s and 1970s, during which time the business saw revenues increase from \$18 million in 1962 to more than \$146 million. The 1980s were a tough time for the company with a deep recession and troubles in the oil and gas sector where most of its larger cranes were sold. He stepped down as chief executive in 1990 when he handed over to Fred Butler, remaining as chairman until 1993.

Helm was born on Christmas Day 1926 in Phoenix, Arizona to Percy Ralph and Maria Helm. He joined Manitowoc in 1961 as director of marketing. In 1965 he was promoted to vice president and became chief operating officer of the crane division in 1981 and chief executive in 1982. In 1986, he replaced John West - a member of the founding family - as chief executive of the holding company, adding the role of chairman in 1988. He stepped down as CEO in 1990 and retired in 1993.

He began his career 1949 as a crane oiler with Arizona Sand and Rock Company in Phoenix. In 1952 he became a sales trainee with Depco Equipment Company in Marion, Ohio and was promoted to sales representative for Detroit in 1957, leaving in 1961 for Manitowoc.

His wife Roberta passed away last year, but he leaves sons Robert Helm, Percy Ralph Helm III, John Helm and daughter Jane Louise Helm Sutton, along with eight grandchildren.



Ralph Helm (L) with president Ronald Reagan at a Commerce Department event honouring US companies for their efforts expanding trade overseas in 1983

Rocky Tan 1958 - 2018

Rocky Tan general manager and director of Malaysian access equipment specialist Eastway Engineering, passed away on the 24th November, following a short illness. He was just 60.

Tan was a pioneer of the scaffold and powered access industry in Malaysia, having been in the business since the early 1980s, if not before, initially as the Hiway alloy scaffold tower dealer moving into powered access with Genie AWP models and then becoming a dealer for Niftylift trailer and boom lifts, along with Denka atrium lifts. Eastway Engineering also runs a rental fleet in Malaysia, with Genie, Skyjack, Niftylift, Denka and JLG platforms, alongside its sales and service business and owns a distribution business in Singapore - Equipment Engineering.

He was a great advocate of improving safety when working at height and was actively involved in the establishment of the International Powered Access Federation (IPAF) in Malaysia.

The following comments were also received.

RIP Rocky, pioneer and a great role model for the industry.

Ali Palacioglu

RIP Rocky.

You held my hand and guided me through the ins and outs of the Malaysia market since way back in 2000. Your insights and wonderful tales made the travel through KL's notorious traffic a breeze. May you find only the best Durians in heaven!

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www.executivehireshow.co.uk

The Rental Show 2019

Anaheim February 17-20 2019 Anaheim, California, USA
Tel: +1 800 334 2177 
www.therentalshow.com

IPAF Summit 2019

March 6th, 2019 Annual summit and awards dinner. Dubai UAE.
Tel: +44 (0)15395 66700 
www.ipaf.org

Modelshow Europe 2019

March 16, 2019 Exhibition of crane, aerial lift and construction models Ede, Netherlands
Tel: +31 (595) 551922 
www.modelshow-europe.com


Bauma 2019

April 8 -14th World's largest construction equipment exhibition, April Munich, Germany
Tel: +49 (0) 89 51070 
www.bauma.de

Vertikal Days 2019

UK/Ireland crane, access and telehandler event. May 15-16 2019 Donnington Park
Tel: +44 (0) 8448 155900 
www.vertikaldays.net

Tabs 2019

German language work at height safety conference. May 21 2019 Krefeld, Germany
Tel: +49 761 8978660 
www.tagung-tabs.eu

HIRE19

May 19, 2019 Hire and Rental Industry Association annual convention, Melbourne, Australia.
Tel +61 (0)2 9998 2255 
www.hireandrental.com.au

JDL Beaune 2019

September 25-27, 2019 French cranes and access exhibition/event Beaune, France
Tel: +33 (0)1 45 63 68 22 
jdl.events.cluster1.easy-hebergement.net/jdl2019


HCEA annual international convention and show

September 13-15, 2019 Historical/vintage equipment show Bowling Green, Ohio, USA
Tel: +1 419-352-5616 
www.hcea.net

GIS 2019

October 3-5, 2019 The Italian Cranes & Access Show Piacenza, Italy
Tel: +39 010 5704948 
www.gisexpo.it

ICUEE - The Demo Exp

October, 2019 The US show for the utility industry Louisville, Kentucky., USA
www.icuee.com 

2020

Conexpo 2020

March 10-14, 2020 The leading US construction show. Las Vegas, Nevada, USA
Tel: +1 414-298-4133 
www.conexpoconagg.com

Apex 2020

June 9-11, 2020 International powered access trade show Maastricht, The Netherlands
Tel: +31 (0)547 271 566 
www.apexshow.com

Bauma China 2020

November 24-27, 2019 SNIIEC Shanghai, China
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ABBA	www.abbaplanthire.co.uk
GT Lifting Solutions	www.gtliftingltd.co.uk
JMS Powered Access	www.jms.co.uk
Mr Plant Hire	www.mrplanthire.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

Access Safety Management	www.accesssafety.co.uk
Alfa Access Services	www.alfa-access-services.com

Industry Associations

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

Crane Manufacturers

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

Lorry/Truck Loader Cranes

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

New & Used Cranes

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

Heavy Lifting Equipment

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

Böcker	www.boecker.de
The Furniture Hoist Co	www.furniturehoists.co.uk
Utility Equipment	www.utility-equipment.com

Crane Hire

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

Mini Crane Hire

A Mini Crane Hire	www.aminicranehire.co.uk
Easy Reach Scotland	www.easyreachscotland.co.uk
Emerson	www.emersoncranes.co.uk
GGR	www.unic-cranes.co.uk
Height for Hire	www.heightforhire.com
Hire Maeda	www.maedaminicranes.co.uk
JT Mini Crane Hire	www.jtminicranes.co.uk
Lift Limited	www.liftminicranehire.co.uk
NRC	www.nrcplant.co.uk
Hird	www.hird.co.uk

Self Erecting Tower Cranes

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

Tower Cranes

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

Heavy Lift Management

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

DWLS	www.dwls.com
HCI Consulting	www.hiconsulting.com

Ancillary Equipment

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

Ritchie Brothers	www.rbauktion.com
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Battery Suppliers & Manufacturers

Shield Batteries	www.shieldbatteries.co.uk
Trojan Battery	www.trojanbattery.com
Platinum International	www.platinuminternational.com

Load Cells & Load Monitoring Systems

Force Logic UK Ltd	www.force-logic.co.uk
MSL Oilfield Services Ltd	www.msluk.net
PCE Instruments UK Ltd	www.pce-instruments.com

Control Systems

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

Generator Sales & Rental

Electrogen Int	www.electrogen.ie
JMS Powered Access	www.jms.co.uk

Insurance

Specialist Insurance	www.cover1.com
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Online Technical Help

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

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

Component Suppliers

Cone Drive	www.conedrive.com
PCE Instruments UK Ltd	www.pce-instruments.com
UE Components	www.ue-components.com

Parts & Service Suppliers

Aerial & Handling Services	www.aerialandhandlingservices.com
Alfa Access Services	www.alfa-access-services.com
Amerparts	www.amerparts.net
Caution - Access	www.caution-access.com
Cone Drive	www.conedrive.com
Crowland Cranes	www.crowlandcranes.co.uk
C-Tech Industries	www.ctech-ind.com
Davis Access Platforms	www.davisaccess.co.uk
Donghua Limited	www.donghua.co.uk
Electrogen Int	www.electrogen.ie
IPS	www.ipspartsonline.com
JLG	www.jlgeurope.com
Lift-Manager	www.lift-manager.com
OTR Wheel Engineering Europe	www.otrwheel.co.uk
TVH - Group Thermote & Vanhalst	www.tvh.be
UE Components	www.ue-components.com
Unified Parts	www.unifiedparts.com
Vertimac	www.vertimac.com
Workplatform	www.workplatformltd.co.uk

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

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

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

Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

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

SMIE

	www.smie.com
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Software

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

Structural Repairs

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

Training Associations & Networks

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

Training Centres & Trainers

Access Platforms Direct	www.accessplatformsdirect.co.uk
Access Platform Sales (APS)	www.iapsgroup.com
Astra Access	www.astratraining.co.uk
Boss Training	www.bosstraining.co.uk
Active Safety	www.activerentals.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Approved Safety Training -Ca	www.approvedsafetytraining.com
CMT	www.c-m-t.co.uk
Elevation	www.elevation.net
Emerson	www.emersoncranes.com/training
GT Access	www.gtaccess.co.uk
IAPS	www.iapsgroup.com
Lift-Manager	www.lift-manager.com
LTCT Training Services	www.ltctrainingservices.co.uk
Mentor Training Solutions	www.mentortrainingsolutions.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Training
SGB	www.sgb.co.uk
Smart Platform Rentals	www.smartplatforms.com
Transloader Services	www.transloaderservices.co.uk
TVH Group	www.tvh.com
UTN	www.utntraining.co.uk
Versalift Training Direct	www.versalift.co.uk/training
Warren	www.warrenaccesstraining.co.uk/courses/
Access Training Workplatform	www.workplatformltd.co.uk/customer-support/operator-training

Safety Training

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

Training Services

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

Training Simulators

CM Labs	www.cm-labs.com
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Crane Attachments

Kinshofer	www.kinshofer.com
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Wire Rope & Cable

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

Winches & Hoists

Rotzler	www.rotzler.com
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Tyre Suppliers

Mitas Tyres	www.mitas-tyres.com
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Traffic Management

Atlas Traffic Management	www.atlatm.co.uk
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Technical & Safety Consultancy

Access Safety Management	www.accesssafety.co.uk
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Site Safety Audits

Access Safety Management	www.accesssafety.co.uk
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Vehicle Mounted

Make	Working Height	Year
Bronto S46XDT	46m	2005
Bronto S52XDT	52m	2006-2008
12.5m Vans 3.5t Cat	12.5m	2012-2013
15m Vans 5.2t Cat	15m	2010
16m Trucks 3.5t Cat	16m	2003-2013
17m Trucks 3.5t Cat	17m	2007-2009
22m Trucks 7.5t Cat	22m	2006-2010
29m Trucks 7.5t Cat	29m	2008

Low Level

Skyjack SJ12	5.6m	2012
Skyjack SJ16	6.7m	2012
Snorkel TM12	5.8m	2012
Power Tower Nano	4.5m	2017
Power Tower	5.1m	2017

Self Propelled Booms

Make	Working Height	Year
Haulotte H21TX	21m	2006
Haulotte H23TPX	23m	2006
Haulotte H25TPX	25m	2006-2008
Nifty HR12NDE	12.2m	2007
Nifty HR12NDE	12.2m	2010
Nifty HR12NDE	12.2m	2012
Nifty HR15NDE	15.6m	2007
Nifty HR15NDE	15.6m	2012
Nifty HR21D 4x4	21.2m	2007
Haulotte Star 10	10m	2012

Trailer Mounted & Narrow Access

Nifty 90ME	9.5m	2013
Nifty 120TPET	12.2m	2015
Denka DL22N	22m	2005
Palazzani 20/22	20-22m	1996

Scissor Lifts

Make	Working Height	Year
Skyjack SJ3219	7.8m	2009
Skyjack SJ3219	7.8m	2010
Skyjack SJ3219	7.8m	2011
Skyjack SJ3226	9.9m	2009
Skyjack SJ3226	9.9m	2010
Skyjack SJ3226	9.9m	2011
Skyjack SJ4632	11.8m	2010
Skyjack SJ4632	11.8m	2012
Skyjack SJ8831	11.4m	2006
Skyjack SJ8831	11.4m	2007
Skyjack SJ9250	17.3m	2008
Haulotte Op 8	7.8m	2006
Haulotte C14	13.8m	2017
Genie GS1932	7.6m	2017
Genie GS2632	9.8m	2017

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January 2019

Spare parts



KS-96008-S

Genie eq. 96008

Switch, with key
3 pos.

Used for GS1932, GS3246, GS3268RT, GS5390RT, S45, S85, Z45-25JDC, Z45-25JRT, ...



JRG-2A05

Genie eq. T110234

Joystick drive, steer
1 axis, rocker

Used for GR-20J, GR-26J



CBC-235464

Genie eq. 235464

Cable Control box
Gen. 6

Used for GS1932, GS2646, GS4047, GS3369DC, GS4069DC, ...



BC-48V25A95

Genie eq. 54795

Battery charger
48VDC, 220VAC, 50/60HZ

Used for Z20-8N, Z30-20N, Z34-22N, Z40-23N, Z45-25JDC



TI-10165340/41

Genie eq. 131340/41

All-terrain tire + rim, foamed
RH & LH

Used for for GS3384RT, Z34-22RT



KS-4360470

JLG eq. 4360470

Switch, with key
3 pos.

Used for 1932ES, 4069LE, E300AJ, 600SJ, 1500SJ, ...



JRJL-1A27

JLG eq. 1600458

Joystick drive, steer
2 axis, rocker

Used for Toucan 8E, 10E, 12E, ...



CBC-1001096707

JLG eq. 1001096707

Cable Control box

Used for 2646ES, 3246ES



BC-48V25A46

JLG eq. 1001123046S

Battery charger
48VDC, 220VAC, 50/60HZ

Used for E450AJ, E40AJpN, E45A, M45A, ...



TI-2455175468

JLG eq. 0273468

Non-marking tire + rim, foamed

Used for E450AJ, M450AJ, 3369LE, M4069, ...

Machines

V26337



Skyjack
SJ3219

€ 3.250

2003 ■ 499 Hrs

Electric ■ 7,8 Mtr.

V26329



JLG
2030ES

€ 4.250

2006 ■ 396 Hrs

Electric ■ 8,1 Mtr.

V25480



Haulotte
Compact 10

€ 8.950

2013 ■ 354 Hrs

Electric ■ 10,14 Mtr.

V19861



Skyjack
SJ8841

€ 11.500

2008 ■ 2094 Hrs

Diesel 4x4 ■ 14,5 Mtr.

V25504



JLG
4394RT

€ 16.950

2007 ■ 1253 Hrs

Diesel 4x4 ■ 15,11 Mtr.

V25134



Manitou
120AETJ 3D

€ 14.500

2006 ■ 1512 Hrs

Electric ■ 11,95 Mtr.

V24398



Airo
SG1000

€ 6.950

2007 ■ 57 Hrs

Electric ■ 12 Mtr.

V25167



Genie
Z34-22RT

€ 12.950

2005 ■ 5659 Hrs

Diesel 4x4 ■ 12,62 Mtr.

V25474



Niftylift
HR21D

€ 26.500

2009 ■ 1550 Hrs

Diesel 4x4 ■ 20,8 Mtr.

V21311



Genie
Z80-60RT

€ 82.500

2016 ■ 421 Hrs ■ generator

Diesel 4x4 ■ 26,4 Mtr.

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BATTERY

2004



9.75 METRE
500 HOURS
4 UNITS AVAILABLE

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2005



11.58 METRE
400 HOURS
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€7900

BATTERY

2007



11.50 METRE
2000 HOURS
4 UNITS AVAILABLE
4WD

€11500

DIESEL

2007



12.50 METRE
1500 HOURS
20+ UNITS AVAILABLE
4WD

€8950

DIESEL

2007



17.07 METRE
2000 HOURS
12 UNITS AVAILABLE
4WD

€15950

DIESEL

2007



15.90 METRE
3000 HOURS
15+ UNITS AVAILABLE
4WD

€22500

DIESEL

2005



12.52 METRE
650 HOURS
6 UNITS AVAILABLE

€11500

BATTERY

2006



20.22 METRE
3000 HOURS
6 UNITS AVAILABLE
4WD

€26950

DIESEL

2014



14.00 METRE
400 HOURS
6 UNITS AVAILABLE
TRACKED

€25950

BI-ENERGY

2005



13.4 METRE
2 UNITS AVAILABLE

€11950

BATTERY

2008



21.97 METRE
3500 HOURS
5 UNITS AVAILABLE
4WD

€33000

DIESEL

2008



28.00 METRE
4000 HOURS
6 UNITS AVAILABLE
4WD

€49000

DIESEL

2008



40.00 METRE
4000 HOURS
6 UNITS AVAILABLE
4WD

POA

DIESEL

2008



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3 UNITS AVAILABLE
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