

# cranes & access

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December/January 2016 Vol.17 issue 9

Annual rental  
rate guide

A look back  
at 2015

Truck  
mounted lifts

Telescopic  
crawler cranes

....New owner for Bronto....Isoli and LuiGong team up....Ainscough on acquisition trail....

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## On the cover:

Swiss crane company Clausen has completed its second contract on the Matterhorn using its 60 tonne Liebherr LTR 1060 telescopic crawler crane constructing the top station for the new Hörnli/Hirli chairlift in the Zermatt ski area at an altitude of 2,900 metres/9,500ft.



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

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

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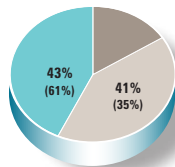
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Ruthmann is one of the world's leading truck mounted platform manufacturers. Mark Darwin visited its head office in Gescher-Hochmoor, about 100km north of Dusseldorf, to talk to general manager Uwe Strotmann and managing director Rolf Kulawik about the company and its plans for the future.

## Rental rate guide 25

After a few relatively challenging year's, the 2015 annual survey reveals a generally positive year for both rates, utilisation and growth plans for the crane, access and telehandler rental companies. Find out the full facts in our comprehensive rental rate survey.



## In the next C&A

The next issue of Cranes & Access scheduled for mid-February will feature: Electric/hybrid scissor lifts, Self-erecting mobile tower cranes, First Bauma preview and Mastclimbers & hoists. If you have any contributions or suggestions, or are interested in advertising in this issue, please contact our editorial or sales teams.

## Telescopic crawler cranes 35



In recent years telescopic crawler cranes, while still niche, have probably been the fastest growing sector of the full size crane market. We take a look at why the sector is becoming more popular and review the latest product launches

## Look back 2015 45



We take our annual look at the major news reports and events in 2015, covered issue by issue in Cranes & Access. Overall 2015 was a better year than 2014 - although an oil price crash, climate change and the mindless, cowardly violence seen in Paris and around the world increased uncertainty. Southern Europe appears to have turned the corner but it looks as though 2016 will be another bumpy year.

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Only one man in a thousand is a leader of men, the other 999 follow women.

Groucho Marx

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### Vertikal Verlag

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## Inside or out?

I have heard a great deal of discussion lately over senior management appointments in the industry, particularly regarding the merits, or not, of recruiting from outside the industry.

When I started my first journalist job I was a building engineer. The company - Construction News - had a policy of employing sector-experienced people, teaching them to write rather than trying to teach an existing journalist about the industry which they thought was more difficult. But for company leaders - chief executives ultimately responsible for the company's success - which is better? In recent years many major companies have seemingly preferred industry outsiders - Manitowoc, Nationwide Platforms, Ainscough Cranes, Palfinger Platforms, Essex Cranes and others - most of them public or private equity owned.

You could argue that no matter what the business - whether it is selling widgets, renting platforms or making cranes - the problems are the same and the type of product or service is irrelevant. Certainly an outsider can bring a fresh perspective to an incestuous industry, whether or not that works is another matter...

Take the leading UK crane and access rental companies - Nationwide Platforms and Ainscough Crane Hire. Both have been in the news recently - Nationwide for doing a 'U-turn' over machine deliveries and Ainscough over its relationship with its crane operators.

In theory Nationwide's move to outsource deliveries to a 'transport specialist' has potential merit. Unfortunately, as insiders know, the specialist rental industry has its own peculiarities that outsiders understandably struggle to rationalise. But delivering and handing over an aerial work platform is not the same as moving products from A to B.

The move was probably resisted by insiders, foreseeing the potential pitfalls. But the downside of always listening to the 'this is the way we have always done it' brigade is that efforts to improve efficiency become challenging, and evolution is harder to sell to investors than revolution. As an interesting aside - competitor AFI made the opposite move at the same time, investing in its fleet to bring more deliveries in house.

Nationwide soon realised the move was not working and decided to bring it back in-house. It had good reason for trying something different, it didn't work so they changed it - positive management in my book. The downside is the age-old problem of losing highly experienced staff in the process.

Ainscough's issue appears to be more historic strong-arm management versus unionised operators. Again the risk is losing experienced people.

At the end of the day the inside or out question depends on the managerial skills of the individual - their ability to lead people effectively, introducing new ideas and being able to separate true foibles of a specialist industry from attempts to restrict or block progress.

Fair play to Nationwide Platforms for trying something new and fixing it when it didn't work. Ainscough's methods may well be another thing - time will tell.

Mark Darwin

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

**Vertikal**  
Press

MEMBERS OF:



ISSN: 1467-0852

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## Morita acquires Bronto

Federal Signal has sold its Bronto Skylift aerial lift business to Japan's Morita Holdings for €80 million in cash. The all-share deal is expected to be completed during the first quarter. Morita is Japan's leading producer of fire-fighting equipment with annual revenues of around \$600 million. It also produces a range of recycling and garbage/refuse collection trucks. The acquisition will provide it with an international fire-fighting platform product line and access to the wider international market.

## Baldwins hit for £900,000

UK-based Baldwins Crane Hire has been fined £700,000 plus £200,000 in costs after being found guilty of corporate manslaughter for the death of its operator Lindsay Easton, who died when his 500 tonne crane ran away and collided with an earth bank as he negotiated a steep hill at the Scout Moor wind farm in 2011.

The company had been found guilty to the fact that the crane's brakes had not only not been maintained, but some of the braking systems were also partially disabled. The penalties are payable over five years.

Passing sentence, Judge Pamela Badley said: "The jury decided that the cause of the crash was brake failure, as a result of gross negligence on the part of senior management who had failed to put systems in place for safe working and monitoring."

## Prison sentences in telehandler fatality

Two directors of UK-based Wooburn Landscapes - Andrew and Mark Schofield - have received four and half month prison sentences, suspended for 18 months, plus 250 hours of unpaid community service, while the company was fined £50,000 plus costs of £9,680.

The penalties concerned a fatal incident in 2013 in which Russell Meech, 27, fell under the wheel of a telehandler while guiding a suspended load at a project in Potters Bar.

## Ainscough acquires Specialist Crane

UK crane rental company Ainscough has acquired Specialist Crane Hire in an all-share deal from Peter Cosgrove, 63. Established in 1965 as A. Jardine & Sons, it was acquired in 2002 by the Specialist Hire Group, with Marsden Crane Hire of Wigan added the following year. It was rebranded as Specialist Crane Hire in 2010.

Specialist operates from three locations, Bishops Auckland, Wigan and Morecambe and according to the Cranes & Access UK Top 30 is the 26th largest crane hire company with 26 All Terrain cranes, topped by a 130 tonne Liebherr LTM1130-5.1.

Ainscough Crane Hire's managing director Robin Richardson said: "Acquisitions are a key part of our five-year plan and we are delighted to make such an excellent one at the beginning of this process."



## Time France to start manufacturing

Long-term Versalift distributor Time France looks set to launch its own range of van mounted aerial lifts under the Klubb brand, which appears to compete with those it currently sells from Time Versalift.

The news follows its move into a new 20,000 square metre facility at Ferrieres-en-Brie where production is scheduled to begin early in the new year. The company said that it plans to export with the ambition to become the European market leader.

Time France dates back to 1980 but was acquired a young entrepreneur, Julien Bourrellis in 2002. It claims to have sold around 500 units at its peak. Products include Versalift and Isoli vehicle mounted lifts.

A sneak view of one of the new Klubb van mounted lift.



## Lomma files for bankruptcy

New York crane owner James Lomma has filed for Chapter 11 bankruptcy protection after the families of two men who died in a 2008 tower crane collapse in the city were given leave to collect the combined award from their successful civil action of \$96 million. Lomma, 70, is reported to have filed Chapter 11 for himself and three of his companies. A statement from his legal team said that the filing was initiated for protection from creditors during the appeals process.



Jimmy Lomma

## Quick Reach acquires Specialized

UK-based aerial lift and telehandler rental company Quick Reach Powered Access has acquired the assets of Scottish rental company Specialized Access from the IAPS group. No terms have been disclosed. Manchester-based Quick Reach will retain the Specialized Access facility in Wishaw, near Glasgow and has already taken on all Specialized employees. The acquisition provides a fleet of spider lifts from Hinowa and Omme Lift, plus 3.5 tonne truck mounted lifts from Isoli and CTE.



A LiuGong Isoli  
PTT160A



## Isoli and LuiGong collaboration

Italian truck mounted lift manufacturer Isoli has launched its collaboration with construction equipment manufacturer LuiGong in China.

LuiGong has already started mounting Isoli products on locally produced vehicles which will be distributed by the LiuGong distribution network in China and overseas. The first three straight telescopic units - a 16 metre PTT160A, 18 metre PTT180A and 20 metre PTT 200A - were presented at the launch event. The venture is part of Isoli's push into Asia, following the opening of Isoli Asia in Singapore 18 months ago.

## Dingli upgrades compact RT scissors

Chinese aerial lift manufacturer Dingli has improved and upgraded its 33ft JCPT1217RT compact Rough Terrain scissor lift to the JCPT1217RTI.

The improvements - which improve off-road capability and gradeability - to 40 percent - include higher power wheel drive motors from Sauer Danfoss replacing the previous White drive motors, along with an oscillating axle and a move from one large pump to two smaller independent hydraulic pumps. Overall dimensions remain the same. These improvements will also be carried over to other models in the family, the 39.4 metre JCPT1417RTI and 26ft JCPT1017RTI.



The new Dingli JCPT1217RTI 33ft compact Rough Terrain scissor lift

## Bigger Jekko pick & carry crane

Jekko has introduced a new electric pick & carry crane, the five tonne MiniPicker MPK50 which has a maximum lift height of eight metres, can lift to a 4.5 metre maximum radius and has a partial slew capability.

The battery powered unit is fully radio remote controlled and features a front load stabilisation bar to support loads while travelling. Jib options will also be available at its official launch at Bauma in April.



The new Jekko MPK 50

C&A

news

## New Böcker cranes for 2016

German lifting equipment manufacturer Böcker is adding three new aluminium boomed cranes to its product line for 2016. New models include two truck mounted cranes - the AK37-4000 and the new flagship AK46-6000 - and a trailer crane, the AHK36-2400. The new models replace three older cranes - the AK32-1500, AK44-4000 and AHK34-1800 trailer crane.



The new Böcker AK46-6000 on a MAN TGM 26-290 three axle carrier.

The AK46-6000 has a maximum tip height of 46 metres with optional two metre boom extension, and boasts a six tonne maximum capacity at eight metres. It can also take 1,000kg to 26 metres and 250kg to 39 metres. The AHK36-

2400 is, according to Böcker, the most powerful trailer crane on the market, with a maximum capacity of 2,400kg, a 36 metre maximum tip height and with a total weight of 3,500kg can be towed behind a large 4x4.

## CE version of Smart-Rig crane

US-based Smart-Rig Cranes has introduced a CE version of its S1 micro crane, the S1 Global.

The tiny crane has a maximum capacity of 885kg and a six metre manually telescoped three section boom and can pick & carry its full load chart. It is battery powered, has an overall width of just 800mm and weighs just 660kg.



In addition to its CE certification, the S1 Global complies with standards for the USA, Canada, Australia and New Zealand.

The ultra-compact Smart-Rig S1 Global is CE certified and weighs just 660kg

## Nationwide reverts to in-house deliveries

UK-based Nationwide Platforms is terminating its current machine delivery contract with Wincanton Transport at the end of February and will revert to an in-house delivery service. The move comes one year after the company decided to outsource the delivery of its machines to one of the UK's leading logistics and transport specialists. No reason was given for the change of heart.

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Linden Comansa has launched the new 21LC450 flat top crane.

## New Comansa 21LC450 tower crane

Spanish tower crane manufacturer Linden Comansa has launched a new flat top tower crane, the 20 and 25 tonne 21LC450 replacing the 21LC400. The 21LC550 and 21LC660 have also been improved with increased capacities.

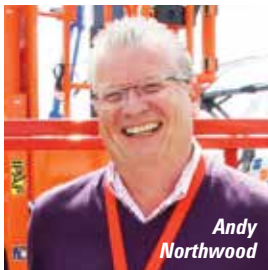
The 21LC450 has a maximum capacity of 20 or 25 tonnes achieved by a change in the hoist cable and trolley/hook assembly, along with a new turntable, slew ring and cat-head. The 20 tonne version can now handle 10 tonnes at the 50 metre jib tip, while the 25 tonne model can take 25 tonnes to a radius of 20.6 metres on a 40 metre jib.



## Dingli goes direct in the UK

Chinese aerial lift manufacturer Dingli has appointed access industry veteran Andy Northwood as its first European sales representative, to handle direct sales in the UK.

He will work directly with major rental companies while setting up a sales and service organisation to provide replacement parts, warranty and after sales service.



Andy Northwood

## Kam Trading (UK) insolvent

The Dingli development (above) follows the liquidation in December of UK sales company KAM Trading (UK) Ltd. Kam - which also traded as Dingli Platform Sales UK - was founded in 2014 by Philip O'Donnell with the support of James Darnley to sell Dingli aerial lifts in the UK.

The company - which restructured at least once - was owned by O'Donnell, Martin Stone, Vicken Kouyoumjian Adrian Learer and Ian Murray.

## New CEO for Manitowoc Cranes

Manitowoc Cranes has appointed Barry Pennypacker as chief executive and president, initially reporting to interim chief executive of Manitowoc Company, Kenneth Krueger.

Pennypacker was previously chief executive of Quantum Lean, a supplier of precision components that he founded after his departure from Gardner Denver in July 2012, where he had been chief executive since 2008. The current president of Manitowoc Cranes, Larry Weyers will remain with the company as an executive vice president. When the Manitowoc Foodservice business has been spun off as an independent company, the Manitowoc Company will change its name to Manitowoc Cranes Inc, with Pennypacker as chief executive and Krueger as chairman.



Barry Pennypacker



The bulletin follows the fatal overturn of a 70m truck mount in Brisbane

## Outrigger safety alert

Australian health and safety organisation WorkCover Queensland, has issued a safety alert highlighting the risks associated with inadequate support under outrigger feet, particularly on poor ground, following the fatal overturn of a 70 metre truck mounted lift in Brisbane last month that killed a photographer Chris Powell, 41, and son Brendan, 17.



The outrigger in the ground

The bulletin highlights a number of actions that are required including the manufacturers/agents supplying information on any conditions including loads imposed on the ground by outriggers and wheels. It also recommends continual monitoring of outriggers during operation, so that the unit can be stopped if the outrigger or pads show any signs of sinking. The full WorkCover bulletin can be found at [www.worksafe.qld.gov.au/news/safety-alerts/whsq/2015/support-of-mobile-plant-on-outriggers](http://www.worksafe.qld.gov.au/news/safety-alerts/whsq/2015/support-of-mobile-plant-on-outriggers)



The B-Lift 165 is the first model in a new range of platforms up to 27m working height. Mounted on a Nissan Cabstar NT 400, the total weight of the 165 is less than 3,200kg, with an overall height of under three metres

## CTE launches new B-Lift truck range

CTE has launched the first model in its new B-Lift truck mounted range on a 3.5 tonne truck - the 16.5 metre, 250kg capacity B-Lift 165. The range will top out at 27 metres. Similar to the CTE ZED articulated truck mounts, the B-Lifts include fully proportional electro-hydraulic controls and use 2mm Strenx steel from SSAB in place of 3mm Domex steel to provide greater strength and less weight.

The lifts also have new electrical systems with a CAN bus management and a new hydraulic management system. The completely redesigned sub-frame includes the new IOTS Integrated Oil Tank System which is housed in the rear beam.



# Five guilty of Mecca crane disaster



The Jeddah Bureau of Investigations and Public Prosecution in Saudi

Arabia has found five senior technical and engineering officials guilty of involvement in the failures leading to the incident in which a 1,350 tonne crawler overturned onto the Grand Mosque on September 11th, 2015 killing 111 people and injuring 394 and is likely to charge them.

The Bureau began investigating the part played by key suspects employed by contractor Binladen and local government. It now claims that it has found conclusive evidence of their involvement in the incident. The engineers and technicians were involved in the supervision of the project to expand the Grand Mosque. The Jeddah Bureau will forward the results of its investigations to its headquarters in Riyadh which will compile the list of charges.

# Rival opens used equipment showroom



Rival has opened its first used equipment showroom in Valencia, Spain.

Dutch international rental company Rival has opened its first used equipment showroom in Valencia, Spain.

The 1,000 square metre facility has a wide variety of used equipment from the rental fleet on display. The company says it has been opened due to the increased interest in purchasing good used equipment from rental companies and traders in Spain. By having the machines in stock, customers can come and see the equipment which is ready for immediate delivery.

Nifty-Lift has mounted the TB270 onto a 4.5 tonne Iveco Daily chassis



# Nifty Ruthmann

Australian vehicle mounted lift manufacturer and supplier Nifty-Lift has mounted the 27 metre Ruthmann TB270 on an Iveco Daily 45C chassis for the local market.

The machine offers 14.8 metres of outreach with its five section straight boom and boasts a maximum capacity of 230kg. GVW is 4,495kg allowing it to be driven on a standard car licence making it ideal for self-drive rental.

Nifty-Lift general manager Kevin Power said: "We developed a work-truck platform combination in response to a clear gap identified in the Australian market for higher lifts driveable on an Australian car licence. A number of competitor models were reviewed but none had the payload and wheelbase we were looking for. The TB270 is a perfect match the Iveco chassis."



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The new Teupen Leo19T

## Teupen unveils new Leo19T

Spider lift manufacturer Teupen has unveiled a new generation 19 metre Leo19T straight telescopic spider lift in the company's medium height class. The previous Leo19T has not been built since 2008, but according to the company demand for a Leo19T has increased significantly.

The new Leo19T has little in common with its predecessor. It uses the 990mm wide chassis from the Leo21GT and 24GT and the same high-strength steel, providing up to 14.5 metres of outreach with 80kg while taking its maximum 250kg platform capacity to 13.5 metres. With its automatic high lift levelling system, the Leo19T can achieve an additional 1.2 metres of height. Other features include a 'home function' which automatically returns the boom to its stowed position along with the all-new 'memory function'. Any point in the working envelope can be saved and returned to at the push of a button. All functions are available from the standard remote controller.



The Manitou Safe Man System

## Manitou Safe Man in Oz

Manitou has launched its Safe Man secondary guarding system in Australia, complete with auto-retract option.

The system - now standard on all Manitou boom lifts sold in Europe - features a pressure sensitive switch across the front of the controls which stops the machine when pressed for more than three seconds. If the retract function has been enabled - the machine will automatically retract the last function. When locked out, the lower controls remain operative and if set off inadvertently it can be reset from the platform.

## Lego model winner

Mark Trueman, of Hird Doncaster, UK won the limited edition Lego boom lift in a competition organised by IAPS. Trueman won the prize for his son Cody, after correctly identifying the three main divisions of IAPS as APS, IPS and PSR.



Mark Trueman with the LEGO model

## Telehandler report demands action

Western Australia's Department of mines & Petroleum has published an incident report concerning a telehandler fitted with an aerial work platform, which overturned at a mine causing serious injuries to the man in the platform.

The man was working at a height of around 12 metres removing rock from a cliff face when a large rock fell and landed on the right hand stabiliser cylinder, shearing its check-valve block bolts, causing the stabiliser to collapse due to loss of pressure. The telehandler overturned wedging the platform against the cliff face around six metres up, trapping the man's legs. He fractured his right leg and had crush injuries to his left foot.

The Department ruled that the manufacturer's check valve covers were inadequate to prevent damage from an impact by large heavy objects, work planning did not consider the potential of equipment being struck by falling rocks outside of the demarcation zone, and the design of the platform did not prevent the extension of body parts beyond the usual finger/hand protection rail.

The report recommends that equipment fitted with check valves is inspected to determine if they are at risk from such impacts. It also suggests that work platform designs should prevent body parts extending past finger protection rails in an overturn situation.

The right hand stabiliser cylinder lost pressure after its check valve was smashed by a falling rock



(L-R) Walter van Winckel, Karel Huijser and Frank Nerenhausen of JLG with Norty Turner and Soren Rosenkrands and Glenn Verburg of Riwal with Jonathan Dawson of JLG and the European telehandler

## JLG auctions commemorative telehandlers

JLG has auctioned two commemorative telehandlers - a 4017RS for Europe and a G10-55A for North America - to mark the production of its 100,000th telehandler early last year.

Dutch rental company Riwal made the winning bid for the European machine, while Buffalo, New York-based Skyworks won the North American model. Riwal bid €88,000 and requested that €50,000 of it be donated to the Alpe d'HuZes foundation.



(L-R) John Boehme of JLG, Jerry L. Reinhart of Skyworks, and Tim Welch of JLG, with the North American telehandler

# Executive management changes at Ramirent

Ramirent has made changes to its executive management team after Anna Hyvönen announced her departure. Chief financial officer Jonas Söderkvist takes over Ramirent Sweden and Denmark, and is replaced by Pierre Brorsson, who joins after a 20 years with Atlas Copco.

The 'Executive Management Team' is now as follows:

**Magnus Rosén**, chief executive

**Pierre Brorsson**, chief financial officer

**Dino Leistenschneider**, executive vice president, fleet and sourcing

**Jonas Söderkvist**, executive vice president, Sweden and Denmark

**Øyvind Emblem**, executive vice president, Norway

**Anna Hyvönen**, executive vice president, North Central Europe until April

**Mikael Kämpe**, executive vice president, Finland from April

**Heiki Onton**, executive vice president, Baltics & Europe Central from April

Pierre Brorsson



# 44m Bronto for L&N

UK-based L&N Platforms has taken delivery of a new 44 metre Bronto S44XDT truck mounted lift, its largest unit so far. The new machine is mounted on a two axle chassis and joins an all-Bronto truck mounted fleet, which includes the 34 metre S34MDT and a 36 metre S36XDT.

The new machine features a four section main boom, plus a long fixed-length jib and a short articulating jib, providing up to 24 metres of outreach and a 700kg maximum platform capacity. The outriggers include fully variable jacking and auto levelling.



UK-based L&N Platforms has taken delivery of a new 44 metre Bronto S44XDT



(L-R) Lee Roebuck of L&N, Arne Denks of Bronto, Nicky Francis of L&N and Ian James of Bronto

# Standard insulation from Versalift

Versalift UK has introduced certified low voltage insulation as standard on its new Isuzu D-Max and Toyota Hilux pickup mounted LAT135-H platforms.

The machine integrates its insulation technology within the boom structure, platform controls and fittings, enabling dielectric flash-testing whilst the bucket is mounted to the platform. This prevents electric shock to persons on the ground who inadvertently touch the vehicle, while the lift contacts a live conductor. The low voltage insulation is certified to the latest standards and rated to provide protection from live voltages up to 1kV AC.



The new LAT135-H Low Voltage has a working height of 13.3 metres, an outreach of 6.1 metres and 230kg platform capacity.



The new fully hydraulic twin joystick control system.

# New Kato for Coussens

UK crane rental company Coussens of Bexhill has taken delivery of one of the first new 20 tonne Kato CR-200Ri city type All Terrain cranes in the UK.

The new crane replaces a 25 tonne Kato CR250, which has been in the fleet for a number of years. The company has also ordered a new 13 tonne Kato CR-130Ri to replace its 10 tonne Kato CR100. The new CR 200i features a six section 28 metre boom, plus a four to 5.8 metre telescopic jib that offsets up to 60 degrees. Being cable suspended it can also be erected within the width of the crane, ideal when working in narrow streets or alleys.



Coussens new Kato CR-200Ri ready for work

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## Essex Crane delists

US-based crane rental company Essex has decided to delist its shares from the Nasdaq stock exchange having breached the requirement to maintain a bid price of over \$1 per share. The company will also terminate the registration of its common Stock under the Securities Exchange Act and hopes that the shares will be listed the OTC Pink Sheets - although there is no guarantee.



## Ashtead flies high ...

Ashtead, owner of Sunbelt in the USA and A-Plant in the UK, has reported another substantial increase in revenues and profits during the first half. Revenues jumped 28 percent to £1.26 billion with pre-tax profits rising by the same percentage to £331.9 million. The second quarter was slightly less exuberant with revenues climbing 22.5 percent to £648.9 million, while pre-tax profits improved 25 percent to £176.5 million. Net debt at the quarter was £1.98 billion up from £1.57 billion this time last year.



## ...and gets into hoists

Ashtead also quietly acquired G.B. Access Ltd - the UK-based hoist rental business - for £6 million in cash in October with a further £2 million contingent on performance. G.B. Access was established in 1989 and now claims to have the largest rental fleet of Alimak and Stros construction hoists in Europe, with a fleet of around 230 passenger/material hoists, more than 50 material hoists and 25 beam/davit type hoists.

## Strong first half for Vp

UK rental company Vp saw first half revenues increase four percent to £105.1 million in spite of a subdued economic background. Pre-tax profits for the period improved six percent to £16.3 million. Its UK Forks telehandler rental business saw revenues rise more than seven percent to £9.8 million while operating profits jumped almost 25 percent to £2.9 million.



## New records for Tadano

Tadano achieved record first half revenues - up six percent to ¥104.2 billion (\$849 million) - while pre-tax profits increased 15.3 percent to ¥15.9 billion (\$130 million) another record. The company benefited from high utilisation rates in its home market, while demand overseas was weaker in North, Central and South America, offset by increases in Europe, Asia, and the Middle East.



Japanese sales increased 9.5 percent to ¥50,878 billion (\$414.6 million) thanks, said the company, to its focus on sales of larger products. Sales outside of Japan improved 3.2 percent to ¥53,310 billion (\$434 million).

Mobile crane sales totalled ¥71.3 billion (\$384million) up 8.6 percent on last year, loader crane sales fell three percent to ¥9.96 billion (\$81million) and aerial lift sales jumped 14.1 percent to ¥8.8 billion (\$71.7million).

## Tanfield updates on Snorkel

Tanfield issued an update on its minority stake in Snorkel, indicating a strong rise in revenues, but not profit.

The update says that Snorkel will report revenues of \$120 million this year, up 30 percent on last year. Tanfield's stake only has a value if Snorkel achieves an EBIT of \$25 million by 2018.



## Kobelco Cranes to merge

Kobelco Construction Machinery and Kobelco Cranes have confirmed the decision to merge the two businesses from April 2016. Owner Kobe Steel separated the crane business in 2004 after Kobelco construction equipment teamed up with Case New Holland to build excavators. It will now re-merge the two companies "in order to strengthen the equipment business ready for further growth". The transaction will see Kobelco Construction "absorb" Kobelco Cranes.



## Imperial Crane snaps up Speedway

US crane rental company Imperial Crane Services of Bridgeview, Chicago, has acquired Speedway Crane, of Manhattan/Joliet, Illinois. The new location joins Imperials other locations in Indiana and Texas. Speedway Crane, was established in 2002 by one of Imperial's crane operators, Mike Fitzgerald. It has achieved a zero accidents record in its 13 years of operation.



## Speedy/HSS merger talks off

UK general rental giants Speedy and HSS squashed rumours of a possible merger, following preliminary discussions between the two companies. The announcement caused a boardroom break-up at Speedy with non-executive directors Chris Masters and James Morley, who reportedly opposed the merger, resigning amid talks of a bid to unseat chairman Jan Åstrand.



## Cabins crush Western One

Revenues at Canadian sales and rental group Western One were almost halved in the third quarter, in spite of a good performance from its aerial lift and telehandler rental division. Nine month revenues fell 31 percent to \$197.1 million, while last year's pre-tax profit of \$12.1 million turned into a loss of \$11.8 million, due almost entirely to the company's Britco cabin business. Third quarter revenues fell 47 percent to \$46.8 million, with a pre-tax pre loss of \$9.4 million.



## HDW acquires Time Benelux

Netherlands-based distributor HDW - part of the TVH group - has acquired Time Benelux, the Belgian distributor for Versalift and Ruthmann



truck mounted lifts. The business has been renamed HDW Belux with all employees remaining on board. HDW Belux will concentrate on the sales and service of Versalift and Ruthmann vehicle mounted lifts and will also take over Genie distribution in Belgium from HDW Netherlands

For the full reports on all these stories check out [Vertikal.net](http://Vertikal.net)



*Fassi claims the lifting performance of the new cranes - relative to hydraulic reach - is better than any other crane on the market in this category.*

## Three new Fassi cranes

Italian loader crane manufacturer Fassi has unveiled three new cranes - the compact 50 tonne/metre F545RA XE-Dynamic for installation on three axle trucks and the six and seven tonne/metre F65B.1 and F70B.1 in its small crane range.

The F545RA XE-Dynamic offers a 10 percent increase in capacity over the existing F485RA, with just a three percent increase in overall weight, thanks to an increased outrigger spread of 7.8 metres. Up to eight hydraulic extensions and a variety of jib combinations are available. Maximum boom length is 20.8 metres, or 24.9 metres with additional manual extensions.



The new F65B.1 and the F70B.1 models are nine percent lighter than their predecessors, thanks to the use of ultra high-strength steel.

## Push-around attachment

UK-based Aerial and Handling Services has launched the DRXmicro - a compact version of its deckRailXtra for push-around scissor lifts.

Specifically designed for use with the 11ft platform height Airo XLP5E the company is planning to market the combined platform and attachment as the IPAV - or Industrial Push Around Vertical - with a corrosion resistant zinc finish on the platform and chassis as standard. Its 5.3 metre working height has a 250kg platform capacity, including the DRXmicro attachment, which weighs just 10kg.

*The attachment has a rated carrying capacity of 40kg.*



## Seven Liebherr towers for Agrimeco

Vietnamese engineering and construction conglomerate Agrimeco has purchased seven new Liebherr tower cranes for work on the VietinBank Towers project in Hanoi - the country's highest tower at 363 metres.

The cranes - three 542 HC-L 18/36 Litronic luffing jib and four 280 EC-H 16 Litronic units - are the first new Liebherr tower cranes in Vietnam. The three luffing jib models were the first to be erected, closely followed by the four 280 EC-H cranes.

*Agrimeco has purchased seven Liebherr tower cranes for the prestigious VietinBank Towers project in Hanoi*



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- **CIT Equipment Finance** will supply finance programmes for **Sany America**.
- **US Acme Rentals** has appointed **Meagan Reeves** as VP Gulf Coast operations.
- **Manitex** has sold its **Load King** division to **Utility One Source** for \$6.5 million in cash.
- **Dickie Moore**, Canadian ice hockey player and founder of Quebec-based **Dickie Moore Rentals**, has died.
- **Palfinger** has broken ground on a new sales and service facility in Baden Württemberg, Germany.
- **KBW**, the owner of **Raimondi** tower cranes, has formed a partnership with Brazil's **Progen**.
- **Harfords Security** has purchased a 10.5m **Dinolift 105TL** trailer lift - the first in the UK.
- **Manitou** has appointed **Walter Payton** of Chicago as dealer for its telehandlers.
- **Jim Thomas** of **JLG Europe** has retired after 28 years with the company.
- German rental company **Buchtman Arbeitsbühnen** has taken two new **CMC** spider lifts.
- US software company **Point Rental** has opened an office in Melbourne, Australia.
- UK rental company **Bella Access** has entered the spider lift market with a **Hinowa 20:10** Lithium.
- **Bronto** owner **Federal Signal** has acquired vacuum truck manufacturer **Westech**.
- **Bonfiglioli** has acquired German crawler crane transmission manufacturer **O&K Antriebstechnik**.
- Product manager **Ron Jackson** has retired after almost 35 years with **JLG**.
- US overhead crane company **Ace** has promoted **Kevin Beavers** to VP manufacturing.
- Contractor **Anton Schick** has taken delivery of a new **Liebherr LTM 1160-5.2 All Terrain** crane.
- US software supplier **Wynne Systems** has acquired rentalresult owner **Result Group**.
- UK-based **AFI** has secured a £70 million asset-based credit line to fund new growth.
- **Mammoet Deutschland** has taken delivery of a new **Liebherr LTM1400-7.1**.
- Access industry veteran **Mike Evans** has retired after more than 46 years in rental.
- US-based **Sims Crane & Equipment** has taken delivery of 17 new **Tadano ATF All Terrain** cranes.
- **Jekko** mini cranes has appointed **Tvis Vognmands Forretning** as its dealer for Denmark.
- **Mammoet** is expanding its US rental fleet with a \$100 million investment.
- The Municipality of **Lolland** has purchased a 21m **CTE ZED 21.2JH**.
- Chinese aerial lift company **Runshare** has appointed **UpRent** as dealer for Croatia and the Balkans.
- **Durante Rentals** of New York has acquired **Quality Rent All**.
- **Atlas Maschinen** has appointed **Industrias Juan F. Secco** as its material handler dealer for Argentina.
- **Iowa Mold Tooling** has appointed **London Machinery** in Quebec and **Industrial Truck Equipment** in Oklahoma as dealers.
- **CTE** is introducing a new corporate identity.
- **JLG** has appointed **Vertex** as its distributor for Russia.



Meagan Reeves



Dickie Moore



Jim Thomas



Ron Jackson



Mike Evans



Ken Goh



Guylain Turgeon



Nathan Cook



Anna Kingan



Mike Russell

- **IPAF** is offering free safety poster artwork.
- **Time Danmark** has opened a new facility in **Hedehusene**, Zealand and closed its location in **Skovlunde**.
- Germany's **Dietmar Floßdorf** has purchased new **Liebherr LTM 1100-5.2** and **LTM 1300-6.2**. All Terrain cranes.
- **Snorkel** has appointed **Ken Goh** as sales director for East Asia.
- **Syntec Construction** has purchased Thailand's first **Potain MCR 160** luffing jib crane.
- **Messe München** - owner of **bauma** - has acquired Russian exhibition **CTT Expo**.
- **Hewden** has sold its cabin hire/portable accommodation business to the **Warnick group**.
- UK contractor/rental company **MC Property Maintenance** has purchased a new **Palfinger P480NX**.
- Ex **Ritchies** executive **Guylain Turgeon** has joined Swiss online equipment trader **Equippo** as partner.
- **Modulift** has appointed **Green Line Colombia** and **Saudi Dutest** as dealers in Columbia and Saudi Arabia.
- German-based **TII group** has acquired the civilian product line of Indian trailer manufacturer **Tratec**.
- UK nuclear contractor **Magnox** has purchased a **Unic URW-706** spider crane.
- **Niftylift** has appointed **Heli** as its distributor for Belgium.
- **Riwal** sold 169 aerial lifts for €1.6 million at its first **Red Tag** sale.
- UK-based **APS** has appointed **Nathan Cook** as business development manager vehicle-mounted platforms.
- UK **Star Platforms** has entered the truck mounted market with a **CTE Zed 21.2 JH**.
- **Terex Port Solutions** has sold 10 diesel-electric harbour cranes in India.
- **Sebastian Wilkinson** has cycled the 1,200km from Brisbane to Sydney.
- The **Ha'argaz group** has taken over the distribution of **Palfinger** cranes in Israel.
- **West Georgia Technical College** has opened its new crane training centre.
- Heavy lift company **ALE UK** has appointed **Darren Adams** as director.
- **TVH** has been appointed distributor for **Lonking** lift truck parts.
- Indian crane company **Bhoir** has ordered six new **Liebherr LR1300SX** crawler cranes.
- **PASMA** and **Hire Association Europe** have signed a co-operation agreement.
- **Liebherr** has sold its third 3,000 tonne **LR 13000** crawler crane to a buyer in Mexico.
- **Anna Kingan** has joined **Ainscough Crane Hire** as operations director South East Region.
- US-based **Bragg Crane Service** has taken eight new **Tadano GR-900XL RT** cranes.
- **Speedy UK** has appointed **Chris Morgan** as interim finance director.
- **MTS Group** has purchased the first **Bobcat T35130S** telehandler in the UK.
- **IPAF** has approved its first training centre in **New Zealand**.
- **Spider** has appointed **Mike Russell** as director market development.

- **Australian Rock Logistics** has ordered 30 **Hiab X-HiDuo** loader cranes.
- **Porto di Carrara**, Italy, has purchased a **Terex Gottwald** mobile harbour crane, **Terex Liftace** reach stacker and **Genie** boom lifts.
- Two **JLG 1500SJP** boom lifts have been delivered to the **Aktogay** copper mine in Kazakhstan.
- **Terry Marnock** has retired from **Kranlyft** after 35 years with the company.
- UK rental company **Southern Cranes & Access** has purchased a **Liebherr LTM 1060-3.1**.
- **Hiab** owner **Cargotec** has appointed **Lasse Eriksson** as vice president digitalisation.
- UK rental company **Facelift** has added 77 new **Niftylift** booms to its fleet.
- Russian contractor **Mechstroy** most has purchased a **JMG** industrial crane.
- Czech power company **CEZ** has purchased an insulated **Versalift VO-355-MHI**.
- **Roger Löhrer** has taken over from **Erwin Müller** as MD of **Rosenbauer Switzerland** who retires later this year.
- **IMC** has purchased 30 used cranes from Austria's **Prangl**.
- South Africa-based **Marlboro Crane Hire** has taken delivery of a **Liebherr LTM 1300-6.2**.
- **Riwal** has opened three new depots Belgium, Denmark Sweden.
- UK-based **Rocket Rentals** has purchased 30 **JCBs** including six metre/2,500kg 525-60.
- **Rolls-Royce** has taken delivery of e10 **Elebia** automatic hooks for lifting aero engines in Singapore.
- **Collé Rental & Sales** has taken delivery of four 150ft **Genie SX-150s** with more on order.
- **Forth Ports** has purchased a second **Liebherr LHM 550** mobile harbour crane for The Port of Tilbury.
- **Power Climber** has appointed **Colby Hubler** as sales manager the Americas.
- **Peter Ellison**, applications engineer for **Hiab/Cargotec UK**, has died.
- **Marsa Maroc** has ordered seven **Kalmar** rubber-tyred gantry cranes for a new terminal in Casablanca.
- UK rental company **Prolift** has purchased 10 new **Manitou** boom lifts.
- Ireland's **Highway Plant** has added **Haulotte Star 10** mast booms to its fleet.
- **Thomas Cook Airlines** has purchased a **Manitou MRT2540** telehandler for London Gatwick.
- US contractor has taken delivery of an 80 ton **Terex HC 80** crawler crane.
- **Bronto** owner **Federal Signal** has promoted **Jennifer Sherman** to chief executive.
- **Niftylift** has delivered the first **HR28 Hybrid** boom lift in Finland to **Narma** group.
- UK crawler crane specialist **BPH Equipment** celebrated its 40th anniversary.
- **Tony Narushka**, founder/owner of Polish access company **Instant Polska**, has died.
- UK rental company **Hewden** has appointed a new sales and marketing director as well as three new sales directors.
- UK Hire **Safe Solutions** has purchased a 27m **Holland Lift** scissor lift from **AJ Access**.
- **Link-Belt** has opened its new **Training and Quality Assurance Centre** in Lexington.



Terry Marnock



Roger Löhrer



Erwin Müller



Colby Hubler



Tony Narushka

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# Is it business as usual?

C&A

truck mounts



Two Bronto truck mounts from Nationwide Platforms carrying out night time bridge maintenance

**The mid to large truck mounted platform sector is still dominated by three players - Ruthmann, Bronto and Palfinger - despite the renewed efforts of Italian manufacturers. Cranes & Access looks at the latest trends.**

**Of the 'big three' both Palfinger Platforms and Bronto have undergone recent company/management changes. The most recent and perhaps the most significant is the acquisition of Bronto by the largest Japanese fire-fighting equipment manufacturer Morita Holdings last month for €80 million.**

Established in 1907 and with annual revenues of around \$600 million, Morita made the acquisition to provide it with an international fire-fighting platform product line and access to a wider international market. The acquisition also gives it a full line of dedicated rescue platforms, to complement its ladder platform range, and takes Morita into the general purpose truck mounted lift market.

While the deal looks excellent for Morita, how will Bronto, its employees, customers and suppliers fare? Having a foreign owner is nothing new - US public

company Federal Signal has owned Bronto for 20 years. However a Japanese owner may be different. Bronto could benefit in terms of production and quality management techniques, areas in which Japanese companies still excel, but initially it looks like Morita will gain the most from Bronto's innovative engineering, strong brand name and international coverage helping it break out of the mature Japanese market.

Bronto has undergone several management changes over the past months which make more sense since the announcement of the acquisition. However with the recent growth from Ruthmann, and Palfinger still not quite firing on all cylinders as its new management team settles in, coupled with the growing presence of several Italian manufacturers Bronto could find itself with a bigger fight on its hands than it might have expected six months ago.

Thanks to heavy investment in recent years, Bronto has a major slice of the market for very large truck mounted and big insulated platforms. With this sector growing and the entry level high it is in a very good position. It recently completed a nine machine deal in the UK with Easi Uplifts and if rumours are to be believed it will also extend its XR range into the 65 to 80 metre range at Bauma in April.

## Palfinger Platforms

Palfinger Platforms has also had a change of management, with joint managing directors Sebastian Simon for technology and finance, and Christian Eiring for sales and service, both taking office last April. Both are new to the access industry and it would appear that evolution rather than revolution is the order of the day as the company looks to regain the momentum it established for its class leading P480NX (Next Generation) and P550. Both managers also seem slightly surprised at the technological strength of its major competitors.

At the smaller end of its range, the more cost-effective products from Palfinger Platforms Italy (PPI) are progressing well, and helping grow market share and open new markets and increase exports for the company. It is hoping that this gathers even more pace in 2016. This could be made more difficult as competition increases in this sector. Two new German manufacturers - Klaas and Hubmeister - have launched new truck mounted platforms. For aluminium crane manufacturer Klaas this is its first proper truck mounted lift. The 25 metre Theo 25 mounted on a 3.5 tonne chassis has a 250kg platform capacity with an outreach of just over 12 metres or up to 17 metres



A Ruthmann Steiger TU 285 using its reach and jib on a property roof contract

with 100kg. Hubmeister's five model range extends from 16.8 metres to 26.5 metres. German manufacturers have struggled in the 3.5 tonne export market in the past, primarily because of keen pricing and less complexity from the dominant Italians. Palfinger's PPI machines compete directly in this market, and Ruthmann has looked at a similar solution, but whether the new German entrants can compete only time will tell.

The new management team has also restated the Palfinger Platforms' strategy to be technology leader in the sector, something that it clearly proved to be possible with the two Jumbo NX models. It says that new products to be launched at Bauma will prove that it can continue on the same track, with new models expected to include a new large chassis which will allow for a successor or replacement for the 103 metre Faun mounted WT 1000.



Is there going to be a replacement for the 103 metre Palfinger WT 1000 sometime soon?



A Socage TTJ 54

## The Italians are coming

For many years Italian manufacturers have been threatening to make serious inroads into the larger truck mounted platform market. Several companies, such as Oil&Steel, Sogace and Multitel have all enjoyed limited success, never quite managing the major breakthrough. As we have seen with Ruthmann (see page 19) having a good product is only half the story, with distribution, marketing and after-sales support just as important.

Oil & Steel - now owned by US crane company Manitex - will look to capitalise in its Eagle and Eagle Phoenix ranges from 32 to 62 metres with Manitex providing resources and giving it a good way

into the North American market. Sogace now has an eight model line-up spanning from 35 to 75 metres with either one or two jibs - the TJ and TJJ - launching its largest ever truck mount - the 74.2 metre forSte TJJ75 last year. Mounted on a 32 tonne four axle truck, the new machine has a five section main boom, four section main jib and a second short articulating jib. Outreach is said to be 40 metres and maximum platform capacity 600kg - with up to 360 degrees of rotation. A 900kg winch option is also available.

Multitel Pagliero also has an extensive mid to large truck mounted platform range up to the range-topping 75.1 metre MJ 750.

Its more recent addition in 2014 however was the all-new 37.5 metre MJ 375 mounted on an 18 tonne chassis with an overall length of 8.5 metres and a maximum outrigger spread of 5.9 metres, or 4.9 metres with single side jacking. It offers



An Oil&Steel Eagle S3224 truck mount



Multitel's largest truck mount the 75.1 metre MJ 750

up to 26 metres of outreach from its four section main boom and three section articulating jib. The new model, which fits between the company's 32 metre MJ 320 and 42 metre MJ420, offers three working envelopes, with 500, 280 or 120kg platform capacity. The company says that the new

machine, which includes a full remote diagnostics package, will be priced competitively and is aimed as a replacement for the large number of ageing 34 metre Bronto machines in rental company fleets.

Still a very interesting sector which may become clearer through 2016. Watch this space!



The new 25 metre Theo 25 from Klaas is on a 3.5 tonne chassis



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# The changing face of Ruthmann

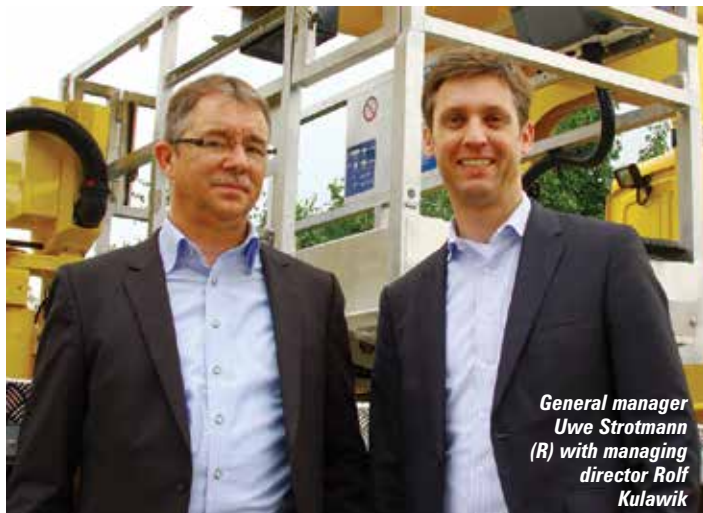
In spite of having been founded 115 years ago and producing its first truck mounted platform in 1954, it was only when new owners took over the company in 2003 that Ruthmann began to develop into the market leader we see today. This transformation stepped up a gear with the appointment of the current management team in 2010. Mark Darwin visited the company to find out more.

**The German manufacturer has set its sights on being the clear European market leader and it certainly appears to have developed a slick efficiency and in-depth experience to ensure that it is heading in the right direction - in 2015 it built around 500 platforms.**

Based in Gescher-Hochmoor about an hour's drive north of Dusseldorf, in North Rhine-Westphalia, Ruthmann has two product ranges - the unusual Cargoloader transport system with its easy loading/

unloading features and Steiger truck mounted platforms.

The company, founded in the predominantly mining area in 1901, made a variety of products, mostly for transporting goods for the mining and agricultural market, even producing bicycles at one point. However as the coal became harder to mine - being more than 1,000 metres below the surface - it became less of an influence but it has still left its mark. Miners used to operate in gangs and the foreman in control of raising everyone up the



*General manager Uwe Strotmann (R) with managing director Rolf Kulawik*



*The 11 metre, 200kg K110*



*The Ruthmann T190 on a 7.5 tonne chassis has a 17 metre outreach*

lift shaft elevators was called the 'Steiger'.

Like any long-established company, Ruthmann has experienced both the good and not so good times. But it was only after the Second World War that the company really started to expand. After mining, the area was heavily into textiles which were delivered by train. Ruthmann came up with a unique transport solution - the Cargoloader - a vehicle that allowed goods to be loaded and unloaded at various levels from the factory and onto train wagons.

In 1954 it built its first truck mounted platform - an eight metre working height lattice boom with a basket. Two years later it produced its first telescopic boom and continued developing truck mounted lifts, with many significant milestones and records along the way, including the first 60 metre TTS 590 in 1983 and the 100 metre trailer mounted TTS 1000 in 2001. Unfortunately - or perhaps fortunately given what followed -

the TTS 1000 was partly responsible for a massive financial crisis at the company, resulting in continual downsizing and restructuring between 2001 and 2003 during which half of its employees were made redundant. The TTS 1000 was mounted on a six axle trailer chassis and totally unsuitable for the European market. Ruthmann had however structured the company around selling 20 units a year, holding up R&D on other models and causing the company to virtually grind to a halt.

"Only two TTS 1000s were built and sold and although both are still working perfectly - one in the USA and the other in Malaysia - they were produced at the wrong time and for the wrong market," says managing director Rolf Kulawik. "Building the company around a 100 metre machine was a big mistake. Apart from anything else, Ruthmann was not geared up for exports, with at that time just five to 10 percent of revenues - less than €1 million



Boom assembly



Steiger TB 220

- coming from customers outside of Germany, and yet the price for a TTS1000 was about €1.5 million!"

The company was rescued in 2003 by Heinrich Winklemann and Heinz-Jurgen Buss who invested in new products to bring stability to the company. In 2010 Winklemann's father died and he felt obliged to run the family business - an automotive supplier with revenues approaching €700 million. He then appointed the current management team of general manager Uwe Strotmann, managing director Rolf Kulawik and commercial director Uwe Strapper.

Strotmann started working for Ruthmann in 1994 and in 2003 was tasked with growing the export business. He did this with the new TB 180/220 truck mounts launched in 2002, on 3.5 tonne chassis. He also began setting up distributors across Europe, including the company's Austrian subsidiary its only wholly owned distributor.

The TB range sold well in France, the UK, Benelux, Sweden and Norway and today's models are quite similar but include the company's multi-bend round boom profile introduced in 2007. It has become the basis for all Ruthmann booms on 3.5 tonne chassis. This development also allowed the company to develop products such as the 3.5 tonne 27 metre TB 270 in 2010. Ruthmann now

has nine years' experience with this technology and its use has spread to other components such as superstructure weldments. The result is both strong and lightweight, useful with the heavier chassis brought about by new engine legislation. Ruthmann now uses high strength Docol 1200M steel from SSAB - one of the strongest high-strength steels on the market.

"The steel is quite flexible," explains Strotmann, "and in the early days competitors said that it was too thin, easily damaged and difficult to repair. Having used it for several years we have had very few problems, if anything it resists impact better than thicker, weaker steel and we get the performance required."

**Product range**

Ruthmann currently produces truck mounted lifts from 11 to 72 metres and claims to be European market leader in the 22 to 72 metre range on chassis above 3.5 tonnes. Introducing new models has been a high priority with the team using exhibitions such as Platformers Days, Bauma and Conexpo as 'fixed development points' for new product launches.

"We are not looking at platforms above our 72 metre T720," says Strotmann. "One of the major developing markets for larger truck mounted platforms is the US where there is big demand for erecting and maintaining wind turbines. However with our two major competitors already active and only 30 machine sales forecast over the next 10 years it doesn't make sense to make the huge R&D investment. We need bread and butter machines. Revenues are driven by product and the most important area was the 7.5 tonne sector, particularly for Germany and the UK to replace the hundreds of older 30 metre machines. We produced the 33 metre T330 in May 2011 and have sold hundreds into both countries, as well as a few into Austria."

Ruthmann has focused mostly on three chassis sectors - 3.5, 7.5 and 18 tonnes - and has looked again at the 3.5 tonne market to see what was missing or needed. "It was obvious that everyone in Europe has a 22 metre machine, but most are on larger chassis," says Kulawik. "We wanted a machine that allows rental companies to offer a real 22 metre platform but that can be driven on a 3.5 tonne driving licence. The smaller chassis means that the machine can cost 30 percent less than a 7.5 tonne truck, but rental rates are the same. The end result was the 22 metre TBR 220 which has a 16.4 metre outreach and 230kg platform capacity, in less than two years we sold more than 250 units."

**'Rental' machines?**

With many other manufacturers offering lower cost 'rental machines' is this an area Ruthmann is looking to enter?

"Six years ago we had the chance to build machines in Hungary via Teupen Hungary/Power and decided to build the first TB 220 with folding outriggers. The goal was a 22 metre Ruthmann with a price of a Multitel i.e. good quality and low price," says Strotmann. "We managed to produce the machine for €65,000 saving money on labour and with a cheaper chassis. The quality was excellent and the strategy was

to sell them in Eastern Europe to build up a market for our premium machines."

"However sales were slower than anticipated, several machines were sold into Poland and were very reliable, however we needed to buy the manufacturing company and this proved very difficult. Due to delays and different business practices we were unable to pursue this strategy, particularly because in 2010 to 2012 we had a lot of success with our new products developed in Germany. So yes we have thought about it to open more markets with a quality machine but at a lower price point. However, with the success of machines built in Germany this has taken a back seat. Maybe there is an opportunity in the future if we find the right partner."



Steiger TK 170



The multi-bend round boom profile introduced in 2007 has become the basis for all Ruthmann booms on 3.5 tonne chassis



The new T170 working on a movie set

### Market info

The markets around Europe for truck mounted platforms vary enormously. In France the 3.5 tonne truck mount is huge, with Italian companies such as Multitel dominating. In Germany sales for the 3.5 tonne machines are good, but not as good as for larger machines. Over the past two years France has been Ruthmann's best export market - machines such as the TB 270 selling well. At Intermat 2014 Ruthmann marked the sale of the 650th TB 270 sold since its introduction five years ago. The landmark machine went to rental company Kiloutou.

In the big truck mounted sector the 'big three' - Bronto, Palfinger and Ruthmann - dominate, although Italian manufacturers such as Multitel and Socage are starting to find success for their larger models outside of their traditional markets.

"Manufacturers need a certain number of machine sales to justify the R&D costs and then a big investment is needed in after sales support," says Strotmann. "In the near future I cannot see

another manufacturer competing with the established big truck mounted marques. We have had good success with machines from 38 to 72 metres. The new products have hit the market at the right time. Around 90 percent of the larger models have been replacement machines, so I don't see the market growing too much - apart from the UK which is the only market growing for large truck mounts helped by the wind sector, particularly in Scotland."

"In Germany we have the wind in the north but the power is needed in the south. There is a move by the government against nuclear power but this requires more green energy. The problem is where to put the turbines and how to transport the power south. This gives work to truck platforms during erection, maintenance and working on the transmission grid."

### New 66 metre insulated boom

The ICUEE show in Kentucky last September saw Ruthmann's partner - Time Manufacturing - launch the

66 metre Skybird 215I a brand new insulated truck mount designed specifically to work on high-voltage power lines. The platform is a collaborative effort between Time and Ruthmann, with the German manufacturer supplying a modified kit version of its 72 metre T720. The 500kV-insulated lift features a five section main boom and a fully-insulated telescopic upper boom. It offers an outreach of 32 metres with 100kg and a maximum platform capacity of 600kg. Features include a 300kg material handler attachment, fibre optic controls and a clear text display for diagnostics

and sensor outputs. Marketed globally under the Versalift brand name, both manufacturers see sizeable worldwide potential.

"The co-operation between the two companies began in 2011 when we bought the German subsidiary Time-Versalift Deutschland and acquired the Versalift dealership for Germany Austria and Switzerland. At the same time Time became Ruthmann dealer for Denmark, Norway and Sweden," says Strotmann. "This was a win-win situation for both companies. In the US we made Time our distributor for the non-insulated machines but an insulated

Ruthmann's partner - Time Manufacturing - launched the 66 metre Skybird 215I insulated truck mount last year



versalift.co.uk

**ETM36-F**  
VAN MOUNTED PLATFORM



Mounted on a 7.5 tonne chassis the 17 metre T170 has 12 metres of outreach, 320kg platform capacity and 185 degrees of jib articulation

machine was always on the cards. It is Time's home market and they know the customers, machines and techniques. What they didn't have was a big, high performance platform. Even before the show there was interest from China, South and North America, and we hope to sell between five and 10 machines a year just in the US."

**Can't stop developing**

True to its development strategy Ruthmann has launched several products over the past six months including the T170 and T360.

The T170 is aimed at the street lighting, tree and power line clearing, with compact dimensions, a decent payload and rigid platform. Ruthmann says this type of platform is popular in central Europe, with a population of more than 500 units, many of which have aged as manufacturers have not offered this type of unit for around eight years, and larger 19 to 23 metre platforms do not offer the required payload.

Mounted on a 7.5 tonne chassis the 17 metre T170 has 12 metres of outreach, 320kg platform capacity and 185 degrees of jib articulation. With an overall weight of 6,900kg it offers a cargo capacity of 600kg. The new 36 metre T360 for 15 tonnes chassis and above, aims

to offer a replacement for older 35 metre platforms with cutting-edge design and state-of-the-art features. The company claims to have ground-breaking technology hidden within its five section boom, which is topped by a jib with 185 degrees of articulation, offering up to 31 metres of outreach with 100kg platform capacity, maximum capacity is 350kg. The overall length of the T360 is 9.47 metres and overall height 3.77 metres it claims a healthy 600kg spare payload for drivers, tools and equipment. Both new platforms will feature Ruthmann's new operator 'cockpit' information and control unit, which has been developed over the past two years and will be available on every new model.

In 2014 it launched the 28 metre TU 285. "We know that 100 Wumag WT250s were sold, so we said if



New platforms will feature Ruthmann's new operator 'cockpit' information and control unit, which has been developed over the past two years

A pre-production 36 metre T360 spied at the factory



A Steiger T360 carrying out inspections on a theme park ride

we can make a machine with jib out of the existing 30 metre model and sell 50 units over two years then it is worth doing," says Strotmann. "We launched the TU 285 on a 7.5 tonne chassis with a rear mounted turret, it has the same outreach as a 30 metre machine but three metres more to the rear. It is also compact, making it attractive to sectors such as window cleaning - where speed is money."

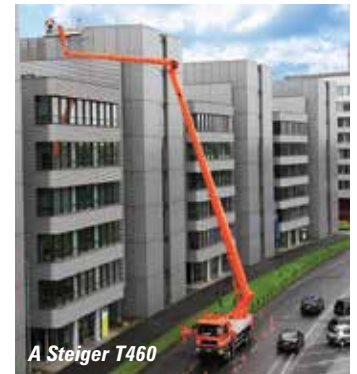
**Willing to listen**

Ruthmann says that its whole philosophy is summed up by the fact that it is happy to develop machines for customers. "If a customer has a serious suggestion we are not too big a company, so can react quickly and the answer is usually yes," says Kulawik. "A year ago we set up a new innovation unit which collects ideas from sales reps (or innovation scouts as we call them) and customers who are asked what should Ruthmann do next? The more feedback we get the better." "In 2012 there were a lot of changes in the company however we are now a better organisation - more able to react and more efficient with reduced costs. We are now really competitive with a great company spirit, well designed products and a great service network - particularly in our home market."

10 percent of Ruthmann's 400 strong workforce are currently on a three-year part-time 'electro-mechanics' apprenticeship scheme, and when finished will be placed in the assembly or aftersales divisions. It has also upgraded its senior technical staff and now boasts four with PhDs in electronics and hydraulics.

**Performance overseas**

Ruthmann's main growth in recent years has come from new products and overseas expansion. "Developments in 2013 and 2014



A Steiger T460

was mainly in the High Performance range, together with expansion to new markets such as Australia," says Strotmann. "MJ Rental in Melbourne purchased two 46 metre platforms in 2012 and it is now taking its 10th big Ruthmann topped with a 63 metre unit. They were a reference customer and from them we found dealer Nifty-Lift which covers Australia."

The company has grown revenues from €50 million in 2010 to €109 million in 2014 made up of €75 million of new product sales - including Versalift - €13 million of service, €15 million Ruthmann finance and €6 million from Ruthmann Austria. It says that 2015 will be at least as good. You cannot fail to be impressed with the way Ruthmann goes about its business. The company is certainly determined to be the clear market leader and looks well placed to succeed.



A Steiger T300



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# A positive mixed year

Our annual survey of rental rates in the UK and Ireland - now in its 15th year - received another solid response from our rental company reader, helping provide an interesting and quite telling overview of the market. While not as positive as this time last year, it remains encouraging overall.

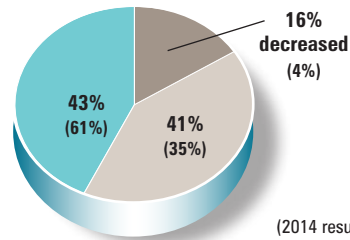
The vast majority of respondents reported that rates during the year stayed the same or improved, although a slower second half probably tempered views of how the year was for many respondents. In spite of this most are more optimistic for 2016, and in many cases intend to continue to expand their fleets. This is almost certainly driven by strong utilisation levels during the year, but perhaps it might be better if these high activity levels pushed rates higher, rather than encouraging too much expansion? We welcome your comments and questions.



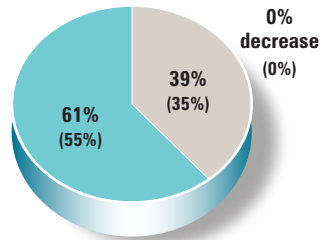
## Crane rates

### Crane hire rate trends

Crane hire rates over the past 12 months have:



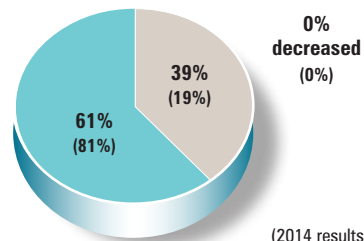
Crane hire rates during the next 12 months will:



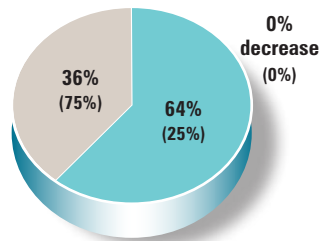
Rates have not performed as well in 2015 as they did in 2014 in terms of growth and in some areas there were signs of a fall-back. In spite of this most companies are positive for the new year with the majority expecting them to rise.

## Crane fleet size

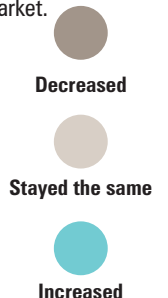
Crane fleet size over the past 12 months have:



Crane fleet size over the next 12 months will:



The vast majority of crane owners expanded fleet size in 2015 as a result of better rates, more work and a catch-up from the recession. For 2016 companies are more focused on consolidating the improvements and replacing rather than expanding. A mature reaction to the market.



# 2015 rental rates survey C&a

## 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	£476 ▲	£400 ▲	£510 ▼	£515 ▲
30 to 45 tonnes	£527 ▲	£440 ▲	£600 —	£588 ▲
50 to 65 tonnes	£632 ▲	£600 ▲	£680 ▼	£700 ▲
70 to 85 tonnes	£787 ▼	£700 —	£880 ▼	£846 ▼
95 to 125 tonnes	£1,170 ▲	£980 ▲	£1,500 —	£1,408 ▲
135 to 200 tonnes	£2,163 ▲	£1,800 ▲	£2,700 ▼	£2,451 ▲
210 to 350 tonnes	£3,661 ▲	£2,500 ▲	£5,000 ▲	£3,420 ▲
350 to 600 tonnes	£4,624 ▲	£4,250 ▲	£5,500 —	£8,219 ▲
Over 600 tonnes	£15,293 ▲	£14,500 ▲	£17,500 ▲	£18,210 ▲
Mobile Tower (4 to 5 axles)	£1,240 ▼	£1,000 ▼	£1,500 ▲	£1,600 ▲
Mobile Tower (6 to 7 axles)	£1,983 ▲	£1,850 ▲	£2,100 ▲	£2,850 ▲

## Utilisation and percentage of initial cost

### Mobile cranes

Crane size	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 30 tonnes	69%	20%	85%	0.8%
30 to 45 tonnes	79%	70%	85%	0.8%
50 to 65 tonnes	79%	70%	85%	0.8%
70 to 85 tonnes	70%	55%	90%	0.9%
95 to 125 tonnes	68%	55%	65%	0.8%
135 to 200 tonnes	76%	60%	85%	0.9%
210 to 350 tonnes	73%	50%	90%	0.7%
350 to 600 tonnes	80%	75%	90%	•
Over 600 tonnes	•	•	•	•
Mobile Tower (4 - 5 axles)	77%	70%	50%	•
Mobile Tower (6 - 7 axles)	83%	70%	90%	•

• = Insufficient Data

### Weekly rates for crawler cranes

Crane size - Operated	Average	Lowest	Highest	Ideal
Up to 50 tonnes	£2,250 ▲	£1,950 ▲	£2,750 ▲	£3,225 ▲
50 to 60 tonnes	£1,650 ▼	£1,600 —	£1,700 ▼	£2,038 ▲
70 to 80 tonnes	£2,978 ▲	£1,850 ▲	£2,750 ▼	£3,720 ▲
90 to 100 tonnes	£2,773 ▲	£2,250 ▲	£3,210 ▲	£4,500 ▲
120 to 150 tonnes	£3,209 ▲	£2,950 ▲	£3,750 ▲	£5,920 ▲
180 to 250 tonnes	£5,316 ▲	£5,000 ▲	£5,500 —	£6,000 ▲

### Crawler cranes

Crane size	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 50 tonnes	78%	65%	85%	0.8%
50 to 60 tonnes	64%	50%	75%	0.7%
70 to 80 tonnes	72%	60%	80%	0.6%
90 to 100 tonnes	81%	70%	90%	0.6%
120 to 150 tonnes	83%	80%	85%	0.6%
180 to 250 tonnes	60%	50%	75%	0.4%

### Weekly rates for tower cranes

Flat tops and saddle jibs	Average	Lowest	Highest	Ideal
Less than 70t/m	£623 ▲	£600 ▲	£750 ▲	£850 ▲
120t/m	£1,147 ▲	£900 ▲	£1,200 ▲	£1,350 ▲
200t/m	£1,469 ▼	£1,350 —	£1,500 ▼	£1,650 ▲
300t/m	£2,061 ▼	£1,500 —	£2,250 ▲	£2,312 ▲
Luffers	Average	Lowest	Highest	Ideal
Less than 70t/m	£1,371 ▼	£1,200 —	£1,600 ▼	£1,530 ▲
100t/m	£1,628 ▲	£1,450 ▲	£2,100 ▲	£2,131 ▲
180t/m	£2,250 ▲	£2,000 ▲	£2,750 ▲	£2,730 ▲
300t/m	£2,666 ▲	£2,500 ▲	£3,600 ▲	£4,700 ▲
Self Erectors	Average	Lowest	Highest	Ideal
Self Erectors	£823 ▼	£675 ▲	£995 ▼	£1,022 ▲

### Tower cranes

Flat tops and saddle jibs	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Less than 70t/m	71%	65%	85%	0.7%
120t/m	78%	80%	85%	0.7%
200t/m	80%	75%	90%	0.5%
300t/m	80%	75%	90%	0.6%

### Weekly rates of other cranes

Crane size	Average	Lowest	Highest	Ideal
Pick & Carry	£1,246 ▲	£500 ▲	£2,300 ▲	£1,550 ▲
Spider cranes (< 5 tonnes)	£1,472 ▲	£750 ▲	£2,450 ▲	£1,800 ■
Spider cranes (> 5 tonnes)	£1,789 ▲	£950 ▲	£2,650 ▲	£2,100 ■

Luffers	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Less than 70t/m	92%	85%	100%	0.6%
100t/m	90%	80%	95%	0.7%
180t/m	90%	85%	95%	0.7%
300t/m	75%	60%	85%	0.9%

Self erectors	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Self Erectors	76%	65%	80%	0.8%

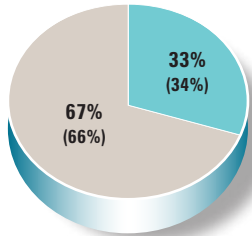
### Other cranes

Crane type	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Pick & Carry	52%	30%	80%	1.5%
Spider cranes (< 5 tonnes)	75%	55%	90%	1.2%
Spider cranes (> 5 tonnes)	81%	70%	90%	1.2%





## What percentage of your jobs are contract lifts?



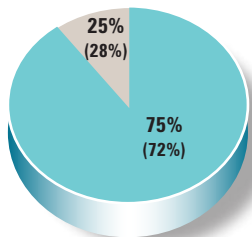
(2014 results)

**Contract lifts**      **Pure crane hire**

Little change in this area with around two thirds of all lifts remaining as pure crane hire.



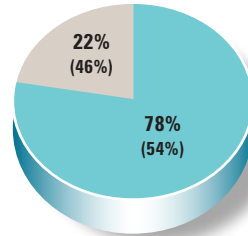
## Who does your Thorough Examinations?



**Third party**      **In house**  
(2014 results)



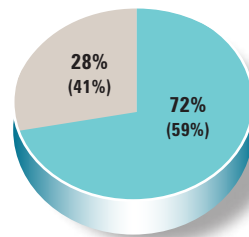
## Would you recommend the crane hire industry to your children?



**Yes**      **No**  
(2014 results)

Predictably the improvements in the industry and opportunities for the next few years has encouraged more companies to tick the yes box.

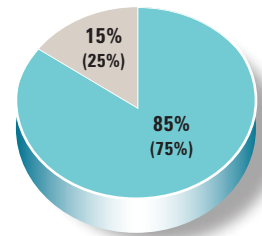
## Should cranes be subject to MOT's?



**Yes**      **No**  
(2014 results)

A strong surge towards the Yes camp possibly due to the publicity surrounding the Baldwins corporate manslaughter trial at the time companies were responding?

## What percentage of your operators are?



**Employed**      **Freelance**  
(2014 results)

This now seems an almost dead question, the threat towards agency drivers seems to have shifted back towards full time operators.

## Average fleet age in years

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

## Respondent's comments

"A lot of cranes have been taken out of the marketplace over the past few years and this is helping with keeping rates up. Companies are still underselling themselves. How many companies charge cancellations - and do they claim them even from other crane hire companies when cross hiring?"

"Rates are getting a little better but historically they are still ridiculous, the smarter companies are managing to make a decent return though."

"Rental rates are better but still not at levels that justify the massive investment required. Crane hire companies must stop being busy fools and relying on employees to work all hours that god gives to make it work."

"Lack of even routine maintenance is an inherent problem within the industry, poor hire rates result in little available down time for machines to be worked on. Crane hire companies just don't have the financial resources to stand the cranes down for routine maintenance to be carried out. Road accidents like the tragic 500 tonne Baldwin one will continue to happen unless some form of MOT is introduced."

"Rates in the UK are so low and everyone wants new equipment that it's always safety that takes a bashing. Something has to give, whilst I appreciate it's not an excuse, owners are under pressure to stay in business and in doing so they risk compromise or at least some people in the organisation do. Main clients should stop being cheapskates and protect the industry by paying the right money."



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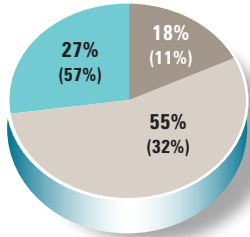


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# Powered Access rates

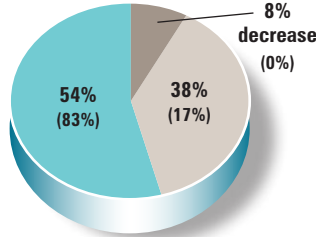
## Rate trends

Access rates over the past 12 months have:



(2014 results)

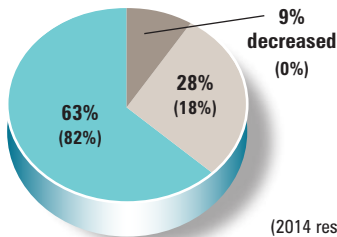
Access rates during the next 12 months will:



Rental rate growth has clearly slowed with some respondents reporting a slip back in some categories. However the vast majority report stability which is even more positive given the fact that fleets have grown and a number of rapidly growing new entrants have joined the market. The vast majority of respondents are positive for 2016 which given the slower third quarter last year is encouraging.

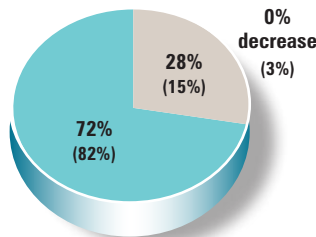
## Fleet trends

Fleet size over the past 12 months have:



(2014 results)

Fleet size over the next 12 months will:



Fleet expansion has slowed a little compared to last year, but the majority of respondents still reported further growth in 2015. A surprising 72 percent plan to continue this in 2016 in spite of the fact that only half believe there is any chance of rates improving and while a gap still exists between actual rental rates and ideal rates.



## Weekly rental rates by general category

Electric self-propelled scissor lifts

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

Platform Height	Average	Lowest	Highest	Ideal
Under 5 metres	£88 ▼	£45 ▲	£130 ▼	£109 ▼
6 metres (19/20ft)	£106 ▲	£75 ▲	£150 ▼	£132 ▼
8 metres (26ft)	£139 ▲	£117 ▲	£190 ▲	£168 ▲
9-10 metres (30-33ft)	£141 ▲	£115 ▲	£240 ▲	£196 ▲
11-12 metres (36-39ft)	£214 ▲	£170 ▲	£240 ▼	£251 ▲
13-17 metres (42-55ft)	£271 ▲	£175 ▲	£480 ▲	£278 ▼
17-22 metres	£528 ▼	£495 ▲	£585 ▼	£600 ▲
Over 22 metres	£733 ▼	£635 ▼	£780 ▼	£833 ▼

## C&A 2015 rental rates survey



### Push around scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
Push Arouns	£47 ▼	£35 ▲	£70 ▼	£81 ▲
Portable	£114 ▲	£52 ▲	£185 —	£200 ▲

### Diesel/bi-energy scissor lifts

Platform Height	Average	Lowest	Highest	Ideal
8 metres (26ft)	£189 ▲	£152 ▲	£240 ▲	£202 ▲
9-10 metres (30-33ft)	£223 ▲	£159 ▲	£290 ▲	£233 ▲
11-12 metres (36-42ft)	£236 ▲	£165 ▲	£290 ▲	£261 ▲
13-17 metres (43-56ft)	£293 ▲	£180 ▲	£350 ▲	£345 ▲
17-22 metres	£296 ▲	£225 ▲	£300 —	£350 ▲
Over 22 metres	£782 ▲	£730 ▼	£800 —	£899 ▼

### Electric self-propelled booms

Platform Height	Average	Lowest	Highest	Ideal
Under 11 metres	£237 ▲	£220 ▲	£255 ▲	£320 ▲
10-12.5 metres (32-40ft)	£236 ▼	£200 —	£380 ▲	£290 ▼
Over 14 metre (45ft plus)	£321 ▲	£240 —	£475 ▲	£426 ▲

### Mast booms

Platform Height	Average	Lowest	Highest	Ideal
8 metres	£161 ▼	£155 ▲	£170 ▲	£320 ▲
10 metres	£209 ▼	£160 ▼	£280 ▼	£279 ▲

### Rough Terrain articulated booms

Platform Height	Average	Lowest	Highest	Ideal
12-14 metres (39-45ft)	£230 ▲	£200 ▲	£350 ▲	£291 ▲
15-16 metres (49-52ft)	£257 ▼	£220 ▲	£295 ▼	£321 ▼
17-19 metres (56-62ft)	£339 ▼	£235 ▲	£450 ▲	£377 ▼
20-23 metres (65-70ft)	£399 ▲	£350 ▲	£590 ▲	£452 ▲
24-26 metres (80-86ft)	£593 ▲	£396 ▼	£980 ▲	£783 ▲
Over 27 metres	£1,212 ▲	£1,104 ▲	£1,350 ▲	£1,656 ▲

### Straight telescopic booms

Platform Height	Average	Lowest	Highest	Ideal
Under 17 metres (40-46ft)	£228 ▲	£210 ▲	£265 ▲	£329 ▲
20-23 metres (60-70ft)	£387 ▲	£300 ▲	£423 ▼	£494 ▲
24-26 metres (80-86ft)	£498 ▼	£500 ▲	£570 ▼	£691 ▲
Over 27 metres	£1,202 ▲	£1,025 ▼	£1,500 ▲	£1,532 ▲

## Weekly rental rates by general category (continued)

### Trailer lifts

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

Platform Height	Average	Lowest	Highest	Ideal
12-13 metres (30-38ft)	£187 ▼	£185 ▲	£320 ▼	£267 ▼
17 metres (50ft)	£349 ▲	£220 ▼	£600 ▲	£333 ▼
Over 20 metres	No Data	No Data	No Data	£575 —

### Spider lifts

Platform Height	Average	Lowest	Highest	Ideal
Up to 15 metres	£435 ▼	£160 ▼	£600 ▼	£521 ▼
16-20 metres	£663 ▲	£220 ▼	£800 ▼	£810 ▲
20-25 metres	£1,122 ▲	£800 ▲	£1,920 ▲	£1,472 ▲
26-35 metres	£1,789 ▲	£1,650 ▲	£1,800 ▼	£2,108 ▲
Over 35 metres	£2,120 ▼	£2,000 ▼	£2,200 ▼	£2,599 ▲



### Van mounts - Weekly rates

Platform Height	Average	Lowest	Highest	Ideal
Up to 13 metres	£374 ▲	£350 ▲	£410 ▲	£405 ▲
13 to 17 metres	£482 ▲	£375 ▲	£550 ▼	£506 ▲
Over 17 metres	£661 ▼	£625 ▼	£725 —	£932 ▲

### Truck mounts - Daily rates

Platform Height	Average	Lowest	Highest	Ideal
under 25 self drive	£221 ▼	£154 ▼	£305 ▼	£309 ▼
22-35m with operator	£397 ▼	£390 ▲	£450 ▼	£491 ▼
36-45 metres	£677 ▼	£550 ▲	£900 ▼	£894 ▲
46-70 metres	£1,106 ▼	£975 ▲	£1,350 ▼	£1,650 ▲
Over 70 metres	£2,492 ▲	£2,250 ▲	£2,500 ▼	£3,430 ▲

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



## Utilisation and Returns

### Electric self-propelled scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	71%	60%	75%	1.7%
6 metres (19/20ft)	69%	65%	75%	1.8%
8 metres (26ft)	72%	68%	78%	1.4%
9-10 metres (30-33ft)	73%	66%	80%	1.5%
11-12 metres (36-39ft)	69%	50%	81%	1.6%
13-17 metres (42-55ft)	82%	45%	90%	1.2%
17-22 metres	71%	56%	75%	1.0%
Over 22 metres	77%	75%	81%	1.0%

### Push around scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Push Arouns	63%	49%	78%	1.5%
Portable	71%	60%	90%	2.2%

### Diesel bi-energy scissor lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres (26ft)	78%	52%	78%	0.9%
9-10 metres (30-33ft)	79%	66%	87%	0.9%
11-12 metres (36-42ft)	74%	60%	82%	0.7%
13-17 metres (43-56ft)	76%	60%	88%	0.6%
17-22 metres	74%	65%	86%	0.7%
Over 22 metres	72%	60%	80%	0.8%

### Electric self-propelled booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 11 metres	76%	60%	78%	1.1%
10-12 metres (32-40ft)	74%	65%	76%	1.0%
Over 14 metre (45ft plus)	81%	68%	92%	0.9%

### Mast booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
8 metres	60%	45%	80%	1.1%
10 metres	71%	53%	80%	1.6%

### RT articulated booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-14 metres (39-45ft)	55%	30%	75%	1.2%
15-16 metres (49-52ft)	73%	50%	86%	0.9%
17-19 metres (56-62ft)	76%	60%	85%	0.8%
20-23 metres (65-70ft)	86%	68%	92%	0.6%
24-26 metres (80-86ft)	79%	57%	89%	0.6%
Over 27 metres	72%	55%	82%	1.0%



## Straight telescopic booms

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 17 metres (40-46ft)	82%	43%	95%	0.7%
20-23 metres (60-70ft)	76%	61%	88%	0.7%
24-26 metres (80-86ft)	77%	68%	80%	0.7%
Over 27 metres	69%	55%	85%	1.0%

## Trailer lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
12-13 metres (30-38ft)	52%	36%	65%	1.6%
17 metres (50ft)	49%	18%	65%	2.5%
Over 20 metres	No Data	No Data	No Data	No Data

## Spider lifts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 15 metres	44%	10%	60%	1.4%
16-20 metres	54%	26%	75%	1.7%
20-25 metres	56%	21%	80%	2.1%
26-35 metres	57%	45%	65%	1.4%
Over 35 metres	63%	50%	66%	1.1%

## Van mounts

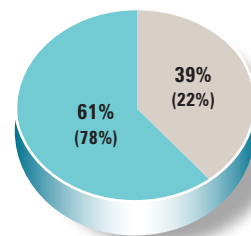
Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Up to 13 metres	66%	50%	86%	1.2%
13 to 17 metres	63%	40%	85%	1.1%
Over 17 metres	74%	65%	70%	1.2%

## Truck mounts

Platform Height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
3.5 tonne chassis	64%	49%	75%	0.7%
7.5 tonne chassis	73%	55%	80%	0.9%
36-45 metres	71%	57%	75%	1.4%
46-70 metres	66%	58%	75%	1.2%
Over 70 metres	88%	80%	90%	1.4%



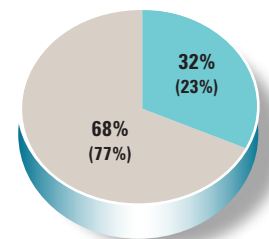
Would you recommend the access industry to your children?



Yes No (2014 results)

A surprising upturn in the number of respondents answering No to this question possibly indicating a tougher four or five months leading up to the survey?

Who does your Loler Thorough Examinations?

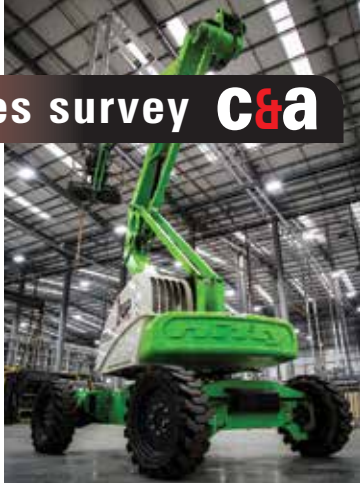


Third party In house (2014 results)

The trend towards third party inspections continued after stalling last year, but this also hides the fact that a number of companies use both methods. Next year we will modify the question.

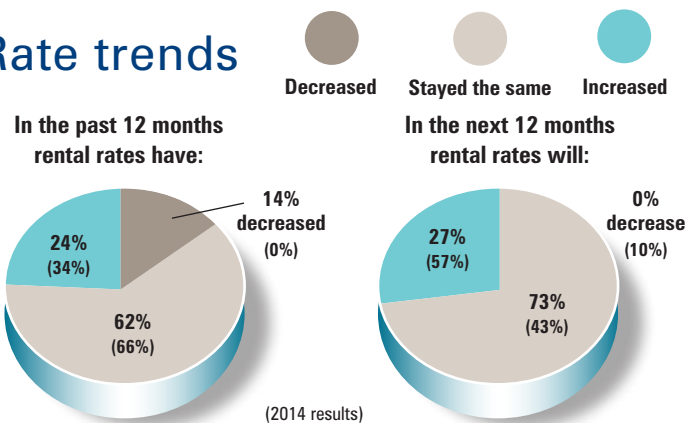
Average fleet age in years

Average	Lowest	Highest
3.4 (3.7)	2 (1)	5.9 (8)



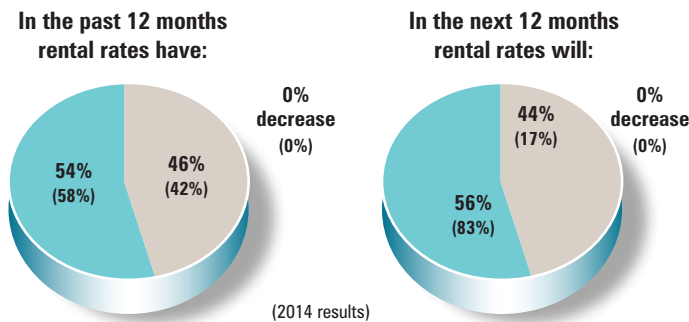
## Telescopic handler rental rates

### Rate trends



Rate growth slowed compared to last year as a large number of new machines were added and the catch-up from the slow-down came into balance. Overall it looks like rates stalled although the story is different for each size of machine. It is interesting to note that no one expects rates to fall this year, but then that was also the case last year and yet 14 percent of respondents did experience lower rates. This year more respondents are taking a pragmatic view that rates will stagnate, possibly because rates are reaching levels that our respondents consider to be 'ideal'.

### Fleet size



Every respondent maintained or increased fleet size this year and interestingly the average age of equipment dropped significantly, possibly due to one or two aging fleets dropping out or not responding. For 2016 the industry looks divided between maintaining fleets at this year's levels and expanding them. No-one admitted to cut-back plans.



## Access respondent's comments

"Machine manufacturers must not, whatever they do, bow to pressure from the slicker operators who push them for silly deals. If these guys would use the advantages of a good deal to make a bigger margin that would be fine, but they don't they just use it to justify price cutting. And some of the worst offenders are those on their second time round who ought to know better. They are just looking for a quick buck and ego satisfaction."

"In the last four to five months there have been a number of new machines hitting the market. The UK is becoming saturated and the only thing that will suffer will be rental rates and returns, which accordingly will reflect in corners being cut from a safety and inspection perspective. Manufacturers prices are not being reflected in rental rates and the quality of salesmanship amongst the 'Nationals' is lamentable. Additionally, too many incredibly greedy individuals who have made their money first time around have come back into the market, which is not helping. Quality of service is everything and too many organisations are running too close to the edge and we feel that there will be casualties in the near future."

"Some of the national companies are saying one thing and then doing the opposite, in one case they told their local staff to take the business from us no matter what the price - even if it was free."

"There is a change going on with better construction companies beginning to understand that messing about with cut-price rates amounts to a good deal less than the cost of chopping and changing between suppliers. I hope that this is a trend that will continue and grow."

"This has been a good year - a bit soft in the autumn, but good - as we go over the winter everyone needs to hold their nerve and demand a fair price for a good service and good kit."

"Rates for big truck mounts are improving despite the increase in the machines on the market in the past two years. Hire companies that re-rent still seem to have a problem checking the rate with a specialist before quoting their customer!"

"We are not prepared to disclose our average rates or utilisation but I know that we achieve much better rates than some/most of our competitors and better rates than what we are often accused of. The market needs to up its game, I have filled in the generic questions, hope this of some use."



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## Weekly rental rates for telehandlers

### Fixed frame

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

Lift height	Average	Lowest	Highest	Ideal
Under 5 metres	£247 ▼	£210 ▲	£290 ▼	£303 ▼
5 to 7 metres	£267 ▼	£205 ▲	£325 —	£330 ▼
8 to 10 metres	£299 ▼	£230 ▲	£395 ▼	£335 ▼
11 to 13 metres	£322 ▲	£250 ▲	£425 ▲	£399 ▲
14 to 15 metres	£347 ▲	£275 ▼	£450 —	£429 ▼
16 to 18 metres	£457 ▲	£390 ▲	£535 ▲	£529 ▼
Over 18 metres	£662 ▼	£650 ▼	£700 ▼	£778 ▲

### 360 degree

Lift height	Average	Lowest	Highest	Ideal
Under 20 metres	£721 ▲	£675 ▲	£800 ▲	£822 ▲
20 to 25 metres	£1,010 ▼	£900 ▼	£1,100 —	£1,316 ▼
Over 25 metres	£1,302 ▲	£1,150 ▲	£1,500 —	£1,604 ▲

## Utilisation and return on investment

### Fixed frame

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 5 metres	79%	65%	95%	0.7%
5 to 7 metres	76%	70%	85%	0.8%
8 to 10 metres	78%	63%	85%	0.8%
11 to 13 metres	77%	65%	90%	0.7%
14 to 15 metres	83%	74%	95%	0.9%
16 to 18 metres	80%	75%	85%	0.8%
Over 18 metres	93%	85%	100%	1.1%

### 360 degree

Lift height	Utilisation			Average rate as % of initial cost
	Average	Lowest	Highest	
Under 20 metres	74%	65%	80%	0.7%
20 to 25 metres	76%	70%	80%	0.8%
Over 25 metres	88%	80%	100%	0.9%

## Percentage of units going out with work platform attachments:

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

Type	Average	Lowest	Highest
Fixed frame	2.0% ▲	0% —	5% ▲
360 degree	9.0% ▲	0% —	20% ▲

## Who does your LOLER Thorough Examinations?



Very little change here with around two thirds preferring to do them in-house.

## Average fleet age in years

Average	Lowest	Highest
3.2 (3.1)	1 (1)	6 (12)

## What other products do you provide?

Cranes	Access	General Plant	Tools
9% (3.1)	36% (28)	44% (41)	21% (23)

This was intended to determine any trends in the type of rental company that offer telehandlers given that is not a specialist item like access and cranes. Clearly the majors such as Hewden, A-Plant and HSS influence this in that they all offer access and telehandlers. The combination of access and telehandlers is growing, probably more driven but the national generalists and telehandler rental companies getting into access, rather than access companies getting into telehandlers.



## Respondent's comments

"Business has been good this year with a lot more happening, but too many machines at the smaller end now and some companies - and they know who they are - are dropping the price to keep them busy."

"Funny year 2015 - not bad but I'm not as optimistic as when I did this a year ago - can't put my finger on it but maybe too many changes up in the air?"

"We have been buying teles this year and have added a good few to the fleet building it back to what we had before the crash. Rates need to go up still. We are going to add some rotos this year that'll be interesting!"

"The big thing for next year (2016) is what happens with the big merger you have to hope it will add more stability to rates or even be a positive influence but not holding my breath."

### Comment from a contractor/reader - not sector specific

I see you are looking for information on the rate guide again, I wanted to say that this is always an enjoyable read in so many ways. As an outsider which regular hires equipment I can tell you that suppliers are their own worst enemy, they don't have enough respect for the service they provide, well some of them! We can get the same or sometimes better prices from the best players - it's like buying a Beamer at a Lada price. Great for us but you have to worry how long they can go on like this. Great for us, but it is more important for us that they maintain the service and continuity and I am not sure that some can. Just look at some of the experimentation going on. Enough said, keep up the good work.

# Crawler telescopic on the right track

In recent years telescopic crawler cranes have probably been the fastest growing sector of the full size crane market - at least in terms of new product introductions. This is a real turnaround, as for many years this sector was beyond niche, with only a few specialist players in the market, as most crane buyers preferred wheeled telescopic and lattice boomed crawlers. And as new lattice crawlers became ever easier to transport and rig, the telescopic crawler seemed even less viable a proposition. However small crawlers - up to about eight or 12 tonnes - began to find favour with rental companies in Japan and gradually elsewhere. This minor trend - spurred on by the increasing popularity of spider cranes - seemed to encourage buyers to take a more open minded view towards telescopic crawler cranes.

As the demand for mobile cranes to have longer booms and greater capacities grew while remaining fully road legal and compact - so their set-up time and logistics to get to site increased, narrowing the gap between an All Terrain and a telescopic crawler in terms of transport and set up costs. Other advantages of the telescopic crawler also began to be appreciated such as their smaller working footprint, pick & carry duties and ability to travel

on site while rigged. Initially capacities ranged from 20 to around the 80 tonnes or so, but Liebherr appeared to blow that wide open with its 1,200 tonne LTR 11200 and its 100 metre boom in 2009. The LTR 11200 has recently been discontinued, but remains the largest capacity telescopic crawler ever made. Its 'baby' brother the 220 tonne Liebherr's LTM 1220 is currently the largest made.



The 100 tonne Link-Belt TCC 1100

**C&A** telescopic crawlers



A 100 tonne Liebherr LTR 1100

Liebherr says that it ceased production of the LTR 11200 because most customers preferred the LTM 112000-9.1 All Terrain and more recently the 750 tonne LTM 1750-9.1 for turbine installation work. The higher wind turbines are also better suited to lattice boom crawlers in the 600 to 750 tonne class than a 1,200 tonne telescopic. A few high profile telescopic boom collapses due to wind/swinging loads also put some buyers off, with the notion that a cable supported lattice boom was more tolerant of such conditions.

So why are telescopic crawler cranes increasing in popularity in the lower capacity ranges? The number of models on offer between 40 and 150 tonnes has blossomed as have the number of companies producing them. Two of the main reasons is that they are relatively easy to transport and are ready to work in a relatively short space of time. Once on site the crawler undercarriage provides low ground bearing pressures and decent pick & carry duties. Add in a compact operating footprint and the absence of outriggers pads and mats or need for temporary access roads and the economics begin to look very good for many applications.

## History lesson

Telescopic crawler cranes have been around for a good deal longer than many people realise, although in the early days most crane buyers simply did not understand the point

of them. After all the whole purpose of a telescopic boom on a crane was that it could travel on board with the crane and then extend quickly once on site, ready to work in minutes without the need for boom rigging or additional people and vehicles - perfect for quick lifts and creating the 'taxi crane' market. The down side of course was that capacities simply did not compare with the lattice equivalents. For many years a 25 tonne telescopic was no match whatsoever for a 25 tonne lattice crane. A crane that had to be transported to site on the back of a truck was likely to stay a while and so it made no sense at all to equip it with an inferior telescopic boom. For jobs where there was a compelling reason for a telescopic boom crane, the Rough Terrain

*Sennebogen surprised many with its 120 tonne 6113E with 40 metre full power boom*





*A 25 tonne Marchetti available in the UK from AGD Equipment*

crane moved faster, was lighter and less expensive.

Crawler cranes do however offer very low ground bearing pressures and can handle more challenging terrain than any wheeled crane. They are also more adept at travelling with their booms and jibs in place and are more stable for pick & carry applications.

However another fact likely to have slowed the development of telescopic crawlers was their substantially higher price compared to the abundant cheap small lattice crawler cranes on the market - both new and used - while plenty of rental companies owning older crawlers in their fleets were happy to rent them out at very keen prices especially on long-term contracts.

Rental companies only purchased a telescopic crawler for specific customer requirements, such as jobs where a crawler crane with telescopic boom was essential such as on larger tunnel contracts, or where a crane had to move back and forth through an area with overhead obstructions. While most telescopic crane manufacturers dabbled in the market, producing the one-off specials, they tended to use existing superstructures bolted to an existing chassis. Grove was one of the first in the market as far back as 1967, along with Coles in the UK and Kato in Japan. The market developed slowly with a few specialist manufacturers entering

the market in the early 1980s such as Spandek-Mantis in the USA and IHI in Japan.

Both companies took the product more seriously, finding that there was demand for crawlers with heavy duty telescopic booms for heavy wall construction or in Japan duty cycle work, including pile driving. The relatively short main booms featured substantial overlaps between sections and heavy duty wear pads that could cope with abuse, allowing the booms to cope with lifting and travelling with the chassis out of level. The designs were driven by the principal that it was unrealistic to think users would try - let alone be able - to level a crawler crane to within one degree on most job sites. These super tough booms were useful bases for jibs and other applications such as clamshell and grapple work or pile driving - applications that were normally a no-no for telescopics. Contracts that needed a crawler crane for a wide range of lifts with short and long booms also found that telescopics could compete on duties as they could retract their booms in seconds to handle heavy loads, while lattice booms would have to be re-rigged which was time consuming and costly.

The principle participants in the market have all launched new cranes in the last year or two, here is a brief round up.



*A Cranemaster Mantis 200RS*



*A Tadano Mantis 15010 from AmQuip carrying out general construction duties*

## Mantis

Mantis telescopic crawler cranes were launched in 1979 after manufacturing company Spandek acquired the rights to the Turtle Telescopic cranes and introduced a nine and 11.9 tonne models. The company went on to introduce further models and also entered the special mobile cranes for re-railing and recovering locomotives as well as a number of other special heavy duty cranes. Spandek was acquired by Tadano from the Mitchell family in December 2008 and is gradually being integrated into the business. The crawler crane line now ranges from 27 to 120 tonnes.

Since acquiring Spandek, Tadano as done very little with it apart from working on raising quality and reliability levels to those found

in its other cranes - a process that can take a long time if the company's acquisition of Faun is anything to go by. However, earlier this year Tadano invested \$2.5 million to expand the Mantis crawler crane plant in Richlands, Virginia in anticipation of stepping up production as it begins to market the products more widely.

In spite of this Tadano does not seem to be in any particular rush and clearly the traditional Mantis buyers were already happy. For the North American market, Mantis has a range of eight models from 30 to 130 tons but it is only the largest GTC-1200 which is a true global Tadano-type machine. Apart from the GTC-1200 the Tadano offers three other machines internationally - the GTC 300, 400 and 700EX - with capacities of 27, 40 and 70 tonnes. Given the well-established



*The new Grove GHC75 lifting on a gradient*



*The Grove GHC130 tilting cab*



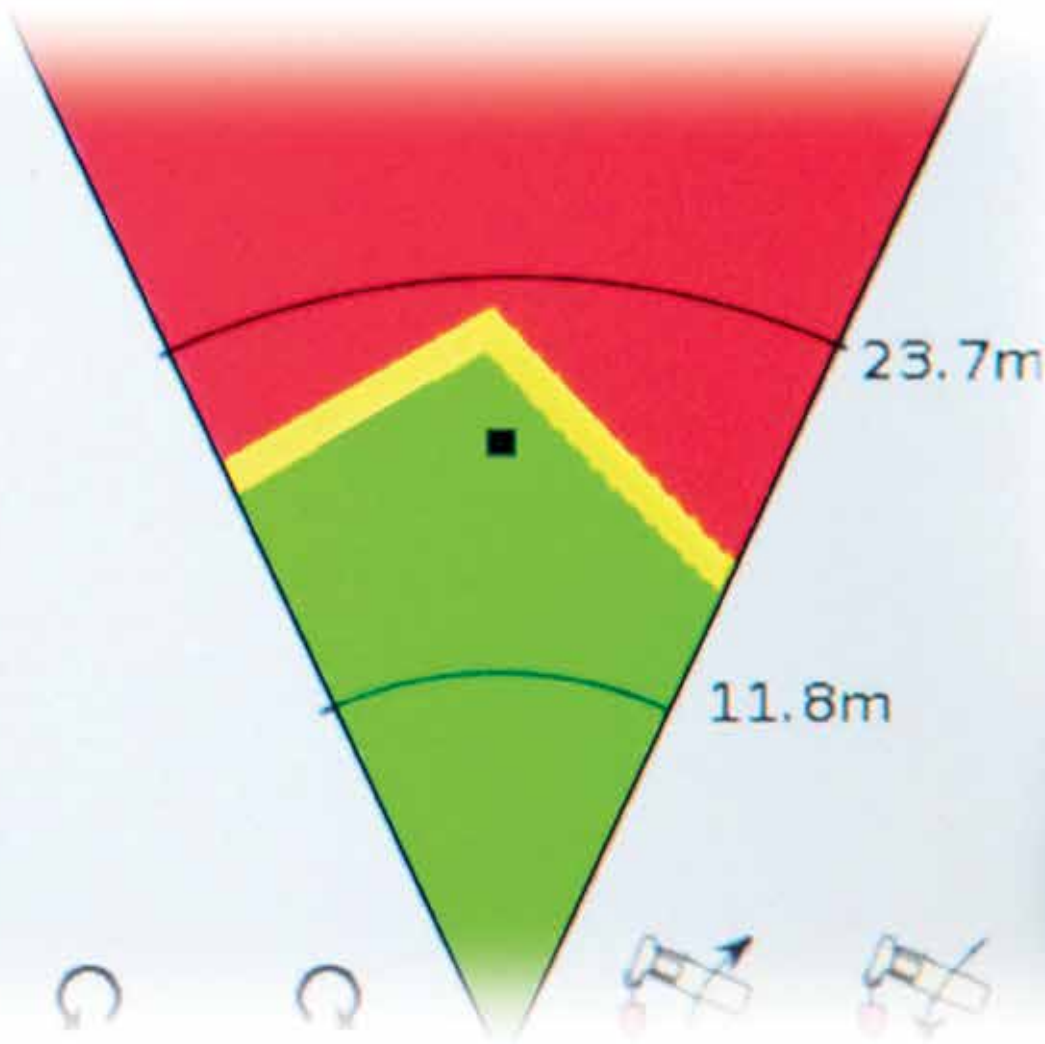
*MAIT launched the 28 tonne T28 last October*



*At the smaller end - a Maeda LC 383*

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## telescopic crawlers C&a

Mantis name in North America it may be many years before they are completely absorbed and rebranded as Tadanos as has now happened at Tadano-Faun.

### Smaller end of the market

Japanese spider crane company Maeda is re-engineering its mini crawler crane line, and changing the nomenclature from LC to CC. The LC was originally used because the cranes used a Komatsu LC excavator undercarriage. The new CC models will be built on Maeda undercarriages and use tier 3B/4 compliant Isuzu engines. Hence the LC1385 will be replaced by the CC1485 and the 4.9 tonne capacity LC 785B will become the CC985.

The first CC1485 was scheduled to be shipped at the end of 2015 and has been sold to Heli in Belgium, with the second and third units sold in the UK to mini crane rental company NRC and another un-named user. So far the LC1385 has had limited success, however the change of engine is attracting more interest. The new CC1485 will be lighter as it dispenses with the front blade but even so still weighs

almost 15 tonnes leading to more costly transportation.

### Liebherr line-up

Now that the world's largest telescopic crawler crane - the 1,200 tonne Liebherr LTR 11200 - is no more, the company's current range comprises the 60 tonne LTR 1060, the 100 tonne LTR 1100 and the 220 tonne LTR 1220. The company has confirmed that it will not launch any new telescopic crawler cranes at Bauma, saying that it is quite happy with the existing three model range, with sales particularly good in the USA, Germany, Australia, UAE, Russia, Belgium and the UK.

The company produced its first standard series production telescopic crawler - an LTR 1100 in 2005. However, it had built a telescopic crawler previously - a one-off special of its 800 tonne LTM 1800 for a Japanese company in 1990 - using the crawler base from its LR 1550 lattice crane. The LTR 1100 followed a similar route - combining the LTM1100 AT crane superstructure with the undercarriage of the lattice boomed LR1100, while full production



Liebherr LTR 11200



Link-Belt 1100



Hartinger Liebherr LTR 11200



A Maeda LC 1385



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*Weimann's Liebherr LTR 1100 lifting pre cast concrete sewage pipes*



machine, its development was spurred on by another request for a special.

The LTR 11200 followed a similar route using the 100 metre boom and superstructure from the LTM 11200-9.1 All Terrain crane. It was primarily aimed at the wind turbine erection sector however as explained above, increasing hub heights have meant that other cranes are now better suited to the task than the LTR 11200. Wind power plant manufacturer Enercon suggested Liebherr develop the telescopic crawler crane on a narrow track crawler chassis, which is optimised for travelling in a fully assembled state on the narrow roads typically found on wind farms. The extended crawler width is 4.8 metres and for full crane operation the LTR 11200 is supported on a cruciform outrigger base of 13 metres by 13 metres. The boom systems with Y-suspension as well as the fixed and luffing lattice fly jibs were well-known from the LTM 11200-9.1 are also incorporated in the crawler version of the 1200 tonne capacity crane.

One issue with using a 'thoroughbred', high strength, thin walled boom designed for road going All Terrains on a crawler chassis is how well it will cope with the dynamic loading of pick and carry applications and the side loadings that can occur in typical crawler type work. Mantis' design, as we have already mentioned,



*The new 125 tonne Link-Belt TCC-1400 is the company's largest telescopic crawler.*

**Sennebogen 653E**



allows for some mis-use almost factoring in that it will be abused and operated when off level. Crawler cranes with these long booms are more for specific lifting jobs, with substantial drop off of duties when operating out of level, and if used in this manner when fully extended are likely to buckle.

### Sennebogen

A year ago, German crane and material handling manufacturer Sennebogen unveiled its new 120 tonne telescopic crawler crane - the 6113E. Earlier hints from the company suggested the crane would have a 100 tonne capacity, but Sennebogen increased this by a further 20 tonnes making it 50 percent bigger than its previous largest crane, the 80 tonne 683. While Sennebogen manufactured its first telescopic crawler crane in 1978, this was more of a special, it began series production units in 1992 and now has a six model range running from eight to 120 tonnes.

The 6113E has a four section, 40 metre, full power boom with a three stage telescopic cylinder and a choice of an eight or 15 metre jibs and 12 metre lattice boom extensions, its maximum system height is 70 metres. The 6113E can also pick & carry 100 percent of its load and can work - with



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# telescopic crawlers C&a

*A Liebherr LTR 1060 on loading duties*



Marchetti makes a very nice 25 tonne machine which is perfect for restricted access sites. The smallest Sennebogen is 40 tonnes. Both make a 70 tonner, but they are quite different machines - the Marchetti has outriggers, is much lighter and has a longer boom. The Sennebogen range is also more diverse with models including 40, 50, 70, and 120 tonnes".

This year AGD has sold a total of eight Sennebogen telescopic cranes, including two 40 tonne 643Rs to the British Antarctic Survey and one to the CITB training centre. Fussey Piling has taken a 50 tonne 653R, while BPH has purchased a 653R plus two 70 tonne 673Rs. CLR Plant took a 673R, while AGD has added four 643Rs and two 653Rs to its rental fleet. Two 25 tonne Marchetti Sherpinas have also been sold with four 70 tonne Sherpa joined the AGD rental fleet.

"The demand for telescopic crawlers continues to increase," says Law. "The advantages of telescopic crawler cranes continue to be fast set up times, single truck deliveries, no rigging area required, smaller foot print and they are easy to fold up when close to roads and railway lines etc."

### Grove badged Sennebogens

The growth in the popularity of telescopic crawler cranes particularly in North America encouraged Manitowoc to find a quick solution for its lack of product, by announcing a long-term strategic

partnership with Sennebogen at the start of 2015. It branded three new cranes - the 50 tonne GCH55, the 70 tonne GCH75 and the 120 tonne GCH130 - with 30.4, 36 and 40 metre main booms. The cranes are based on Sennebogen's standard 653, 673 and 6113 telescopic crawler cranes and will be built alongside them at the Sennebogen plant in Straubing, Germany. The Grove badged units are sold exclusively in North and South America, and will be fully supported by Manitowoc Crane Care.

The initiative looks like a good move for both companies, with Sennebogen benefiting from the strong Grove/Manitowoc distribution network in the Americas. While Manitowoc will have a high quality product to compete with the Tadano Mantis and Link-Belt telescopic crawler cranes.

These are not the first Grove telescopic crawler cranes in addition to its early efforts, its Italian distributor Cerioli mounted 70 and then 80 tonne Grove superstructures to locally sourced crawler chassis in Italy in the mid to late 1980s.

### Link-Belt expands range

The other major North American manufacturer is Link-Belt which expanded its four model range - the TCC-450, TCC-500, TCC-750 and the TCC-1100 with capacities of 40, 51, 70 and 100 tonnes - when it launched the new 125 tonne TCC-1400 last summer. The TCC-1400 is a long boom crawler crane, with a six section 59.5 metre pinned boom, plus three part bi-fold swingaway lattice extension that takes the maximum tip height to 78.9 metres. Reduced load charts are available for the crane working at up to four degrees off level.

New features include an electronic inclinometer providing a digital readout of the cranes angle, a new auto idle feature for improved fuel economy, a centralised lubrication system and hydraulic pressure readouts in the cab. The normal transport weight for the new crane is just under 44 tonnes and wide base jacks help unload the crane and provide a stable base for self-assembly. Tapered axles instead of traditional stub axles make side frame/track installation easier

### Another addition

In October Italian crawler and foundation crane manufacturer MAIT launched the 28 tonne T28 telescopic crawler crane, designed to be transported fully assembled



*Sennebogen 673*



*Grove GCH55*



*A Hartinger LTR1100 helping with a turbine installation*

reduced capacity - on slopes of up to four degrees. The hydraulically extendible undercarriage uses eight metre long tracks with maximum 900mm wide pads. The overall width ranges from 3.95 to 6.3 metres. Sennebogen claims that the 6113E uses 30 percent less space when working than a similar capacity Rough or All Terrain crane. The cab can be inclined by 20 degrees, with the option of a 2.7 metre elevating cab, with 30 degrees of tilt. Power is provided by a Cummins diesel in either Stage 3a or Stage 4F configurations. Central lubrication is standard. In the UK the recent appointment of AGD Equipment as its distributor has paid off, with sales increasing steadily.

### Marchetti

AGD is already the Marchetti dealer, however according to managing director Robert Law: "there is little conflict between the two ranges,

at 39.5 tonnes. The main boom is stubby 23.4 metres, while power comes from a Tier 4 Cummins.

### In summary

Before selecting a telescopic crawler crane there are several critical factors to consider, such as ground conditions, the need for pick & carry duties and the type of work it will be used for - lifting and placing loads from a decent level base or heavy duty tasks on poor ground. The good thing is that there is now plenty of choice.



*A Tadano Mantis GTC-1200.*



*The 70 tonne Marchetti Sherpa at the Westfield shopping centre in London*



# Link-Belt TCC-1100 for fabrication

Daveco Welding in Alberta, Canada has taken delivery of a 100 tonne Link-Belt TCC-1100 telescopic crawler crane to handle fabricated modular components at its 32 acre facility in Wainwright.

The company - started by David Faas and wife Connie in 1981 - fabricates modular components used in oil terminal and pipeline facility upgrades. The TCC-1100 is able to travel throughout the Wainwright facility handling the larger finished components - weighing up to 68 tonnes - while smaller cranes such as the 50 tonne Link-Belt RTC-8050 Series II Rough Terrain, handle the box section and I-beams that make up the assemblies. The TCC-1100 is able to pick & carry the finished items to the holding area and then load them aboard the transport. For the largest lifts, the TCC-1100 joins with the 90 ton HTC-8690 Link Belt truck crane in a tandem lift.

"Since we needed a crane to lift components that never seem to be on a set schedule, we looked at purchasing our own cranes as a way of controlling costs," said Faas. "We are not paying rent on a machine when we aren't sure exactly when we will need it. With the advent of the larger components we are now building, we are using the cranes every day and gaining better control of our fabrication flow because they are readily available. The cranes are nice and easy to operate and we have had good luck with the dealer ES&S so we stayed with Link-Belt."

**C&a** telescopic crawlers



The 100 tonne Link-Belt TCC-1100 and 90 ton HTC-8690 truck crane tandem lift a 20 tonne metre skid at Davco's yard in Wainwright



The TCC-1100 places a fabricated I-beam on to a trailer

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# Alpine chairlift

The 60 tonne Liebherr LTR 1060 telescopic crawler crane owned by Swiss crane company Clausen has completed its second contract on the Matterhorn, helping construct a top station for the new Hörnli/Hirli chairlift, which replaces a 50 year old T-Bar lift, in the Zermatt ski area, at an altitude of 2,900 metres/9,500ft.

Last autumn the same crane was used on a 2,000 metre mountain railway

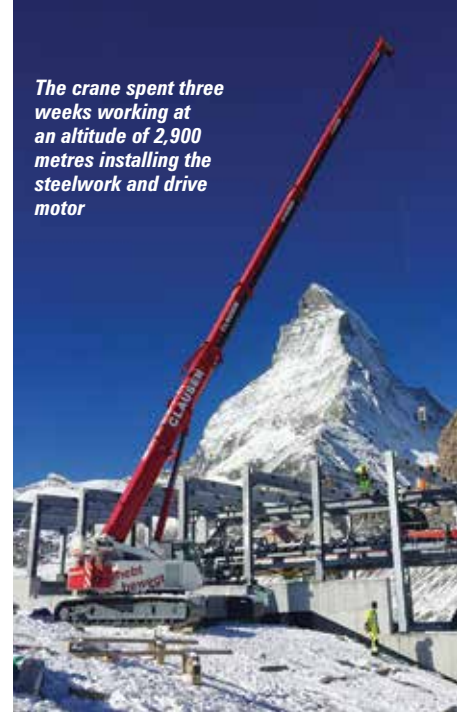


The LTR 1060 had to tackle gradients of up to 45 degrees

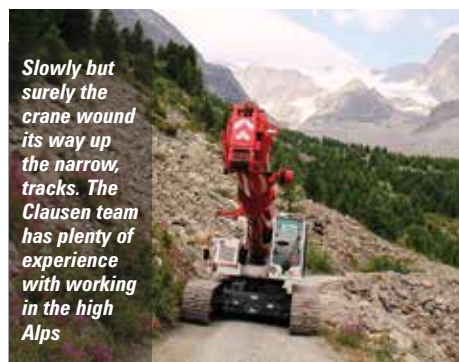
contract travelling up gradients of 40 percent. As before the biggest challenges involved getting to site up rough hiking paths. In mid-September Clausen transported the crane up a tight Alpine road to Stafelalp, at an elevation of 1,900 metres and around eight kilometres from the station. The LTR 1060 then covered the remaining distance under its own power, taking around five hours to get there. The biggest

hurdle was a two kilometre stretch with a gradient of 45 degrees. Once on site, the crane helped install the steel structure for the new station. It also helped assemble the drive motor, before pick & carrying the 16 tonne unit from the assembly site to the station, before lifting into place. After three weeks on the job, the crane tackled the downhill journey to Stafelalp.

The crane spent three weeks working at an altitude of 2,900 metres installing the steelwork and drive motor



The mountain station for the new Hörnli/Hirli chairlift is being built at the foot of the Matterhorn. The LTR 1060 overcame steep gradients to get to the site



Slowly but surely the crane wound its way up the narrow, tracks. The Clausen team has plenty of experience with working in the high Alps



When work was completed the LTR 1060 had to tackle the difficult descent

## Building bridges

German structural and civil engineering company König Bau has purchased a new Sennebogen 643 to carry out a wide variety of lifting tasks, including bridge building projects. With a 30 metre full power boom, the crane is able to place most formwork and structural elements on the company's projects. The crane's first job was a new bridge to Hohenleipisch. The operator said that the crane's stability, compact dimensions and freedom from outriggers were major advantages compared to All Terrain cranes.



König Bau using a new Sennebogen 643 telescopic crane is used for a variety of lifting tasks.

## Sennebogen 6113 on warehouse construction

One of the first Sennebogen 6113 telescopic crawler cranes - launched at the end of 2014 - is being used by Max Bögl in Germany on warehouse construction in the Tauernfeld/Deining industrial zone near its base in Neumarkt in der Oberpfalz, where the crane is lifting steel components up to 12 tonnes in weight. It is shortly due to go to work on a wind turbine contract where it will be required to lift its maximum load of 120 tonnes.

The 6113 has load charts for operating on inclines of up to four degrees, although it needs to be level to lift at full capacity. The tilting cab provides improved visibility, while the 'SENCON' control and diagnostic system supports the operator in everyday operations, allowing fine adjustments directly from the control panel.

The operator said that the crane's ability to telescope loads with its full power boom and pick & carry duties, convinced him the first time he used the crane, that it was the right machine for him. "It can move heavy parts anywhere on site safely. At the same time, the 40 metre boom allows me to operate over an extensive area from a central position," he said. "The crane is also quick and easy to transport thanks to the self-assembly system and the telescoping undercarriage provides impressive stability, even on dynamic work."



The new Sennebogen 120 tonne telescopic crane is being used by Max Bögl to lift steel and pre-cast concrete elements



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# A look back at 2015

**C&a** a look back at 2015

2015 was really not a bad year overall, yes it got a little tougher for some as we moved through the second half, while the senseless, mindless and cowardly violence seen in Paris and elsewhere risked increasing the levels of uncertainty. Oil prices plunged unexpectedly creating challenges in some parts of the industry, while providing relief in others. Long-suffering Southern Europe appears to have turned the corner but it looks as though we are heading into yet another uncertain year in 2016. During 2015 1,694 news reports were posted on the English service of [www.Vertikal.net](http://www.Vertikal.net) with a further 1,026 on the German service - a new record. All the news stories - totalling almost 29,000 - can be searched and accessed at any time with the simple click of the mouse.



**Kevin Parkes**, chief executive of UK rental company **Hewden**, announces his departure from the company.

**Terex Cranes** expands its **Explorer** range of ATs with the 130 tonne Explorer 5500.

UK rental group **AFI** acquires **Altitude Access**.

**HTC**'s tower crane operators accept a 14 percent pay increase.



**Jekko** ships its first 7.5 tonne SPX 1275CDH mini crane to the Netherlands.

**Sinoboorm Europe** is launched in Bergeijk, the Netherlands.

**Comansa Jie** launches a new flat top crane.



**Wolf Haessler** - the founder and previous owner of **Skyjack** - launches **WolfLift**.

**Manitou** launches a new version of its mast boom for the Australian market.

**TVH** acquires the assets of **C-Tech Industries**.

**Terex** acquires 98 percent of its **Topower** crawler crane joint venture in China.

**IPAF** issues the millionth **PAL** card.



German crane company **Wiemann** establishes a new access rental company.

**Satoru Oyashiki**, vice president of **Tadano Faun**, moves back to Tadano Japan after six years in the job.



German access rental company **Gerken** acquires the platform division of the **Willenbrock** group.



**Bobcat** unveils three new 10 and 12 metre telehandlers.

UK crane rental company **Lifterz Cranes** is closed and liquidated.



**Dinolift** appoints **Reachmaster** as its distributor for North America.

**Manitex** and **Terex** complete the **ASV** joint venture.

**Böcker** confirms **Alexander Böcker** as managing director taking over from father **Robert Böcker** who died a few months earlier.



The first **Liebherr** LR 11000 fitted with a **Power Boom** attachment goes to work.



The first production unit of **Maeda**'s new articulated spider crane arrives in Europe.

US **Marks Crane & Rigging** acquires **Neff Cranes & Rigging** of Lubbock, Texas.

**Hertz** appoints **John Tague** as chief executive, replacing **Mark Frissora**.

**IPAF** opens an office in **China** and appoints its first training centre in the country.

## World News..World News..



12 people are killed when gunmen storm **Charlie Hebdo** offices in Paris.



Saudi Arabia's **King Abdullah** dies - half-brother, **Crown Prince Salman**, assumes the throne.

Russia, Belarus, Armenia, Kazakhstan and Kyrgyzstan form the **Eurasian Economic Union**.



**Boko Haram** massacres more than 2,000 in **Baga**, Nigeria and surrounding villages.

**Lithuania** adopts the euro becoming the 19th Eurozone country.



The **Swiss National Bank** abandons the cap on the franc's value to the euro, causing turmoil in financial markets.

**Houthi** rebels take over the **Yemeni** capital ousting the government.





**Genie** launches a new 17 metre **GTH-1256** telehandler for North America.



**Alimak Hek** launches the new **SC 65/32** hoist.

UK rental group **AFI** acquires the assets of **Safe Access Solutions (SAS)**.

**Grove** unveils three telescopic crawler cranes in partnership with **Sennebogen**.



**Liebherr** unveils an innovative self-contained tower crane elevator dubbed the **LiUP**.



**Terex** acquires **Dueco - Terex Utilities'** largest distributor and mounting company.

**Hiab** launches the 90 tonne/metre **X-HiPro 1058**.



UK-based tower crane company **HTC Plant** sells its hoist division to **Reco Hoists**.

**Jekko** develops a 2.5 tonne **SPX 424** spider crane for the German market.

**Palfinger** exceeds €1 billion of revenue for the first time.

**Kobelco Cranes** opens its **Global Parts Centre** in Singapore.



**Iowa Mold Tooling (IMT)** adds the 22.3 tonne/metre 28562 loader crane to its range.

**Manitex** completes **PM group** acquisition and plans to build PM cranes in America.



Canadian-based **NCSG Crane & Heavy Haul** acquires **Energy Transportation of Wyoming**.

UK rental company **GH Johnson Crane Hire** buys two 80 tonne **Kobelco CKE800G** crawler cranes.

**Palfinger** launches the P-Fold assistance system on its **PALcom P7** remote controller.



**AFI** hires former employees **Brian Parker**, **Darren Kesterton** and **Paul Maxwell** as part of a new business development team.

**Alan Peck** is promoted to sales director for **Maeda** and **Böcker** dealer **Kranlyft UK**.

**Loxam UK** orders three 48 metre **Palfinger P480NX** truck mounted lifts

**David and John Barton** establish access rental company **Quick Reach**.

UK rental company **JMS Access** takes delivery of its 1,000th aerial work platform.

**Daniel Pitzer** replaces **Georg Diesch** as president of **Liebherr Cranes** in the USA.

**Genie** starts manufacturing telehandlers at the **Terex** facility in **Oklahoma City**.

**Hewden** appoints **Adrian Murphy** as its chief executive following the departure of **Kevin Parkes**.



**Gardemann**, the German subsidiary of Lavendon orders 50 **Ruthmann** truck mounted lifts in a deal worth €6.4 million.

**World News..World News.. World News**



Leaders from Russia, Ukraine, Germany and France agree a ceasefire and withdrawal of heavy weapons from **Eastern Ukraine**.

Daesh burn to death captured Jordanian pilot **Muath Kasasbeh**, the Jordanian government executes two terrorists and vows revenge.



The **Egyptian military** conducts airstrikes against rebels in Libya after more than a dozen Egyptian Christians are beheaded.

Russian opposition politician **Boris Nemtsov**, is shot dead in Moscow.



The **Africa Cup of Nations** semi-final between Ghana and hosts Equatorial Guinea becomes a "war zone" with riot police using tear gas and helicopters to restore calm. Ghana won 3-1.



The **HSE** finally launches prosecutions for the 2006 tower crane collapse in **Battersea**.

**JLG** launches three boom lifts, a large scissor and a redesigned line of telehandlers at the **ARA**.



**Ainscough Crane Hire** purchases eight new **Böcker AK44/4000** truck mounted cranes.

**Genie** unveils its new 150ft telescopic boom lift - the **SX-150**.



**Ruthmann** launches a new version of its 27m 3.5t truck mount - the **TB270+**.

**Skyjack** launches its new 82/86ft **SJ86TJ** and **SJ82T** telescopic boom lifts.

**Hiab** announces the 80 tonne/metre **X-HiPro 858**.

**CMC** delivers the first units of its 18.8 metre **S19N** spider lift.

**Snorkel** unveils six new models including its first telehandler.



Dutch cladding specialist **V.d. Tillaar** takes delivery of the first remote controlled **Magni** telehandler.

**Time Manufacturing** celebrates its 50th anniversary with new **Versalift** aerial work platforms.

**MEC** unveils its new 60ft **60J** telescopic boom lift.



**Imer Access/Iteco** appoints **Cumberland Platforms** as its UK distributor.

UK's **King Lifting** receives a new **Spierings SK599-AT5** mobile tower crane.

**Palfinger** and Russian truck manufacturer **Kamaz** begin two joint ventures.

**Skyjack** celebrates its 30th anniversary with **30 projects for 30 Partners**.

**Bangkok Airport** takes delivery of four 32 metre **Falcon FS320Z** spider lifts.

UK-based **Green Access Platforms** recruits **John Corrie**.

**Hong Kong** certifies its first female crane operator, **Janet Wong**, 25.



**AFI** acquires **Astra Training** from administration.

Dutch rental company **HWS** takes the first 60ft MEC 6092RT Rough Terrain scissor lift.

**MOBA** opens a subsidiary in Brazil and builds a new production hall in Germany.

**Snorkel** promotes **Matthew Elvin** to chief executive.



**Fleurieu Cranes** takes delivery of the first **Grove** GMK6400 in Australia.

The UK **HSE** appoints **Peter Baker** as chief inspector of construction.

US-based **ALL Erection & Crane Rental** orders 17 **Tadano** cranes.

**Socage** opens a subsidiary - **Socage Do Brasil** - in São Paulo.



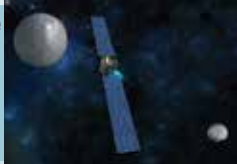
**Liebherr** upgrades its 750 tonne LR1750 crawler crane

### World News..World News.. World News



The ancient city sites of **Nimrud**, **Hatra** and **Dur-Sharrukin** in Iraq are demolished by Daesh.

NASA's **DAWN** probe enters orbit around **Ceres**, becoming the first spacecraft to visit a dwarf planet.



A pilot of a **GermanWings** Airbus A320-211 crashes the aircraft into the side of a mountain in France killing all 150 on board.



Israeli prime minister **Benjamin Netanyahu** makes controversial addresses to US Congress in a bid to stop a nuclear deal with Iran.

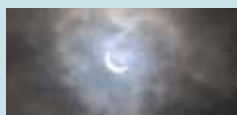


Top Gear presenter **Jeremy Clarkson** is fired after an "unprovoked physical attack" on a producer.



A Saudi Arabian-led coalition starts moves into **Yemen** in support of the government's fight against rebels.

Millions of Europeans glimpse the best solar eclipse in years.



cranes & access



**C&A**  
17.3  
April/May  
industry news



**Grove** launches the **GMK5250L**, a single engine five axle 250t All Terrain crane.

US-based **Oaktree Capital Management**



**OAKTREE**

purchases UK-based **Ainscough Crane Hire**.

**Andy Studdert** of **NES** takes over as **IPAF** president from **Steve Couling**.

**Integrated Logistics** of Kuwait adds 10 new 100 tonne **Grove** All Terrain cranes.

**Terex Port Solutions** launches the **Liftace 5-31** reach stacker.

Dutch rental group **Collé Rental & Sales** takes delivery of 10 new 180/185ft boom lifts from **Genie** and **JLG**.



**Tadano** invests \$2.5 million in its **Mantis** crawler crane plant in Richlands, Virginia.

**Manitou** celebrates its 500,000th machine with 80 limited edition MLT 735 telehandlers.

**Dingli** successfully launches its Initial Public Offering on the Shanghai Stock Exchange Main Board.

UK rental company **Morris Leslie Plant Hire** orders 140 **Manitou** MT telehandlers.



Glasgow-based **Leggat Plant** takes the first **Terex** Explorer 5500 in the UK.

UK rental company **B&T** takes delivery 100 **JCB** telehandlers.

**Ruthmann** reports a record year with revenues of €109 million.

**Sunbelt Rentals** acquires **Wilson Rental Center** of Corning, New York.

US-based **Essex Rental** starts looking at 'strategic alternatives'.

**Rival** and Austrian crane rental company **Prangl** sign a five year framework agreement.



**Rival** announces an €80 million investment in its rental fleet for 2015.

UK's **GAP Hire Solutions** launches its **London Tools & Access** division.

UK-based **Weldex** takes delivery of four new **Kobelco** CKE G crawler cranes.



**Erik Bengtsson**, MD of **Cramo Sweden** and **Cramo Scandinavia** leaves the company.

**A-Plant** - the UK arm of Ashtead - acquires **TRAC** temporary roadways.

UK-based **Baldwins Crane Hire** takes delivery of a **Liebherr LG 1750** lattice boom truck crane.

**Haulotte** unveils new models - the Star 10, Optimum scissors, Star 6 and HA20RTJ Pro boom lift.



**Manitou** unveils the new 33ft **Mango RT** boom lift.

**Palfinger** launches the new 55m **Jumbo NX** model - the **P550** - and a 28m **P280AXE**.



### World News..World News.. World News



148 students are shot dead at the **Garissa University College** in Kenya, by Al-Shabaab.

An earthquake kills 8,857 in Nepal, 130 in India, 27 in China and four in Bangladesh.



The World Health Organization declares that **rubella** has been eradicated from the Americas.

750 refugees die after a boat capsizes during a crossing from Libya.



Tennis player **Andy Murray** marries **Kim Sears**, in Dunblaine, Scotland.



Version 0 of **Les Femmes d'Alger** by Pablo Picasso

sells for \$179.3 million at an auction in New York, while the sculpture **L'Homme au doigt** by Alberto Giacometti fetches \$141.3 million, setting a new world record for a painting and a sculpture.



**Ireland** votes to legalise same-sex marriage

**Taylor Swift** wins eight awards out of 14 nominations at the Billboard music awards.



The **Duchess of Cambridge** gives birth to a baby girl **Charlotte Elizabeth Diana**.



In the UK **David Cameron** and the **Conservatives** win a surprise majority in the General Election.



**Alistair Jordan** leaves family-owned company **Rapid Platforms**.



**Stephan Kulawik**, previously with Palfinger Platforms, joins Danish crane and access specialist **BMS** and announces a new international truck mounted lift strategy.



**John Jennings**, chairman of UK based **Clements Equipment Hire**, retires after more than 50 years in the business.



**JLG** acquires low level lift manufacturer **Power Towers**.



**Sennebogen** launches the 50 tonne 653E telescopic crawler crane.

**Vertikal Days** breaks all records for number of exhibitors & visitors.



**AFI** acquires **Hampshire Plant & Access** to run as an independent business.



**Wolffkran** acquires UK tower crane company **HTC Plant** which it rebrands as **HTC Wolffkran**.

**Palfinger** announces a new Solid line of loader cranes - the PK 17.001SLD 1, PK 17.001 SLD 3 and PK19:001 SLD 5 - replacing the PK16001/ PK18001.



US-based **Bigge Crane & Rigging** takes delivery of the first **Manitowoc** MLC650 crawler crane.

**Hiab** announces two new 'Z' loader cranes for applications that involve the regular use of grabs and other tools.

**AH** in Denmark and **MBS Access** in the UK take delivery of the first two **Hinowa** Lightlift 26.14 Performance IIS spider lifts.

**Bobcat** unveils two new six metre compact telehandlers - the TL358 and TL358+.



Irish-based **Windhoist** purchases two 750 tonne Liebherr LTM 1750-9.1 All Terrain cranes.

**Tadano** ships its 1,000th 80 tonne/100 ton GR-1000XL/GR-800EX Rough Terrain crane.

**Liebherr** unveils an upgraded version of its City-type LTC All Terrain crane - the 50 tonne LTC 1050-3.1.

**Alimak Hek** announces plans for an Initial Public Offering in Sweden.

**GSR** delivers its 7,000th unit - a 23 metre E240PX truck mounted platform.

**Unic Cranes Europe** develops a hydraulic luffing jib attachment for two of its spider cranes.

**Isoli** launches the 20.5 metre PNT 210 JD4 truck mounted lift replacing the PNT 210J.



Tower crane manufacturer **Wolffkran** appoints **Empire Crane** as a dealer in the United States.

**World News..World News.. World News**



FIFA president **Sepp Blatter** announces his intention to resign and calls for an extraordinary congress to elect a new president.



40 holiday makers are shot dead at the resort of **Port El Kantaoui, Tunisia**



following a similar attack on the **National Bardo Museum** in Tunis in March.

**President Erdogan's** Justice and Development Party (AKP) loses its majority in Turkish Elections

**Cuba** becomes the first country to eradicate mother-to-child transmission of HIV and syphilis.

An Indonesian Air Force Hercules crashes in a residential area in **Medan** killing 143.



A strike closes the **Channel Tunnel** between the UK and France.



**Holland Lift** releases its highest narrow scissor lift - the 102ft/1.4m wide HL-330 E14 4WDS/N.



**Potain** launches a new range of MDT CSS city tower cranes.



**Liebherr** launches the new five axle LTM 1250-5.2 All Terrain crane.

**Riwal** acquires working at height trainer **ALS Safety** in the UK.



Belgian heavy-lift company **Sarens** forms a joint venture with **Sinotrans Heavy-lift Logistics** in China.

**Ainscough Crane Hire** places a further order for **Liebherr** cranes taking its total to 54 in 12 months.

Australian access rental company **Force Corp** is placed in the hands of a receiver.



**Ashted** - owner of **Sunbelt Rentals** in the USA and **A-Plant** in the UK - exceeds £2 billion in revenues, a new record.

**Palfinger** forms a joint venture with **Fairwind** of Lawton, Oklahoma for servicing wind turbines.



**Weldex** orders a further eight **Liebherr** LTR crawler telescopic cranes.

**Palfinger** announces its 125 tonne/metre PK 165.002 TEC 7 for vehicles up to 32 tonnes GVW.

**Wacker Neuson** and **Claas** end their strategic alliance for agricultural telescopic handlers, with **Liebherr** taking over as Claas' new supplier.

**Potain** teams up with **Alimak-Hek** to develop a new internal tower elevator for its tower cranes.



An **Artic Crane Raptor** articulated tower crane is erected with a hook height of 88m - a new record.

**Alimak** flotation is substantially oversubscribed, the shares price at the top end the range.

**Manitou** unveils three new large capacity MHT telehandlers with capacities up to 23 tonnes.



**Dinolift** unveils the new 66ft 220XSE fully self-propelled boom lift with telehandler capability.

**NRC Plant** sells the first 80 tonne Hitachi SCX800A-3 crawler crane in the UK to **Donegan Civil Engineering**.

**Liebherr** books its 1,000th offshore crane order - a RL-K 4200 ram luffing knuckle-boom crane.

**JLG** launches an on-line used equipment service - **JLGUsed.com**

**AFI Rent** takes delivery of the first **Skyjack** SJ86T telescopic boom lift in Germany.

**Phil Newby** - executive director of Australia's EWPA and Hire and Rental Industry Association - retires.



Germany's **Roggermaier** takes delivery of the first new **Snorkel** slab electric scissor lifts in Europe.

A new **Polish Rental Association** is formed. Dutch rental company **T.C. Gortmulder** takes delivery of the first **Magni** RTH 5.35 telehandler.

**World News..World News.. World News**



**Greece** becomes the first advanced economy to miss a payment to the IMF.

NASA's **New Horizons** space probe carries out a close flyby of **Pluto**.



**Iran** agrees to long-term limits on its nuclear programme in exchange for sanctions relief.



**Cuba** and the USA re-establish full diplomatic relations, ending 54 years of hostilities.







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**JLG** launches a new 40ft crawler

mounted telescopic boom lift - the 400SC.



Japan's second crane manufacturer **Kato** returns to Europe with its City-type All Terrain cranes.

In Australia, **Coates Hire** acquires the assets of **Force Corp** and merges them into its operation.

**Link-Belt** launches a new 100 ton/90 tonne rough terrain crane.

**TVH Australasia** purchases **Independent Parts and Service**, Australia.

**Bronto Skylift** chief executive **Esa Peltola** retires after 35 years with the company.

Danish rental company **Steiness** takes delivery of the first two 150ft **Genie** SX-150 boom lifts in Europe.

**Hiab** wins an order for 1,200 loader cranes from **Tata Motors** India, for an army truck contract.



**KAM Trading (UK)** which also trades as **Dingli Platform Sales UK**, parts company with **Philip O'Donnell**.

A New York Jury orders **Jimmy Lomma** to pay \$47.8 million to two men who died in a 2008 crane collapse.

**Manitowoc** files **SEC** papers to separate its cranes and foodservice businesses.

**Rothlechner** appoints **Alfa Access Services** to provide support, service and spare parts for **Denka Lift** in the UK.

**Kobe Steel** considers merging **Kobelco Construction Machinery** and **Kobelco Cranes**.

**Link-Belt** unveils the 125 tonne TCC-1400 telescopic crawler crane.



**World News..World News.. World News**

Wreckage from **Malaysian Airlines** Flight 370, missing since March 2014, is found on Réunion.

Scientists announce the discovery of **Homo naledi**, a previously unknown species of early human in South Africa.

20 people are killed in a bombing inside the **Erawan Shrine** in Bangkok, Thailand.

TV reporter **Alison Parker** and cameraman **Adam Ward**, are shot dead in Virginia, during a live broadcast by a former colleague who later shot himself.

**Volkswagen** is found to have rigged diesel emissions tests, possibly affecting up to 11 million vehicles.

**NASA** announces that liquid water has been found on Mars.

**Jeremy Corbyn** wins Labour leadership race in the UK with a landslide.



**cranes & access**  
**C&a**  
**17.6**  
August/September  
industry news

**Terex** announces a merger with Finnish port and industrial lifting company **Konecranes**.



**Terex Cranes** president **Tim Ford** leaves the company and **Ken Lousberg** takes over.

UK distributor **APS** teams up with **Aldercote** to mount and distribute a new range of van mounted platforms.

**A-Plant** purchases more than 200 **Genie** booms and scissor lifts.

The UK's largest specialist telehandler rental company - **Fork Rent** - is acquired by private equity firms in a deal led by **Steve Corcoran**.



Belgian tower crane specialist **Arcomet** unveils a new self-erecting tower crane.

**CTE** ships its 10,000th aerial work platform.

**cranes & access**  
**C&a**  
**17.7**  
October  
industry news

A 1,350 tonne crawler crane overturns onto the **Grand Mosque** in Mecca, Saudi Arabia killing more than 110 people - a report blames a combination of negligence and strong winds.

UK-based **Kimberly Rentals** launches a secondary guarding system for scissor lifts.



**Jekko** reveals details of an all-new six tonne SPK60 mini crawler crane with articulated telescopic luffing jib.



**Don Ahern of Ahern Rentals, Snorkel and Xtreme** appoints **Craig Paylor** as group chief operating officer.

UK's **Nationwide Platforms** introduces a new dual level secondary guarding system.

**Spierings** unveils a completely redesigned SK597-AT4 which will replace the SK 498-AT4.



**Singapore** requires health checks for crane operators over 50 and simplifies the certification requirements for mini crane operators.

**Versalift** launches a 66 metre insulated truck mounted lift.



**BMS** orders 13 large **Palfinger** truck mounted lifts.



Dutch manufacturer **Omega** launches two crawler mounted telescopic boom lifts.

UK-based **Gatwick Plant** is acquired by **R Swain & Sons**.

**ATN** outlines a 12 metre mast boom with telescopic jib to be launched at Bauma 2016.

**Cela** exhibits its new 30m DT30 Spyder articulated boom spider lift at **GIS**.

**Manitou** unveils the MLT-X 732 ag telehandler in Australia.



**Phil Graysmark** vice president of sales, European region for **Genie** leaves the company.

**Mammoet** forms a joint venture in Singapore with **Sankyu** of Japan.

**Joseph F. Apuzzo**, Terex CFO from 1999 to 2002, is fined \$100,000 for fraudulent deals with **United Rentals**.

**Oshkosh** chief executive **Charles Szews** announces his retirement and is replaced by **Wilson Jones**.



German crane rental company **Steil** takes delivery of its fifth **Terex Superlift 3800** crawler crane.

**Terex** unveils a Boom Booster kit for its 650 tonne Superlift 3800 crawler crane.

UK rental company **City Lifting** takes delivery of the first **Maeda** MK1033CWE-1 spider crane in the UK.

**Alimak Hek** launches a medium range construction hoist and a new range of mast-climbers.

**World News..World News.. World News**

A suicide bomb kills at least 100 people at a peace rally in **Ankara**, Turkey.

**Hurricane Patricia** becomes the most intense hurricane ever recorded in the Western Hemisphere with winds of 200 mph.

**Justin Trudeau** and the Liberal Party are surprise winners in Canada's elections ousting **Stephen Harper** and the Conservatives.

A Russian airliner en route to Saint Petersburg from **Sharm el-Sheikh**, crashes in Sinai, killing all 217 passengers and seven crew members.

**Mercedes' Lewis Hamilton** wins his third Formula 1 championship to become only the second British driver to achieve the feat.

**Bushfires** threaten homes in the Australian state of Victoria.

**China** drops its One Child policy.



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UK rental company **John Sutch Cranes** takes delivery of a new 20 tonne Kato CR-200Ri city crane.



**Dingli** announces an upgraded 13ft self-propelled micro scissor lift.

**TVH** acquires **France Hayon Group**.

**Saudi Arabia** issues new rules for tower cranes and crawler/mobile cranes in the wake of the Mecca disaster.

**Wolf Haessler's** return to the powered access industry ends less than 12 months after launch of the WolfLift.

**CTE** upgrades its B-Lift HR truck mounted lift range with Germany's **Hematec** taking the first.



**Skyjack** releases details of a new range of telehandlers that it will launch at the ARA.

Italian spider lift manufacturer **Bluelift** launches a new 26 metre spider lift, the SA26.

The all-new **National** Crane NBT30H-2 boom truck is launched.

**Hiab** launches three new high capacity cranes in its 'Big Five' range of heavy duty cranes.

**Collé Rental & Sales** takes delivery of 100 **Aichi** 40 and 46ft crawler boom lifts.



**Mammoet** adds five new cranes from 30 to 200 tonnes to its UK rental fleet.

The **Lifting Equipment Engineers Association** holds its annual conference in Liverpool, UK.



German crane rental company **Wiesbauer** takes delivery of its fifth 700 tonne **Terex** AC700.

Australian rental company **Coates Hire** places a €2 million order for 90 **Hiab** compact loader cranes.

**Jan Denks**, former sales director of **Bronto Skylift** leaves the company.

Dutch crane and rigging company **Wagenborg** introduces a compact articulated electric crawler crane.



**Haulotte** delivers four new 59ft HA20RTJ-Pro boom lifts to Access Platforms Aberdeen - the first in the UK.

**Snorkel** makes secondary guarding systems standard on all larger boom lifts.

**Manitou** launches two new large capacity telehandlers in Australia and New Zealand.



**JCB** celebrates 70 years since it was founded by Joseph Cyril Bamford.

**World News..World News.. World News**

Chinese and Taiwanese presidents, **Xi Jinping** and **Ma Ying-jeou** formally meet for the first time.



A Friday night attack by fanatics in **Paris** results in 132 fatalities.



**Turkey** shoots down a **Russian fighter jet**, the first downing of a Russian aircraft by a NATO member since the 1950s.

World leaders attend the opening of the **United Nations Climate Change Conference** in Paris.



**Aung San Suu Kyi's** opposition party win a landslide in the Myanmar/Burma elections.



**Manitex** sells its **Load King** trailer division to Utility One Source for \$6.5 million in cash.

**Manitowoc Cranes** appoints **Barry L. Pennypacker** as chief executive.



UK-based **Baldwins Crane Hire** was found guilty of **Corporate Manslaughter** and was fined £700,000 plus £200,000 in costs for the death of operator Lindsay Easton.

Italian truck mounted aerial lift manufacturer **Isoli** launches a partnership with **LuiGong** for the Chinese and regional market.



**Versalift** distributor **Time France** opens a new plant in preparation for the launch its own range of van mounted lifts.

US rental software supplier **Wynne Systems** acquires **rentalresult** owner Result Group.



**Kobelco Construction Machinery** and **Kobelco Cranes** announce that the two businesses will merge in April 2016.

**Jekko** introduces a new electric pick & carry crane - the five tonne Minipicker MPK50.



Five senior technical and engineering officials are charged in relation to the fatal **Mecca crane overturn**.

**Versalift UK** unveils an insulated version of its pick-up mounted LAT135-H platform.

**Federal Signal** sells **Bronto Skylift** to **Morita** of Japan.



**Comansa** launches the 21LC450 flat top tower crane along with changes to the LC2100 series.

US crane rental company **Essex** announces it will delist its shares.

Ashtead's **A-Plant** acquires rack and pinion hoist company **G.B. Access**.

US-based **Imperial Crane Services** acquires **Speedway Crane** of Joliet, Illinois.

UK crane rental company **Ainscough** acquires **Specialist Crane Hire**.

**Teupen** unveils details of a new 19 metre Leo19T.



**IPAF** certifies its first training centre in **New Zealand**.

**World News..World News.. World News**

Unprecedented floods hit parts of the **USA**, the **UK** and Tamil Nadu, **India**.



World leaders converge on Paris for the **COP21** meeting and reach agreement on a long-term deal to reduce global carbon emissions.

Two people open fire in **San Bernardino**, California killing 14 people and injuring 14 others.



Britain's **Tyson Fury** defies the odds to defeat Wladimir Klitschko and make him heavyweight champion of the world.

The UK is gripped with space fever as **Tim Peake** became the first British man to board the International Space Station.



**SpaceX** lands a Falcon 9 rocket, the first reusable rocket to successfully enter orbital space and return to earth.

## The major sports winners 2015

### Tennis



**Australian Open** - Men: Novak Djokovic Women: Serena Williams

### French Open

Men: Stan Wawrinka Women: Serena Williams

### Davis Cup

**Wimbledon** - Men: Novak Djokovic Women: Serena Williams



**US Open** - Men: Novak Djokovic Women: Flavia Pennetta

### American Football/Rugby



**Super Bowl XLIX** - New England Patriots beat Seattle Seahawks 28-24

**Rugby World Cup** - New Zealand

### Horse Racing

**Kentucky Derby** - American Pharoah ridden by Victor Espinoza

**Preakness Stakes** - American Pharoah ridden by Victor Espinoza

**Belmont Stakes** - American Pharoah ridden by Victor Espinoza



**Epsom Derby** - Golden Horn ridden by Frankie Dettori

**Grand National** - Many Clouds ridden by Leighton Aspell

**Cheltenham Gold Cup** - Coneygree ridden by Nico de Boinville



**Prix de l'Arc de Triomphe** - Golden Horn ridden by Frankie Dettori

### Motor Racing

**Formula 1** - Driver: Lewis Hamilton Constructor: Mercedes



**Indianapolis 500** - Juan Pablo Montoya - Team Penske

### Cricket

**Cricket World Cup** - Australia

**Ashes** - England



### Golf

**British Open** - Zach Johnson



**U.S. Open** - Jordan Spieth

**Masters** - Jordan Spieth

**PGA Championship** - Jason Day

### Cycling

**Tour de France** - Chris Froome - Team Sky



### English Football

**F.A Cup** - Arsenal beat Aston Villa 4-0



**Premier League** - Chelsea

## The Oscar winners 2014-2015

**Best Picture** - Birdman or (The Unexpected Virtue of Ignorance)

**Best Actor** - Eddie Redmayne in The

Theory of Everything

**Best Actress** - Julianne Moore in Still Alice



**Best Director** - Alejandro G. Iñárritu for Birdman

**Best Supporting Actor** - J.K. Simmons in Whiplash

**Best Supporting Actress** - Patricia Arquette in Boyhood

**Best Animated Feature** - Big Hero 6 by Disney

**Best Animated Short Film** - Feast - Patrick Osborne and Kristina Reed

**Best Documentary Feature** - CitizenFour

**Best Foreign Language Film** - Ida (Poland)

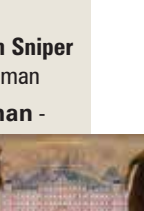
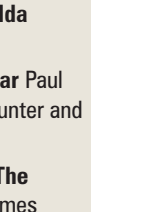
**Best Visual Effects** - Interstellar Paul Franklin, Andrew Lockley, Ian Hunter and Scott Fisher

**Best Live Action Short Film** - The Phone Call - Mat Kirkby and James Lucas

**Best Sound Editing** - American Sniper Alan Robert Murray and Bub Asman

**Best Cinematography** - Birdman - Emmanuel Lubezki

**Best Costume Design** - The Grand Budapest Hotel - Milena Canonero





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**From the industry**

**Lee Kramer** 1947 - 2015  
President of Xtreme manufacturing - former engineering manager at UpRight



**Sydney Appleyard** 1949 - 2015  
UK tower crane veteran and past chairman of CPA tower crane interest group



**Dennis Doornbos** 1950 - 2015  
Owner of Dutch crane and access company Doornbos Equipment



**Bob Dickey**  
UK crane hire veteran and former owner of Crane Services, Leeds

**Ivor Kiddle** 1925 - 2015  
Founder and owner of UK based Quinto Crane




**Fulvio Gomes** 1974 - 2015  
A 15 year crane and access veteran in South America

**George Kalinika** 1938 - 2014  
District manager for UpRight



**Rex David Pollock** 1945 - 2015  
New Zealand crane hire veteran, founder of Todd & Pollock, which became Pollock & Sons Crane Hire




**Stuart Smith** 1948 - 2015  
Founder and past owner of Peterborough Crane Hire



**Gerrit Slijkhuis** 1932 - 2015  
Founder and managing director of Malmquist Benelux and a director of Malmquist AB


**Ray Kane** 1928-2015  
Former vice president of manufacturing at Grove

**Peter Allison** 1924 - 2015  
Former Coles Cranes and Grove director




**Peter Elmer** 1956 - 2015  
Pioneer of the Swiss aerial lift industry


**Peter Ellison** 1957 - 2015  
Applications engineer for Hiab/Cargotec UK,



**Jeffrey Michael Johnson** 1965 - 2015  
Owner of San Diego-based All Access Equipment Rentals



**Andrew Bailey** 1968 - 2015  
Banner Plant powered access manager



**Simon Wilkinson** 1957 - 2015  
UK crane and access equipment finance specialist



**Ken Barnes** 1934 - 2015  
Former managing director of Grayston Crane Hire




**Leroy 'Buddy' Dieter** 1958 - 2015  
Vice president sales for Haulotte North America




**Patrick Van Seumeren** 1968 - 2015  
Former chief operating officer of Mammoet

**Derek Hathaway** 1944 - 2015  
Past chief executive officer of Harsco




**Tony Narushka** 1956 - 2015  
US born founder and owner of Polish access company Instant Polska



**Stephen Rodgers** 1951 - 2015  
Access industry veteran - founder of UK Platforms

**Patrick Bastings** 1968 - 2015  
JLG European region product manager for telehandlers

**Dickie Moore** 1931 - 2015  
Canadian ice hockey player and founder of Quebec based Dickie Moore Rentals




**John Colclough** former sales manager at Aerial Access and Deutz UK

**Terry Duxbury** 1953 - 2015  
Crane operator and owner of Lifting World crane operators Forum

*The full tributes to those who passed away in 2015 can be found on [www.vertikal.net](http://www.vertikal.net)*

**Wider world**

**Wayne Rogers**, 82, American actor - 'Trapper' John McIntyre in M.A.S.H



**Natalie Cole**, 65, American singer

**Lemmy**, 70, English rock musician Motörhead, Hawkwind


**Derek Ezra**, 96, chairman of the UK National Coal Board

**Jimmy Hill**, 87, English football player and TV presenter




**Harry Hyams**, 87, British property developer (Centre Point)

**Anthony Valentine**, 76, British actor




**Chuck Williams**, 100, founder of Williams-Sonoma

**Greville Janner**, 87, British MP




**Pat Eddery**, 63, Irish jockey,




**Helmut Schmidt**, 96, chancellor of West Germany (1974 - 1982)




**Allen Toussaint**, 77, American musician, songwriter 'Working in the Coal Mine', 'Southern Nights'



**Saeed Jaffrey**, 86, Indian-British actor




**Jim Slater**, 86, British financier




**Jonah Lomu**, 40, All Blacks rugby player




**Bob Foster**, 77, American boxer, world light heavyweight champion




**Hugh Scully**, 72, British television presenter




**Gordon Honeycombe**, 79, British newscaster




**Henning Mankell**, 67, Swedish author (Kurt Wallander)



**Geoffrey Howe**, 88, UK chancellor and Foreign Secretary




**Peter Baldwin**, 82, British actor




**Michael Meacher**, 75, British politician




**Maureen O'Hara**, 95, Irish-American actress




**Al Molinaro**, 96, American actor



**Sir Adrian Cadbury**, 86, British businessman




**Judy Carne**, 76, British Actress




**Brian Close**, 84, English cricketer -Yorkshire, Somerset, England




**Peggy Jones**, 75, American guitarist - Lady Bo (Diddley)




**Jackie Collins**, 77, British-American novelist,




**Brian Sewell**, 84, British art critic




**Yogi Berra**, 90, baseball player - New York Yankees, New York Mets, member of 13 World Series championship teams




**Cilla Black**, 72, British singer




**Frank Gifford**, 84, American football player and broadcaster




**George Cole**, 90, English actor



**Wes Craven**, 76, American film director -A Nightmare on Elm Street.




**Jimmy Evert**, 91, American tennis player and coach,




**Oliver Sacks**, 82, British neurologist and author - The Man Who Mistook His Wife for a Hat,




**Stephen Lewis**, 88, British comedy actor



**Edward Montagu** of Beaulieu, 88, founder of the National Motor Museum.




**Val Doonican**, 88, Irish singer and television presenter




**Sir Nicholas Winton**, 106, British humanitarian, rescued 669 children as part of Kindertransport



**Cecil**, 13, protected Zimbabwean lion




**Omar Sharif**, 83, Egyptian actor



**Jules Bianchi**, 25, French Formula One driver, head injuries sustained in a race collision



**Lynn Anderson**, 67, American country singer - 'Rose Garden'



**Charles Kennedy**, 55, British politician, Leader of the Liberal Democrats



**Tariq Aziz**, 79, Iraqi politician, foreign minister




**Alan Bond**, 77, Australian businessman and convicted fraudster




**Sir Christopher Lee**, 93, British actor




**B.B. King**, 89, American blues guitarist, singer and songwriter



**Sir Chris Woodhead**, 68, British educationalist




**Patrick Macnee**, 93, English actor - The Avengers




**James Last**, 86, German composer and big band leader




**Erik Carlsson**, 86, Swedish rally driver




**Cynthia Lennon**, 75, British author - first wife of John Lennon




**Richard Dysart**, 86, American character actor




**Ray Charles**, 96, American musician



**Percy Sledge**, 74, American R&B singer



**Alfred Taubman**, 91, American real estate developer




**Malcolm Fraser**, 84, Australian politician, Prime Minister




**Lee Kuan Yew**, 91, Singaporean politician, Prime Minister




**Michele Ferrero**, 89, Italian businessman - Ferrero




**Alan Howard**, 77, English actor




**Terry Gill**, 75, Australian actor



**Mario Cuomo**, 82, American politician, Governor of New York




**Leonard Nimoy**, 83, American actor and director (Star Trek)




**Donna Douglas**, 82, American actress - The Beverly Hillbillies, Elly May Clampett




**Omar Karami**, 80, Lebanese politician, Prime Minister



**Anita Ekberg**, 83, Swedish-Italian actress




**Rod Taylor**, 84, Australian actor - The Birds




**Peter Wallenberg Sr.**, 88, Swedish financier and industrialist,




**King Abdullah bin Abdul Aziz** of Saudi Arabia, 90




**Ron Moody**, 91, actor - Fagin




**Colleen McCullough**, 77, Australian author - The Thorn Birds



**Richard von Weizsäcker**, 94, former president of West Germany




**Ruth Rendell**, 85, Author - Inspector Wexford




**Robert Loggia**, 85, American actor and director




**Shigeru Mizuki**, 93, father of Manga animation




**Terry Pratchett**, 66, fantasy author




**James Horner**, 61, Oscar winning composer



**Kim Young Sam**, 87, former president of South Korea



**Rod McKuen**, 81, American poet and songwriter



**Demis Roussos**, 68, Greek Singer



**Louis Jourdan**, 93, French film actor - Gigi





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# Training Scheme Review - update

**ALLMI has completed the primary consultation phase of its Training Scheme Review (TSR), some 12 months after it was launched at the inaugural meeting of the TSR supervisory board. In the meantime the association has been working on new material for its operator training programme, draft copies of which were sent to all members and training providers as part of the consultation process.**

ALLMI technical director, Alan Johnson said: "Although we are still very much at the drafting stage, we are extremely happy with the quality of the new material produced to date, the content of which reflects the extensive planning undertaken, as well as consultations with manufacturers and feedback from our 2015 Instructor CPD Events. Whilst further ad-hoc consultations will

follow, this primary phase was the main opportunity for those involved to have their say and we have been delighted with the level of engagement."

Whilst the primary consultation phase is now closed, the association welcomes feedback on any of its training courses. Should you have any relevant views or suggestions then please contact ALLMI.

# Membership growth continues

**ALLMI membership has continued to grow in 2015, with new registrations during the third quarter almost double that of the same period last year. If the significant number of applications being processed in the final quarter are approved, the association will post yet another record year of membership growth.**

Cleveland Cable a major distributor of electrical cables, was one of the most recent companies to go through the stringent approval process, to become an Operators' Forum member. Transport manager, John Holland, said: "We have been using ALLMI training for many years and so it seemed a natural progression for us to become a member. We have already experienced many of the benefits that membership brings, and have received an excellent level of support and guidance since joining, helping us ensure that our company continues to work to the highest standards. Also, while we have always had a strong reputation in this area, we have seen our credibility further enhanced by being part of the association and bearing its logo."



# Increased demand for Thorough Examination training

**Demand for the ALLMI Thorough Examination course has continued to grow, with year to date training levels having increased 50 percent compared to the same period in 2014.**

Tom Wakefield of ALLMI said: "We have worked hard to highlight the importance and the legal requirement for Thorough Examinations and Load Tests to be carried out by engineers who are 'competent' to perform these procedures. We have always said that one of the most effective ways for end users to be sure that this happens is to use an ALLMI Accredited Examiner working for a member company. A list of these engineers can be found in each member's profile on the ALLMI website. For many years now we have been finding that end users are increasingly insisting upon ALLMI qualified engineers carrying out this kind of work, and this has led to significant increases in demand for the training. We are very pleased to see that the industry clearly recognises the value of ALLMI accreditation and the benefits that the Thorough Examination training brings to service companies and fleet owners alike."

The ALLMI Thorough Examination course covers the following modules:

- Module 1: Course Introduction**
- Module 2: Legislation**
- Module 3: Safety Considerations**
- Module 4: Documentation**
- Module 5: Visual Inspection**
- Module 6: Function Check**
- Module 7: Calibration Check**
- Module 8: Overload Test**
- Module 9: Stability Test**
- Module 10: Dynamic Test**
- Module 11: Post Test Inspection**
- Module 12: Signing Off**
- Module 13: Practical Session**
- Module 14: Assessments**
- Module 15: Course Review & Feedback**

For further information on the Association's Thorough Examination course, please contact ALLMI.

# Peter Ellison R.I.P

**The association received the very sad news in late November that Peter Ellison, one of the longest serving members of the ALLMI Technical Standards Committee, had passed away. An applications engineer who worked for Hiab/Cargotec UK for more than 40 years, he played a significant role in the development of many ALLMI guidance documents, as well as the association's Thorough Examination training course.**

Ismo Leppanen, managing director of Cargotec UK and an ALLMI board member said: "Pete was an extremely knowledgeable and skilled member of the Cargotec team, as well as the ALLMI Technical Committee. His views and opinions on industry issues were highly sought after and well respected by all, and he was always very keen to devote his time and energy for the sake of raising standards. Tragically, Pete was only 58, and his friends and colleagues within the industry are shocked at this sudden loss. We pass on our condolences to them and his family."



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All training centres above offer IPAF/PASMA approved and audited courses. European directives require that all staff are fully and adequately trained in the safe use of the equipment they operate.



## Telehandler platform fall costs £15,000

Henzell Enterprises of Morpeth, UK, has been fined £5,000 plus £10,147 costs following an incident with a fork mounted work platform, while erecting an agricultural building at a farm in Goxill, north Lincolnshire in October 2013.

The steel frame of the building had been erected and two men began installing the roof beams from a platform fitted to the forks of a telehandler. The platform broke free and dropped three metres or so to the ground seriously injuring the two men. An investigation quickly identified that the platform had not been secured to the forks correctly. The court was told that this type of platform was not suitable for the work and that the company had failed to plan the work, or provide appropriate equipment for working at height.

The fact that the telehandler was also being used to lift materials

which required the basket to be removed and replaced frequently was a contributing factor. HSE inspector David Stewart said: "It was the responsibility of the company to ensure that work at height was planned and carried out in a safe manner. The men suffered serious injuries as a result of the use of inappropriate work equipment which significantly increased the risk of an accident. I hope employers take note of this case and ensure that work at height - including the selection of appropriate equipment - is planned in detail and managed closely in order to prevent such accidents."

## Poor mast boom lift costs £11,700

Base Build Services of Abbey Road, London was fined £10,000 plus costs of £1,647.92 after a 31 year-old man was injured when a mast boom fell from the forks of a telehandler at Abbey Trading Centre, Redditch in November 2014. The injuries included a broken leg and facial injuries.

The mast boom had been left in their area of work and needed to be moved to enable work to continue, so the site's compact telehandler was used to move it.

The investigation found that Base Build was aware in advance that the lift would need to be moved before work could continue, but no plan or instructions for its removal had been provided. In addition, the lead labourer was standing by the telescopic handler as the lift took place but failed to stop the lifting operation, even though it was clearly unsafe.

It was discovered that the telescopic handler was overloaded and that the JLG Toucan mast boom was not lifted in accordance with the manufacturer's instructions. Base Build Services pleaded guilty to breaching CDM regulations.



## Lack of training proved fatal

University College Cork pleaded guilty in November to two counts of breaching safety regulations. It was found not to have trained the operator of a boom lift or banksman Frank McGrath, 58, on how to safely move the machine between work locations and for failing to have written up a proper risk assessment. The failures contributed to McGrath's death following an accident in March 2013.

The court was told that the machine's operating manual indicated that blind spots for the operator were greatly reduced by driving the machine from a particular height, and yet it was being driven in the completely stowed position. CCTV footage a minute or two before the fatal incident, indicated that there was no clear communication between McGrath and the operator with no structured hand signals or radio communication.

Judge Donagh McDonagh recognised that the University had a good safety record and safety systems, but added: "The real reason for this incident is that the first articulated arm was not raised at least horizontal and parallel with the ground. That would have given the operator a view." The two men had been trained on how to operate the machine, but not on how to drive it between work areas. McGrath's was walking in front of the boom lift to ensure that no pedestrians or obstacles were in the way - he was watching out for the safety of others but not his own. The wheel of the boom lift caught his foot causing him to fall and the machine then ran over him.

The college was fined €80,000 plus €4,000 costs.



## Who trained them then?

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## IPAF operator training heads to New Zealand

The first IPAF-approved training centres in New Zealand have opened and are ready to deliver high quality training for aerial lift operators.

Accessman, the largest specialised rental company in the South Island has recognised the opportunity to offer IPAF training to meet demand driven by the country's evolving Health & Safety Act, which has recently undergone reform and is due for release in April 2016, and the Christchurch rebuild according to

Accessman's general manager Lena Harrington.

"IPAF provides a professional alternative to the only option currently available within New Zealand," said Harrington. "Plus points are the five-year validity of the PAL Card, stringent training guidelines and streamlined processes. IPAF certainly delivers a total package with administrative support and innovative technology that will in time revolutionise the hire industry. The safety of our

customers remains our number one priority and with IPAF on board, we have a training system that delivers by going above and beyond."

Also starting up in Auckland on the North Island is Total Access. The company's facilities have been audited and its instructors assessed and certified to deliver IPAF training. There are IPAF-approved training centres across 34 countries. See the training centre locator at [www.ipaf.org](http://www.ipaf.org)



## eLearning raises standard for operator training

IPAF has launched its new, enhanced eLearning module as part of its full training programme for US and Canadian operators of aerial work platforms. The launch follows two years of trials and further development and testing, resulting in a high quality eLearning module that delivers flexibility and interactive tools, with the same emphasis on practical training.

Together with supervised written and practical testing of operator skills, the eLearning module can lead to a Powered Access Licence/PAL Card which proves that the operator has successfully completed the training and is able to operate work platforms safely.

The online learning experience brings several benefits to operator training. It is flexible. Trainees complete the theory part of the course online - anytime, anywhere, on any device, at their own pace, using the same material as in a classroom session and learning the same subjects. The modules use interactive tools and engages operators by taking them through games, quizzes, videos and simulations to help them retain the required knowledge and skills for

their daily operations.

The practical training is still required, trainees who complete the online session must still pass a supervised theory test at an IPAF-approved training centre and must successfully complete a minimum half-day of practical training and testing before being issued a PAL Card as proof of successfully completed operator training. The new programme is now being rolled out internationally, starting with the Benelux and the UK in 2016, with several other languages to follow.

There are now over half a million valid PAL Cards worldwide. PAL Cards can be verified online at [www.ipaf.org/checkpal](http://www.ipaf.org/checkpal)

More about IPAF operator eLearning is at [www.ipaf.org/eLearning](http://www.ipaf.org/eLearning)

## First speakers announced for IPAF Summit 2016

Access and safety experts from Australia, Canada, Spain and the UK will speak at the IPAF Summit being held on March 17 2016 in Madrid, Spain. The IPAF Summit is followed by the International Awards for Powered Access dinner and awards ceremony.

Confirmed speakers for the Summit include:

- Brad Boehler, president of Skyjack
- Jeremy Fish, managing director of Nationwide Platforms
- Tony Smith, senior investigator at the Regulatory Audit and Investigation unit of Australia's New South Wales Department of Industry
- Pedro Torres, chief operating officer of Riwal



Nationwide Platforms managing director Jeremy Fish will speak at the IPAF Summit in Madrid.

Attendance is free and those interested should register in advance at [www.iapa-summit.info](http://www.iapa-summit.info)

## IPAF Powered Access

How should product alerts and safety bulletins be issued so that they are effective and serve their purpose? IPAF's annual publication, IPAF Powered Access, contains useful information on this subject, along with features on beating equipment bandits and working safely on roofs and mastclimbers. To obtain a copy e-mail [info@ipaf.org](mailto:info@ipaf.org) or visit the Publications section of [www.ipaf.org](http://www.ipaf.org)



## Europlatform 2016 22nd September in Vienna

The Europlatform access rental conference will take place on 22nd September in Vienna, Austria. A networking event will take place on the evening before, at a venue to be confirmed in central Vienna - the "city of music" on the Danube, known for its historical buildings and monuments, Baroque castles and gardens. More details on the event venue, registration

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If you don't use towers that conform to EN1004, you risk your own life, or the life of someone else, each and every time you use one. EN 1004 is the European product standard for towers that sets out the minimum safety criteria.

Throughout 2016 PASMA will be championing the safety critical features of EN1004 towers which can be recognised by the distinctive EN1004 label. Non-compliant towers, often referred to as 'domestic' or 'H-frame towers' represent a serious risk to users. Typically they are made from painted or galvanised steel and, amongst other things, use loose scaffold boards or home made platforms which can break or move, have no built-in access to ensure safe ascent and descent, and do not come supplied with the correct

size and quantity of stabilisers to prevent overturning.

In contrast, EN1004 towers have purpose-designed platforms with safe trapdoor entry and exit, offer built-in access, come complete with the necessary stabilisers, and have the required number and type of guardrails to prevent a fall.

Free leaflets and posters are available from PASMA which emphasise the serious and significant differences between the two types of tower and reinforce the message that selecting and using the correct equipment is



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essential to safe working.

Mobile access towers can provide a safe solution in an extensive range of work at height situations. Their flexibility of configuration, strength with lightness and speed of assembly and dismantling, are just some of their significant advantages. Advance configurations include large deck structures where a series of towers are joined together in two or more directions

in a grid linked with bridging beams and platforms. These are often referred to as 'birdcage scaffold' or 'boxing ring'.

Other examples include bridging structures, façade tower structures, stepped structures and high level structures which are towers that exceed the standard free standing heights of 8 metres for external use and 12 metres for internal use.



## A salutary warning

Throughout 2015 PASMA has taken the opportunity to comment on successful Health & Safety Executive prosecutions, following earlier accidents involving towers that had resulted in either serious injury or in some cases a directly related fatality.

The need for the proper inspection and maintenance of mobile access towers was tragically highlighted with the death of James Baillie, 53, who fell six metres from a faulty tower in September 2011. As reported in the Health & Safety Executive's press release, the company involved was fined £40,000 for breaching the relevant health and safety regulations.

The court heard that the tower platform was in "a bad state of repair due to brown rot decay," when Baillie stepped on to it. It gave way causing him to fall to the ground. The HSE said: "The company failed to provide safe and suitable working equipment for their

customer and his workers. There was no excuse for allowing the use at work of mobile access tower components that were in such a poor condition. The scaffolding industry is well aware of the risks involved in this type of work. The tower should have been properly inspected and maintained, or otherwise taken out of service".

This fatality and others, underlines the absolute necessity for access towers, or any item of work at height equipment, to be subject to the completion of a pre-use inspection record. Tower components should also be inspected at suitable intervals and a record kept of those inspections.

You must also be trained and competent to build and dismantle a tower. Selecting, inspecting and maintaining the correct equipment is essential to safe working.

PASMA marketing and communications officer, Gary Chudleigh said: "Incidents like this are entirely preventable. That's why, throughout 2016, we will

continue to campaign for towers to be properly assembled and inspected by a trained, competent person following the PASMA Code of Practice and the manufacturer's instructions. Significantly, adhering to a strict inspection and audit regime is obligatory for PASMA members."

## Diary dates for 2016

**Safety & Health Expo:** PASMA will again be exhibiting at the Safety & Health Expo, 21-23 June, at ExCeL, London.

**AIF Conference:** 'Managing change and innovation in working at height' will be the principal theme of the Access Industry Forum's first conference on 13th October, at Holywell Park, Loughborough. The lead speaker will be Philip White, head of the HSE's Operational Strategy Division.



**PASMA Tower Week:** This will take place from the 14th to the 18th November. An information pack for members will be available later in the year.

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# The Future of Construction equipment

The Construction Plant-hire Association's 2015 conference attracted a good number of delegates this year with the main topic The Future of Construction Plant Hire. Martin Frank, research engineer at Volvo Construction spoke on Intelligent Machines.



His company has taken a step back from further development to examine the benefits and true need of automation. The company has been testing fully autonomous machines, but has realised that there are benefits to be had from much less forward-looking technology including Smart View 360° cameras. He stressed however that it is vital the operator trusts both the benefits and the actual automation, stressing that they need to adapt to new ways of working, trusting intelligent functions to carry out some tasks.

Glyn Matthews, head of transformation at Speedy Services addressed **Technology Enabled Transformation - Improving Customer Experience**.

He pointed out that while manufacturers look at ways in



Glyn Matthews

which technology can help the operator, Speedy is focussing on ways on how new technology can transform its customer's experience. "We are all used to holding the latest technology in our hands with smartphones and tablets. Construction equipment users on site are familiar with the technology, yet in many cases hire companies are still using paper delivery notes and invoicing," he said. "Suddenly technology has become useable and we have a generation of customers who want online ordering and up to date information, but how many hire companies are delivering it? There is no point equipping a delivery driver with a huge tablet, capable of numerous functions when all a customer requires is delivery-sign-off, communication with the depot and back-office data transmission for instance."

He highlighted the Radio Frequency Identification (RFID) tag and stressed how it is allowing Speedy to locate and track inventory and enable its ePod self-serve on-site rental store. It currently has 35 self-hire centres on UK sites - mainly in dockyards, power stations and on larger road contracts. The RFID tags are also helpful in the workshop, automatically bringing up machine history, service requirements and parts diagrams for the engineer, helping improve productivity.

Phil Ellis of Highways England spoke



c&a

CPA

## on Supply Chain Capacity and Capability.

"New technology is all well and good, but if we don't have the people and equipment to meet future demand, we risk missing much of its potential," he said. "Highways England has invested more than £1 million on a project to assess demands over the next five years and the industry's ability to meet those requirements. The industry has lost more than 400,000 people since 2007 and will need to recruit around 1.1 million new workers by 2020. The biggest skills shortage is at supervisor level. The industry needs to bring around 1,000 new apprentices a year into the road equipment sector, currently it takes on around 250 youngsters a year."

## Sonya Hill of the West Midlands Police on Tackling the Skills Shortage.

The West Midlands Police is working with The Prince's Trust running a 12 week Prince's Trust Team Programme for 16 to 25 year olds who are unemployed, including those leaving care and young offenders. The trainees work on team working skills as well as fundraising for local community projects. The course involves two-week work placements followed by CV preparation and lessons in interview techniques. She asked that more companies sign up as business partners, and to offer work placements or employment. To demonstrate the success of the scheme, Hill was accompanied by Anthony Brown, who having been in trouble with the law, joined the programme. "I finished the course and went straight into work with Amey. It was the best thing that has ever happened to me," he said. See C&A November page 51 for more information.

Consultant Tim Watson spoke

## on Preventing Unintentional Movement Of Equipment.

Unintentional movement can be caused by mistake if the operator pulls the wrong lever for example, or when loose clothing catches a control lever. "There are three important contributing factors - planning and management, machine design and operator competence." "A CPA study examined 11 accidents caused by unintentional movement of the machine. In four cases operator competence was a



Tim Watson

major factor, while 10 were down to lack of supervision, 11 involved poor planning and 10 had people within the machine's working range," said Watson. The CPA is developing guidance for operators, site managers and domestic users of equipment.

## Sam Stacey, head of innovation at Skanska UK spoke on The Future of Construction.

Skanska is working on a range of projects to develop robotics for construction, using Oculus Rift virtual reality glasses and RFID technology. One of the biggest potential developments comes from temporary on-site production facilities. "We have come up with a method called flying factories. Once you get things off site you can start looking at automation," he said.

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# Liebherr LTM 1350-6.1 in colour

The 1:50 scale model of the Liebherr LTM 1350-6.1 is made by WSI Models and was first introduced back in 2012. The first versions of the model were affected by some modelling issues, but since then it has been considerably improved.

The new model has also been released in a number of crane company liveries and four of these are featured in the photographs here. Three are mainland European rental companies and one is from the USA. One notable omission so far is that there are no versions produced in the colours of a UK company.

This model is highly detailed. Looking underneath, the chassis includes hosing which runs between various small tanks. The tyres have Michelin logos in the tyre sidewalls, with different hubs for driven and non-driven axles. Tiny graphics add detail all around the model and give it a realistic feel.

The outriggers have a working pinning mechanism which allows the pads to be fixed in an offset way so they are within the footprint of the crane when the outrigger beams are retracted and locking bars keep the pads neatly under the crane.

The crane superstructure has two sets of metal handrails - one for when the crane is in transport mode and the other for when it is working. The main boom lift cylinder is an excellent metal part. Detailing on the boom includes a couple of rotating

spooling drums, and with casting details and small graphics it looks very realistic. The inner telescope sections have a realistic profile with thin walls. At the boom nose the sheaves are metal.

All of the main operating features are functional on the model. A recent enhancement in the versions reviewed here is the addition of boom pinning locks at the 46, 92 and 100 percent extension positions for each of the telescopic sections. This allows very realistic poses to be easily set.

In summary this an excellent model and looks particularly good in company colours. In Liebherr colours it costs €279 from the Liebherr web shop, with models in company colours typically costing around €50 more from dealers.

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

## Cranes Ect Model Rating

Packaging (max 10)	8
Detail (max 30)	27
Features (max 20)	18
Quality (max 25)	20
Price (max 15)	11
Overall (max 100)	84%

Loading up the ballast complete with auxiliary hoist



Austrian: Felbermayr colours

Spanish: Roxu colours with Y-Guy on board



German: H.N. Krane colours



Bay Crane from the USA

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# Letters



**Good morning,**

I am a fan of your cranes & access magazine, which is extremely informative. I would like to ask you, if it is mandatory that the crawler cranes must be placed over wood mats to establish better stability.

Thank you in advance.

Yours sincerely / Μετά τιμής

Miltiadis Spiridakis

HSE Specialist QSE

Vestas Mediterranean

*We wrote back:*

*Dear Miltiadis, many thanks for your kind comments, No it is not mandatory, it all depends on the size of the crawler crane, the loads applied in its fully loaded configuration and the type of ground it is moving on. Cranes that need to move while fully loaded do need further measures as the moving and turning of the tracks while loaded, creates additional stress on the ground. Generally very large crawler crane almost always need mats, while very small crawlers rarely need mats, and all those in between will depend on the factors mentioned.*

*I hope this all makes sense*

*We can publish your letter if you like to generate further input and comment, either with your full name or as an anonymous request?*

*Best wishes*

Dear Leigh,

My Question goes more for LR1400 size crawler cranes. I am very positive to publish my letter as I would like to get some concrete arguments for using mats under such cranes. Note to add, that the cranes I am referring to, lift loads of 40-50 tonnes at a height of 90-100 metres.

Great talking with you.

Miltiadis Spiridakis

*Dear Miltiadis,*

*The LR1400 is bang in the middle, it will manage without mats on very good firm ground, BUT where you would have to be careful is if you started moving with 50 tonnes on 100 metres of boom! You really ought to be running on mats unless the ground is not only very firm, but also has been tested along the route. The problem is that the loadings on the front of the tracks will be high and any attempt to turn will create further stress on the surface. If on good firm ground and operating from one position it might be OK, but you would need to carry out a proper ground survey and check the ground capacity against the ground bearing pressures published by the manufacturer.*

*If in doubt always use mats! And with up to 100 metres of boom in place it is just not worth the risk*

*Let's see what others, including our readers might say*

*Best wishes*

*Leigh*

This is exactly the case. It is moving for a few metres with full load. It would be interesting to hear input from different interested parties.

Thank you again for the support.

Miltiadis

*Note: Before we get criticised for daring to hand out advice, this was not for a job due to start that very day, it was and is more to garner more advice and clarification on the issue which clearly causes an issue with crane operator/owners around the world, given the number of crawler cranes that overturn. All input advice and reference to other documents would be warmly welcomed and will be published.*

**Dear Sir,**

It really bothers me when people get 'offended' when you politely point out that they are running a significant risk, or breaking the law with dangerous working practices - both when working at height or lifting. It is as though being 'offended' somehow makes them right.

I live in Glasgow and see this kind of thing a lot, I used to try educate people in what they are doing wrong but not once was it met with any gratitude. Every single time it was aggression so now I don't even bother. Sunday in Glasgow is extremely busy for truck mounted lifts, on average maybe seven or eight and I guarantee less than 50 percent of them are set-up properly, it's a joke and the worst ones for it are council operated ones, I don't ever remember seeing one single one set-up correctly.

I've only been in the industry for seven years but the rest of my working life was spent with .... company name withheld to protect identity..... and I have been shocked at the lack of respect for health and safety in this industry and how more people aren't killed or seriously injured I honestly don't know, it seems Lady Luck is extremely busy.

Anyhow thanks for responding I do love the site, it's great for information

Thanks very much

*Name withheld for obvious reasons*

*This is very typical, and we take a lot of flack and even threats ourselves when publishing Death Wish or 'Who trained him them' photos, or accidents. However, in many cases such reports do lead to a shake-up in the way the company works and everyone gains. Another typical reaction is to try and suppress coverage, and if anyone tries to take a photo of someone working inappropriately they risk aggression - sometimes extreme aggression! This inclination to suppress is not limited to operators, small companies or 'one man bands'. Some of the worst offenders are big contractors, who will use their financial muscle to squash any coverage. The most irritating examples come from companies that take the moral high ground on safety, gathering certifications and even winning safety awards. As we start a new year it would be nice if the lifting industry could follow the long established example set by the aviation industry.*

**Dear Sir,**

As an Ainscough crane operator currently in negotiations, backed by the union Unite, asking for some 12 percent pay increase. The management have treated us like trained apes for far too long.....

*This letter was sent in by mobile phone, and appears to have been cut off mid sentence.*

*A ballot for strike action was due to close on January 11th, after the company's revised two year pay offer of 2.5 and 2.75 percent, was overwhelmingly rejected by operator's belonging to the Unite union.*

Dear Sir,

In his outstanding book Checklist Manifesto the author Dr. Atul Gawande clearly points out that work related mistakes are caused by ignorance and ineptitude. People who work at height cannot afford to ignore safety equipment and the rules of gravity. This year the frequency of falls from height has been a weekly occurrence especially in tree work and many have been fatal. I am preaching safety and I know the audience is not deaf. I preach this for my team and we work safely. It does not cost us any more to be safe... AAMOF (As a Matter Of Fact) it costs us less because we can work the next day just as ably.

Yours

*This one came into our letters page but we do not seem to have saved the writers name in the file, possibly because he did not include it or possible due to our sloppiness – given what a good letter this is if the writer would like to claim credit we will correct this oversight in the next issue. Ed*

Dear Sir,

A friend of mine spotted a large truck mounted lift working in the street today, he took a photograph and sent it to me with some questions about what type of machine it was and asking if it was not a little too big for the job it was working on.

To start with I thought it was funny and that the machine was a bit of an overkill so I posted it on a Facebook, where a few people proceeded to point out that no outrigger mats had been used and possibly no harness also pavement was not shut off.

The operator then noticed it on Facebook and the whole thing escalated to a point where the photographer's employers complained that as it was on Facebook and they were "ruining his business".

It seems to me if he had set the machine up properly he wouldn't have had anything to complain about and would have got some good free publicity for his nice looking machine.

***We have withheld the writer's name and edited the text slightly to protect the writer who has made a very good and important point.***

*We totally agree, we know from bitter experience that this sort of reaction is not uncommon, companies that simply do not bother to ensure that operators follow good working practices are the fastest to complain when a photograph taken of their machine goes on line, often complaining that they have been victimised. They don't seem to understand that if only they did things properly they could relax when photos are taken and enjoy the positive publicity. In spite of this we have found that such occurrences do often prove to be a catalyst to the protagonists changing their ways. In which case all the grief is well worth it. Ed*

**Sebastian Wilkinson set out to cycle from Brisbane to Sydney in order to raise funds for cancer charities in memory of his father Simon who died in July. Here is letter we will also add parts of his daily blog on line.**

Dear Leigh,

To say we totally underestimated it would be the most accurate way of summing this challenge up, however we did manage to complete it within the five days that we had set ourselves - but only just. The final time was four days, 23 hours and 10 minutes!

We experienced everything from hailstorms to 46 degree's with forest fires, not factors we had accounted for. The physical and mental aspects started to take their toll by day two after the bike broke and it took five hours to fix in Byron Bay. The end result was that I had to cycle through the night to make up the miles, with just two hours sleep that night and another 16.5 hours in the saddle the following day. Dehydration combined with sleep deprivation and jet lag meant the whole trip became hell. I then came off the bike on the Thursday evening in a storm, damaging my elbow and the bike.

However arriving at the opera house was a moment that I will never forget, all of a sudden the blood sweat and tears was all worth it. We have now raised just over our target of £11,000 for Macmillan in my dad's memory.

I would like to thank the industry for their very kind contributions, especially Gordon Leicester and Facelift who played an instrumental role in helping fund the challenge. If anyone feels compelled to donate we would welcome their support at [www.grippingmiles.com](http://www.grippingmiles.com) which has link to our just giving page.

**Many thanks Sebastian Wilkinson**

**Below are some excerpts from the daily blog written by support van driver Charlie Gilmour:**

"Fresh start, new day. After yesterday's issues with the bike breaking and tracking issues, the focus was to plough on, reaching rest stops in good time and beating the midday sun.

Sometimes things don't go to plan, and today, they didn't. Up a 4am, prepped the bike, greased the chain and checked tyre pressures, but in doing so the inner tube valve snapped, rendering the tube completely useless. After a swift change of tube Seb was back on the Pacific Highway, heading south.

The road train lorries in Australia are fast and reckless. Within 10 minutes Seb had already encountered too many close calls. The solution: Drive behind on the hard shoulder, hazards on, protecting Seb from the traffic.

No longer than 10 minutes later, loose wood was thrown into Seb, injuring him and damaging the bike cracking the carbon wheel, and stopping it from turning. The solution: Remove the front brake, allowing movement and stability.

The route was now deviating away from the Pacific Highway, along quieter country roads, perfect for the bike. But bad things come in threes. After a great push along the quieter roads, making up lost time, we came across the 'Road' designed according to the Garmin for a road bike, this was not a road, more a path a deer might trample in a wood. Unsafe, dangerous and impossible to cross. Seb was now in the midday sun and having to go back on himself to reach a detour.

Cycling the distance from Brisbane to Sydney is no easy feat, we knew this before we left the UK - but underestimated big time. To see a man come off a bike with bleeding sores and rashes all over his body, dehydrated, jet lagged and dealing with bereavement isn't something you want to witness, all you want to say is "pack it in mate" - you can't, you can't intervene, the cycle is more than simply Brisbane to Sydney, it's not just raising money for a Cancer Charity. You strip it down to a young bloke dealing with a death of a family member, turning the grief into something positive, without which the cycle and amount raised would have never happened.

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801 Faun ATF 80-4	2003	8x8x8	48,50m + 2,00m + runner
601 Liebherr LTM 1060/2	2000	8x8x8	42,00m + 17,00m
701 Liebherr LTM 1070/1	1997	8x8x8	40,00m + 16,00m
901 Liebherr LTM 1090/2	2002	8x8x8	52,00m + 19,00m
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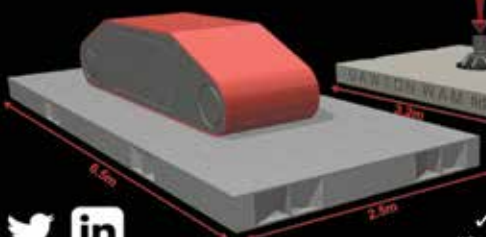
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[www.ganticharger.com](http://www.ganticharger.com)

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The Moors, Westoning Road, Greenfield,  
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[info@shieldbatteries.co.uk](mailto:info@shieldbatteries.co.uk)

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

online Access&Lifting directory – the fast and efficient way to find a supplier

## Access Equipment Manufacturers

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

## Scaffold Towers

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

## Mastclimbers & Hoists

Adastra Access	<a href="http://www.adastra-access.co.uk">www.adastra-access.co.uk</a>
Alimak-Hek	<a href="http://www.alimakhek.com">www.alimakhek.com</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
GEDA-Dechentreiter	<a href="http://www.geda.de">www.geda.de</a>
SGB	<a href="http://www.sgb.co.uk">www.sgb.co.uk</a>
LTC Hoists Division	<a href="http://www.lfhoists.co.uk">www.lfhoists.co.uk</a>
Safi	<a href="http://www.safi.it">www.safi.it</a>

## Specialist Scaffolding

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

## Platform Rental

1st Access Rentals	<a href="http://www.1staccessrentals.co.uk">www.1staccessrentals.co.uk</a>
2 Cousins Access Limited	<a href="http://www.2cousins.co.uk">www.2cousins.co.uk</a>
AA Access (Specialists)	<a href="http://www.aaaccess.co.uk">www.aaaccess.co.uk</a>

Access Link	<a href="http://www.accesslink.biz">www.accesslink.biz</a>
Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
Active Rentals Scotland	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Actual Access	<a href="http://www.actualservices.co.uk">www.actualservices.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
Aerial and Handling Services	<a href="http://www.aerialandhandlingservices.com">www.aerialandhandlingservices.com</a>
Aerial Platforms	<a href="http://www.aerialplatformsltd.co.uk">www.aerialplatformsltd.co.uk</a>
AFI-Uplift	<a href="http://www.afi-uplift.co.uk">www.afi-uplift.co.uk</a>
A-Plant	<a href="http://www.a-plant.com">www.a-plant.com</a>
APL	<a href="http://www.apl-aerialplatforms.co.uk">www.apl-aerialplatforms.co.uk</a>
ASR Access Platforms	<a href="http://www.access-platforms.com">www.access-platforms.com</a>
ATP	<a href="http://www.atphire.com">www.atphire.com</a>
Bluelift	<a href="http://www.bluelift.ie">www.bluelift.ie</a>
Drammen Liftutleie AS	<a href="http://www.drammenlift.no">www.drammenlift.no</a>
Easi up Lifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
ES Access Platforms	<a href="http://www.esaccess.co.uk">www.esaccess.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Fraco	<a href="http://www.fraco.co.uk">www.fraco.co.uk</a>
GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
Hi-reach	<a href="http://www.hi-reach.co.uk">www.hi-reach.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
Horizon Platforms	<a href="http://www.horizonplatforms.co.uk">www.horizonplatforms.co.uk</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Kimberly Rentals Group	<a href="http://www.kimberlyaccess.co.uk">www.kimberlyaccess.co.uk</a>
Lifterz	<a href="http://www.lifterz.co.uk">www.lifterz.co.uk</a>
Loxam Access	<a href="http://www.loxam-access.co.uk">www.loxam-access.co.uk</a>
LTC Powered Access	<a href="http://www.ltcpoweredaccess.co.uk">www.ltcpoweredaccess.co.uk</a>
LTC	<a href="http://www.ltcaccess.co.uk">www.ltcaccess.co.uk</a>
Mainline Access	<a href="http://www.mainline-access.co.uk">www.mainline-access.co.uk</a>
Manlift Hire	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/Hire">www.nationwideplatforms.co.uk/Hire</a>
North American Rentals	<a href="http://www.bigbooms.com">www.bigbooms.com</a>
Peter Douglass Platforms	<a href="http://www.peterdouglass.co.uk">www.peterdouglass.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>
Rival	<a href="http://www.rival.com">www.rival.com</a>
Sandhurst Access Rental	<a href="http://www.sandhurst-accessrental.co.uk">www.sandhurst-accessrental.co.uk</a>
Trac-Access	<a href="http://www.trac-access.com">www.trac-access.com</a>
United Powered Access	<a href="http://www.upa-uk.com">www.upa-uk.com</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Notified Body

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

IAPS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
Advanced	<a href="http://www.aaplatforms.co.uk">www.aaplatforms.co.uk</a>
Access Platforms	
AFI Resale	<a href="http://www.afi-resale.co.uk">www.afi-resale.co.uk</a>
A.J. Access Platforms	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
Baulift	<a href="http://www.baulift.de">www.baulift.de</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-uplifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
Flesch	<a href="http://www.flesch-arbeitsbuehnen.de">www.flesch-arbeitsbuehnen.de</a>
Gantic Norway	<a href="http://www.gantic.no">www.gantic.no</a>
Genie	<a href="http://www.genieindustries.com">www.genieindustries.com</a>
Genie UK	<a href="http://www.genielift.co.uk">www.genielift.co.uk</a>
GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>
JLG	<a href="http://www.jlgeurope.com">www.jlgeurope.com</a>
JMS Plant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Kemp Hoogwerkers	<a href="http://www.kemphoogwerkers.nl">www.kemphoogwerkers.nl</a>
Kunze GmbH	<a href="http://www.kunze-buehnen.com">www.kunze-buehnen.com</a>
Lavendon Sales	<a href="http://www.lavendonsales.com">www.lavendonsales.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Manlift Sales	<a href="http://www.manlift.ie">www.manlift.ie</a>
Mech-Serv (GB)	<a href="http://www.mech-serv.co.uk">www.mech-serv.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/sales/">www.nationwideplatforms.co.uk/sales/</a>
North American Rentals	<a href="http://www.bigbooms.com">www.bigbooms.com</a>
Rothlehner	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Tracked Access	<a href="http://www.trackedaccess.com">www.trackedaccess.com</a>

Platform Sales	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Promax Access	<a href="http://www.promaxaccess.com">www.promaxaccess.com</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Reachmaster (USA)	<a href="http://www.reachmaster.com">www.reachmaster.com</a>
Rival	<a href="http://www.rival.com/used">www.rival.com/used</a>
Turner Access	<a href="http://www.turner-access.co.uk">www.turner-access.co.uk</a>
TVH - Group Thermote & Vanhalst	<a href="http://www.tvh.be">www.tvh.be</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Utility Equipment	<a href="http://www.utility-equipment.com">www.utility-equipment.com</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special/Bespoke Access & Lifting Solutions

APS	<a href="http://www.iapsgroup.com">www.iapsgroup.com</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
Ladder Safety Devices	<a href="http://www.laddersafetydevices.co.uk">www.laddersafetydevices.co.uk</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Liftright Access	<a href="http://www.liftrightaccess.com">www.liftrightaccess.com</a>
Mantis Access	<a href="http://www.mantisaccess.co.uk">www.mantisaccess.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/Hire">www.nationwideplatforms.co.uk/Hire</a>
Planet Platforms	<a href="http://www.planetplatforms.co.uk">www.planetplatforms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Ranger Equipment	<a href="http://www.spiderlift.co.uk">www.spiderlift.co.uk</a>
Working At Height Ltd	<a href="http://www.workingatheightltd.com">www.workingatheightltd.com</a>

## Special & Niche Access

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
DENKA Narrow	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
Easi UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Easy Reach Scotland	<a href="http://www.easyreachscotland.co.uk">www.easyreachscotland.co.uk</a>
Facelift	<a href="http://www.facelift.co.uk">www.facelift.co.uk</a>
High Access Hire	<a href="http://www.highaccesshire.co.uk">www.highaccesshire.co.uk</a>
Higher Access	<a href="http://www.higheraccess.co.uk">www.higheraccess.co.uk</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.co.uk">www.smartplatforms.co.uk</a>
Universal Platforms	<a href="http://www.universalplatforms.com">www.universalplatforms.com</a>
Wilson Access	<a href="http://www.wilsonaccess.co.uk">www.wilsonaccess.co.uk</a>

## Special Lift & Transport Equipment

Arnold Schwerlast GmbH & Co.KG	<a href="http://www.arnold-schwerlast.de">www.arnold-schwerlast.de</a>
Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
Wagenborg Nedlift, NL	<a href="http://www.wagenborg.com">www.wagenborg.com</a>

## Self-Propelled Modular Transporters

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

## Telescopic Handler Manufacturers

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

## New & Used Telehandlers

Dieci Telehandlers	<a href="http://www.dieci.com">www.dieci.com</a>
GT Lifting Solutions	<a href="http://www.gtlift.co.uk">www.gtlift.co.uk</a>
Industrial Access	<a href="http://www.industrialaccess.ro">www.industrialaccess.ro</a>
Lisman	<a href="http://www.lisman.nl">www.lisman.nl</a>
Rival	<a href="http://www.rival.com/used">www.rival.com/used</a>
Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>
VHS Vissers Heftruck Service	<a href="http://www.vhsbladel.nl">www.vhsbladel.nl</a>

## Telehandler Rental

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS PLant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>
Readyplant Ltd	<a href="http://www.readyplant.co.uk">www.readyplant.co.uk</a>

## Site Safety Audits

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

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

## Crane Manufacturers

Böcker Maschinenwerke	<a href="http://www.boecker-group.com">www.boecker-group.com</a>
Galizia	<a href="http://www.galiziagru.com">www.galiziagru.com</a>
Grove	<a href="http://www.grovetworldwide.com">www.grovetworldwide.com</a>
HCME (Hitachi-Sumitomo)	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
Jekko Minicrane	<a href="http://www.jekko.it">www.jekko.it</a>
JMG	<a href="http://www.jmgcranes.com">www.jmgcranes.com</a>



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

#### Lorry/Truck Loader Cranes

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

#### New & Used Cranes

AGD Equipment	<a href="http://www.agd-equipment.co.uk">www.agd-equipment.co.uk</a>
Cranes4Cranes	<a href="http://www.cranes4Cranes.com">www.cranes4Cranes.com</a>
Cranes UK	<a href="http://www.cranesuk.net">www.cranesuk.net</a>
Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
E.H Hassells	<a href="http://www.hassells.com">www.hassells.com</a>
Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
IMC Cranes	<a href="http://www.imc-cranes.com">www.imc-cranes.com</a>
Jones-Iron Fairy	<a href="http://www.jonesironfairy.co.uk">www.jonesironfairy.co.uk</a>
Kobelco	<a href="http://www.kobelco-cranes.com">www.kobelco-cranes.com</a>
Leader	<a href="http://www.leader-piatt.it">www.leader-piatt.it</a>
Maeda	<a href="http://www.maedaminicranes.co.uk">www.maedaminicranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>
M. Stemick	<a href="http://www.stemick-krane.de">www.stemick-krane.de</a>
NRC	<a href="http://www.nrcplant.co.uk">www.nrcplant.co.uk</a>
P.V. Adrighem BV	<a href="http://www.adrighem.com">www.adrighem.com</a>
Rivertek Services	<a href="http://www.rivertekservices.com">www.rivertekservices.com</a>
Terex Demag	<a href="http://www.terex-cranes.com">www.terex-cranes.com</a>
Transloader Services	<a href="http://www.transloaderservices.co.uk">www.transloaderservices.co.uk</a>
Hird	<a href="http://www.hird.co.uk">www.hird.co.uk</a>

#### Heavy Lifting Equipment

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

The Furniture Hoist Co	<a href="http://www.furniturehoists.co.uk">www.furniturehoists.co.uk</a>
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#### Crane Hire

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

#### Mini Crane Hire

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

#### Self Erecting Tower Cranes

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

#### Crane Hire

J&M Crane Hire	<a href="http://www.jandmcranehire.co.uk">www.jandmcranehire.co.uk</a>
London Tower Cranes	<a href="http://www.londontowercranes.co.uk">www.londontowercranes.co.uk</a>
Mantis Cranes	<a href="http://www.mantiscranes.co.uk">www.mantiscranes.co.uk</a>

#### Tower Cranes

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

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

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
HCI Consulting	<a href="http://www.hiconsulting.com">www.hiconsulting.com</a>

#### Ancillary Equipment

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

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

Shield Batteries	<a href="http://www.shieldbatteries.co.uk">www.shieldbatteries.co.uk</a>
Trojan Battery	<a href="http://www.trojanbattery.com">www.trojanbattery.com</a>
Platinum Batteries (Europe) Ltd	<a href="http://www.platinumbatteries.co.uk">www.platinumbatteries.co.uk</a>

#### Load Cells & Load Monitoring Systems

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

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
Intercontrol	<a href="http://www.intercontrol.de">www.intercontrol.de</a>

#### Generator Sales & Rental

Electrogen Int	<a href="http://www.electrogen.ie">www.electrogen.ie</a>
JMS Plant Hire	<a href="http://www.jms-planthire.co.uk">www.jms-planthire.co.uk</a>

#### Insurance

Specialist Insurance	<a href="http://www.cover1.com">www.cover1.com</a>
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#### Online Technical Help

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

Alimats	<a href="http://www.craneriggermats.co.uk">www.craneriggermats.co.uk</a>
Eco power pads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
GTP Europe	<a href="http://www.gtp-europe.com">www.gtp-europe.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
Mat & Timber Services	<a href="http://www.sarumhardwood.co.uk">www.sarumhardwood.co.uk</a>
Nylacast	<a href="http://www.nylacast.com">www.nylacast.com</a>
Solum	<a href="http://www.thesolum.com">www.thesolum.com</a>
Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Universal Crane Mats	<a href="http://www.universal-crane-mats.com">www.universal-crane-mats.com</a>
Welex Rental	<a href="http://www.welexrental.co.uk">www.welexrental.co.uk</a>

#### Parts & Service Suppliers

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

#### Innovations

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

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

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

#### Replacement Filters

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

AGS	<a href="http://www.ags-btp.fr">www.ags-btp.fr</a>
Airtek equipment	<a href="http://www.airteksafety.com">www.airteksafety.com</a>
Heaton Trestle	<a href="http://www.heatonproducts.co.uk">www.heatonproducts.co.uk</a>
Handrail System	
Heaton	<a href="http://www.heatonproducts.co.uk">www.heatonproducts.co.uk</a>
Scaffold Towers	
Load Systems UK Ltd	<a href="http://www.loadsystems.com">www.loadsystems.com</a>
Marwood	<a href="http://www.marwoodgroup.co.uk">www.marwoodgroup.co.uk</a>
SMIE	<a href="http://www.smie.com">www.smie.com</a>

#### Software

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

#### Structural Repairs

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

#### Training Associations & Networks

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

#### Training Centres & Trainers

Access Platforms Direct	<a href="http://www.accessplatformsdirect.co.uk">www.accessplatformsdirect.co.uk</a>
Astra Access	<a href="http://www.astratraining.co.uk">www.astratraining.co.uk</a>
IAPS	<a href="http://www.iapsgroup.co.uk">www.iapsgroup.co.uk</a>
Active Safety	<a href="http://www.activerentals.co.uk">www.activerentals.co.uk</a>
Advanced Access Platforms	<a href="http://www.accessplatformsuk.com">www.accessplatformsuk.com</a>
UTN	<a href="http://www.utntraining.co.uk">www.utntraining.co.uk</a>
Ainscough	<a href="http://www.ainscoughtraining.co.uk">www.ainscoughtraining.co.uk</a>
AJ Access	<a href="http://www.accessplatforms.com">www.accessplatforms.com</a>
APL	<a href="http://www.apl-aerialplatforms.co.uk">www.apl-aerialplatforms.co.uk</a>
Approved Safety Training -Ca	<a href="http://www.approvedsafetytraining.com">www.approvedsafetytraining.com</a>
GT Access	<a href="http://www.gtaccess.co.uk">www.gtaccess.co.uk</a>
Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
LTC Training Services	<a href="http://www.ltctrainingservices.co.uk">www.ltctrainingservices.co.uk</a>
Nationwide Platforms	<a href="http://www.nationwideplatforms.co.uk/Training">www.nationwideplatforms.co.uk/Training</a>
SGB	<a href="http://www.sgb.co.uk">www.sgb.co.uk</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.com">www.smartplatforms.com</a>
Transloader Services	<a href="http://www.transloaderservices.co.uk">www.transloaderservices.co.uk</a>

#### Safety Training

Atlas Cranes UK	<a href="http://www.atlasgmbh.com">www.atlasgmbh.com</a>
Avon Crane	<a href="http://www.avoncrane.co.uk">www.avoncrane.co.uk</a>
Brogan Group	<a href="http://www.brogangroup.com">www.brogangroup.com</a>
Davis Access	<a href="http://www.davisaccess.co.uk">www.davisaccess.co.uk</a>
Easi-UpLifts	<a href="http://www.easiuplifts.com">www.easiuplifts.com</a>
Emerson	<a href="http://www.emersontrainingservices.co.uk">www.emersontrainingservices.co.uk</a>

#### Training Services

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

#### Traffic Management Services

Sun Traffic Ltd	<a href="http://www.suntraffic.com">www.suntraffic.com</a>
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#### Wire Rope & Cable

Teufelberger Seil	<a href="http://www.teufelberger.com">www.teufelberger.com</a>
TMC Lifting	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
Casar	<a href="http://www.casar.de">www.casar.de</a>

#### Winches & Hoists

Rotzler	<a href="http://www.rotzler.com">www.rotzler.com</a>
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#### Tyre suppliers

Mitas Tyres	<a href="http://www.mitas-tyres.com">www.mitas-tyres.com</a>
OTR Wheel Engineering - OTR Europe	<a href="http://www.otrwheel.com">www.otrwheel.com</a>

If your company is not listed sign up online or email [info@vertikal.net](mailto:info@vertikal.net) or call

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€ 3.500



V17591 - Mec 3247ES - 2009  
Electric - 11,75 Mtr. - 183 Hrs.  
€ 6.500



V19131 - Hollandlift X105EL16 - 2007  
Electric - 12,5 Mtr. - / Hrs.  
€ 8.500



V18448 - Liftlux SL 110-20E - 2003  
Electric - 13,3 Mtr. - 1656 Hrs.  
€ 3.950



V18953 - Hollandlift N140EL12 - 2011  
Electric - 16 Mtr. - 252 Hrs.  
€ 35.000



V17383 - Upright SL30SL - 2007  
Diesel 4x4 - 11 Mtr. - / Hrs.  
€ 10.500



V18131 - Genie GS3384RT - 2004  
Diesel 4x4 - 12,06 Mtr. - 1736 Hrs.  
€ 9.950



V17359 - Mec 3772RT - 2007  
Diesel 4x4 - 13,28 Mtr. - 1120 Hrs.  
€ 10.500



V18436 - JLG 4394RT - 2005  
Diesel 4x4 - 15,11 Mtr. - 1982 Hrs.  
€ 13.950



V18878 - Skyjack SJ9250 - 2003  
Diesel 4x2 - 17,2 Mtr. - 2320 Hrs.  
€ 9.950



V18152 - Grove Toucan 800A - 2004  
Electric - 8,2 Mtr. - 977 Hrs.  
€ 5.500



V19145 - JLG Toucan 1010 - 2006  
Electric - 10,1 Mtr. - 853 Hrs.  
€ 8.500



V18832 - Manitou 105 VJR2 - 2004  
Electric - 10,3 Mtr. - 838 Hrs.  
€ 6.950



V16761 - Genie Z30-20N - 2000  
Electric - 11,14 Mtr. - 968 Hrs.  
€ 9.500 - New wheels



V18769 - Genie Z45-25JDC - 2000  
Electric - 15,8 Mtr. - 2603 Hrs.  
€ 9.950



V18743 - Genie Z45-25RT - 2000  
Diesel 4x2 - 15,9 Mtr. - 3594 Hrs.  
€ 7.950



V18754 - JLG 510AJ - 2008  
Diesel 4x4 - 17,81 Mtr. - 1850 Hrs.  
€ 25.750



V18270 - JLG 600AJ - 2007  
Diesel 4x4 - 20,29 Mtr. - 2761 Hrs.  
€ 31.500



V18844 - Manitou 200ATJ - 2010  
Diesel 4x4 - 20 Mtr. - 1059 Hrs.  
€ 38.500



V17237 - Haulotte HA41PX - 2006  
Diesel 4x4 - 41 Mtr. - 2658 Hrs.  
€ 52.500



V18835 - JLG 6605J - 2008  
Diesel 4x4 - 22,32 Mtr. - 2662 Hrs.  
€ 35.000



V18380 - Haulotte H25TPX - 2009  
Diesel 4x4 - 25,3 Mtr. - 1971 Hrs.  
€ 26.500



V17507 - Genie 585 - 2004  
Diesel 4x4 - 27,9 Mtr. - 3713 Hrs.  
€ 31.000



V17550 - JLG 8605J - 2005  
Diesel 4x4 - 28,21 Mtr. - 3945 Hrs.  
€ 35.000



V17021 - Genie S125 - 2003  
Diesel 4x4 - 40,15 Mtr. - 5389 Hrs.  
€ 46.000

More information?

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**Maeda MC 285 CRM - E**  
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