

cranes & access

September 2020 Vol.22 issue 6

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**Top 30 rental
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Spider &
mini cranes
Hybrid
platforms
Training**



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On the cover:

Before reconstruction of Notre Dame got underway scaffold caught up in fire had to be removed, the job involved cranes, numerous aerial lifts and rigging experts.



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While Brexit may have impacted confidence last year, it has been as nothing compared to the outbreak of Covid-19 this year. See how the leading crane, powered access and telehandler rental companies in the UK and Ireland have fared in this year's Top 30 rental company guide.

Spider and Mini Crawler cranes 31

In recent years, both small telescopic spider cranes and the increasingly popular larger articulated models have become a mainstream alternative to larger cranes for a growing range of applications.

One closely associated crane type that seems to have suffered from this rise in popularity however is the mini crawler crane with many manufacturers discontinuing or severely reducing their range.



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In what is our second telehandler feature this year, it is staggering to see how many new products and updates have occurred in what is generally considered a relatively mature market.



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When you think of disruptive technology within our industry it probably doesn't get any bigger than the use of virtual reality (VR) training. We review the latest developments to see whether one day it might be more than just a tool for enhancing 'real-life' training.



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In June, UK's Ainscough Crane Hire appointed Peter Gibbs as chief executive. Leigh Sparrow spoke to him to find out how it has gone and what plans he has for the future.



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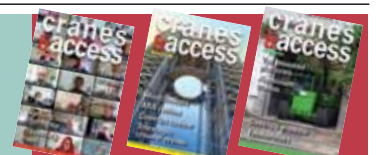
In the next C&A

The next issue of Cranes & Access, scheduled for late October, will include features on All Terrain cranes, truck mounted lifts and access and lifting equipment for arborists. It will also include our annual look at outrigger mats and spreader plates as well as a review of the latest rental software on the market. If you have any contributions or suggestions to make, or are interested in advertising in this issue, please contact us today.

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Lessons to be learnt

This month's feature on training (page 55) comes a few weeks after I watched the film *Miracle on the Hudson*, the true story of the aircraft that crash landed in the Hudson River, in New York, after losing both engines. I had no great expectations of the film, after all, I knew what happened and the entire incident was all over in just 208 seconds. I was proved wrong, the highlight of the film was not the crash, but the public hearing where the incident was replicated by various flight crews in a training simulator.

It has always mystified me why safety authorities - like the HSE in the UK - do not learn from the aviation industry when it comes to accidents. HSE investigations are largely secretive with a focus on prosecution rather than learning from and communicating the lessons to be learnt. They often take years to complete with potential benefits lost. An example is the fatal boom lift overturn alongside the M25 motorway in 2013, we still do not know for sure what happened, and the threat of litigation still hangs over those involved.

In comparison, even the most complex aviation accident investigations are collaborative and open, so that lessons can be learnt at every step of the way. Preliminary findings are shared after just 30 days, with a final report within a year. On the rare occasion that is not possible, an interim report is issued on the anniversary of the event each year detailing the progress.

Another area in which we could benefit from the aviation industry - which is widely recognised as one of the safest in the world - is training. Pilots have been required to undergo intensive training and testing since the early days of commercial aviation and simulators have played a role for as long as I can remember. The finances available may differ considerably, but the challenges, risks and concerns are the same.

While some of the latest simulators are impressive, I have, until now, been sceptical of Virtual Reality training, preferring the traditional mix of theory, practical assessment and testing, as well as on the job training, leading to the allocation of a simple starter machine, before graduating to larger more complex models as an operator proves himself.

The only downside to this method is that being taught to do something right is not much help when things go wrong. That is where VR can really come into its own. The ability to carry out high risk training without the risks - the ability to make mistakes without endangering anyone.

It seems that we are prepared to accept frequent crane and lift accidents as long as they are not all fatal and yet a city centre tower crane collapse can end the lives of innocent bystanders, who unlike those flying, they did not choose to take a small risk. VR training could well help along with a change in how investigations are conducted.

Surely it is time things finally changed.

Leigh Sparrow

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

New owner for A Mini Crane Hire

UK spider crane rental company A Mini Crane Hire has been acquired by entrepreneur, Mark Davenport, from owners Pete Piekarus and Anthony Travis, in what is described as a seven figure deal. Founded in 2009, A Mini Crane Hire runs a fleet of 50 spider cranes, a mini crawler and two tonne pick & carry cranes as well as a range of glass handing robots, attachments and other equipment, from locations in London and Liverpool

Davenport who joined the A Mini Crane board earlier this year, says he has ambitious growth plans over the next four to five years. They include expanding operations - possibly with additional outlets - establishing a strong management team, and an immediate investment of £1.5 million to refurbish and update the existing fleet.

Davenport said: "The business has fought its way through lockdown, with sales now back to where they should be, with annual turnover expected to be in excess of £5 million. The company has recruited two new sales people and manager for the Liverpool depot. We also remain fully committed to sustainability and will continue to make incremental changes that will serve our community and benefit the planet. With that in mind, we will welcome nine new electric powered cranes to the fleet later this year."

Davenport and Piekarus standing in front of a green spider crane.



A Mini Crane Hire's new owner Mark Davenport (L) with retiring owner Peter Piekarus.

First all electric Maeda

Maeda has launched its first all electric spider crane, a battery powered version of the 2.82 tonne capacity MC285C-3.

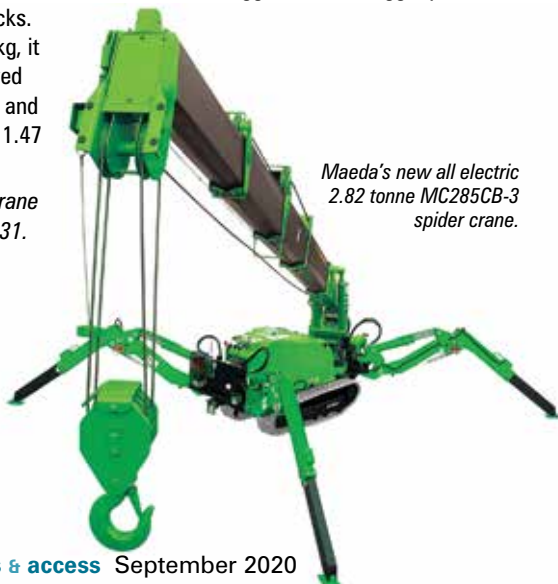
Offering similar dimensions and capacities as the diesel equivalent, the new crane features a lithium-ion battery pack which provides up to nine hours of continuous operation and can be fully charged in just 3.5 hours.

Features include HBC radio remote controls, a seven inch monitor display, programmable load moment limiter, data logger, multi outrigger positions and non-marking tracks. Weighing 2,000kg, it has overall stowed width is 750mm and overall height of 1.47 metres.

See the spider crane feature on page 31.



Maeda's new all electric 2.82 tonne MC285CB-3 spider crane.



Comansa updates the 11LC flat top range

Spanish tower crane manufacturer Comansa has updated its 11LC range of flat top tower cranes and will shortly incorporate similar changes into its 16LC line. The company will also introduce a six tonne version of its eight tonne 11LC150, taking the 11LC range to five models with capacities of five, six or eight tonnes with jib lengths up to 65 metres and jib tip capacities of 1,700kg, or 1,870 with PowerLift.

The improvements include changes to the cathead and jib sections, enabling easier access to the trolley, while a new single trolley that enables a manual single/double reeving change by the operator on the ground is now an option. New potentiometers on the lift and trolley hoists are said to improve control smoothness, and the inching for precisely positioning loads. A new 18kW hoist is available on the six tonne cranes requiring less power while maintaining drum capacity and speeds. The Power Lift system becomes standard, providing a 10 percent higher capacities when operating at reduced speeds.

The hoist motor options now feature the Effi-Plus system which increases the lift and lower speeds when lifting lighter loads, without increasing power consumption. The cranes are also equipped with the new 'M' size Cube cab, with a more comfortable seating position, together with a resized and redesigned platform for an easier erection and maintenance. The Quick Set system, already fitted to the 21LC series, will now be available as an option on the 11LC family, helping simplify and speed up commissioning and calibration of a tower crane once erected.



Comansa has updated its 11LC range of flat top tower cranes



The new M size Cube cab.

MBO for Ommelift Germany

Yama Saha, the managing director of Ommelift Deutschland since 2015, has acquired the company from Ommelift and changed its name to Sahalift. The name change reflects the fact that the business now sells a wide range of access products alongside Ommelift products. They include Airo boom and scissor lifts, Isoli truck mounted lifts, Almac tracked scissor lifts and boom and Aichi tracked boom lifts. The business was established in 2005 when Ommelift decided to replace its dealer with a wholly owned sales outlet.



Dingli buys into Teupen

Chinese aerial lift manufacturer Dingli has acquired a 24 percent stake in German spider lift manufacturer Teupen. The investment follows Dingli's purchase of a 20 percent stake in Magni Telehandlers in 2016 and a 25 percent stake in MEC Aerial Work Platforms in 2017.

Teupen was founded in 1977 by Bernd Teupen to produce a range of furniture hoists and introduced its first spider lift in 1987. In the 1990s the business was acquired by managing directors Alfons Thihatmer and Andreas Grochowiak. In 2008 they sold a majority stake in the company to private equity firm Nord Holding. Hanover Finanz took the majority stake in the company in 2012 and remains the controlling shareholder.

The two companies also plan to open a new Dingli European Research & Development centre, along similar lines to the one Dingli has with Magni in Italy. A statement from Dingli said: "Through technology sharing with Teupen, both parties will jointly develop a series of self-propelled boom lifts with high capacities and working heights of 36 to 50 metres. We will also cooperate with a full series of electric powered machines, including boom lifts, scissor lifts and vertical lifts."



Hiab UK tele crane package

Hiab UK has launched 1.84 tonne/metre T-CLX 018-2 telescopic crane on its T-Boom framework system. The crane features a four section boom with a maximum capacity of 995kg at 1.2 metres radius and can take 430kg to its maximum reach of 4.2 metres. Aimed at sole traders and smaller supply chain operators, such as builders and landscape gardeners, the T-Boom framework system allows local installation centres to mount the crane to any corner of a chassis in less than a week without the need for welding.



The Hiab T-CLX 018-2 telescopic can be mounted in less than a week to any corner of the chassis

Hiab UK managing director, Ian Mitchell, said: "In the last six months, the market place has changed considerably for businesses and many are looking for greater flexibility when it comes to investing in new equipment. The T-Boom Frameworks is a quick full body and crane solution for people handling close range heavy lifting needs. There is no welding on installation and the crane can be mounted on any corner of the chassis."

The new 1.85 tonne crane is aimed at smaller companies and 3.5 tonne trucks



Nifty Stage V Hybrids

Niftylift has launched a new 'Gen2 Hybrid' diesel/electric hybrid power pack, for its range of hybrid articulated boom lifts which currently include, the HR15, HR17, HR21 and HR28. Key features of the new generation include Stage V diesels, along with further improvements to the electric power train. As on earlier versions, they can be used as all electric machines, or all diesel with the electric motor providing an automatic power boost to the engine when the platform encounters challenging ground conditions or steep slopes. The new drive train is said to offer fuel savings of up to 50 percent as a diesel with significantly lower emissions without sacrificing performance.

The Niftylift hybrids use a smaller engine than would otherwise be required, and do not require particulate filters or Ad Blue, while offering the same power and performance of a larger engine. A new heavy duty AGM maintenance free battery pack is now standard. It can be recharged from a regular 110 or 230 volt AC power source, with the machine's 'Diesel-Ren' - feature while the engine recharges the batteries in half the time. When the machine is being used in diesel mode, any surplus power is used to top up the battery pack. See Hybrid lifts - page 42.

Niftylift has launched its new Gen2 diesel/electric hybrid power pack initially for the HR21 and HR17



The new power pack is said to offer up to 50% fuel savings over a regular diesel

26m Ommelift insulated hybrid spider

Ommelift has launched the new 26.5 metre 2650 iRX-46kV insulated hybrid spider lift. Shown as a prototype at the Utility Expo in Kentucky, last year, it has a Category C level insulation rating with each lift element insulated with Waco fibre glass sections.

It has been designed for working in the vicinity of power lines with a working height of 26.5 metres an outreach of 12.2 metres at a 13 metre up & over height with the 136kg unrestricted platform capacity.

The 2650 iRX is ANSI A92.2 compliant, and features include vertical wall tracking and hydraulic power to the platform for chainsaws and other tools. Weighing 6,075kg, it has an overall stowed width of 1.1 metres, is 10.24 metres long, and has an overall height of 2.4 metres.



Ommelift's 2650 iRX-46kV features insulated sections on each lifting element

The diesel/battery hybrid power pack with re-charge is standard, as are radio remote controls and 180 degrees platform rotation.

Chief executive Axel Thøgersen said: "This new lift provides a safe foundation for trades such as tree workers to work safer when close to powerlines."

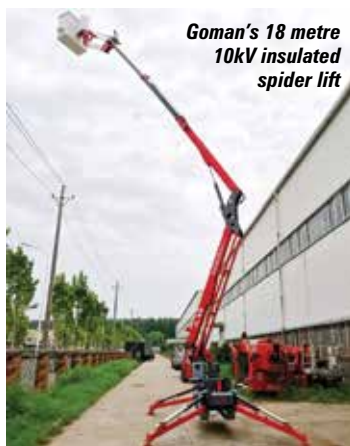


The platform includes hydraulic power for attachments

Goman insulated spider lift launch

Chinese manufacturer Goman has launched a new 18 metre X18D 10kV insulated spider lift for applications such as tree trimming. The X18D features a long riser/lower boom and three section telescopic boom made of hot dip galvanised steel sections. It is topped by a fibreglass articulating jib and a fibreglass platform with a two person rating. Maximum outreach is 7.2 metres with 200kg platform capacity.

Hydraulically adjustable tracks extend from 766mm to 1.15 metres while also increasing the ground clearance and overall height by 134mm. Weighing 2,380kg, the machine has a working footprint of 2.79 by 3.83 metres, an overall width of 860mm with small basket or 1.45 metres with larger option. Overall height is just over 2.1 metres, and it has an overall length almost six metres with the basket installed.



Goman's 18 metre 10kV insulated spider lift

GSR updates 20m B200T

Italian aerial lift manufacturer GSR has updated and remounted its 20 metre B200T telescopic truck mounted lift, to become the B200T4. The lift was previously mounted on Nissan Cabstar or Renault Maxity chassis, with Nissan production coming to an end, GSR decided to switch to the new compact Iveco and Mercedes Sprinter chassis.

On the Iveco chassis the B200T4 includes inboard levelling jacks/stabilisers, up to 10.85 metres of outreach with an 80kg capacity or 7.5 metres with 250kg and overall length is 6.96 metres. On the Mercedes with variable out and forward front outriggers, it offers



The B200T4 has a 20m work height



up to 14 metres outreach with 80kg capacity or 9.5 metres with 250kg. Overall length is just over seven metres.

The GSR B200T4 is available on compact Iveco or Mercedes chassis.

JDL a success

French crane and aerial lift exhibition JDL bravely opened its doors earlier this month, becoming one of the first equipment exhibitions since March. Supported by more than 80 exhibitors there were plenty of new products on show, although with fresh outbreaks of Covid-19 cases visitor numbers were clearly down.



Show manager, Frédérique Taraquois, said: "We held on till the end together to hold the 2020 edition of JDL, decidedly like no other! Thank you to all our exhibitors for staying with us, for struggling often until the last moment to be able to present their latest innovations, and models. Thank you to all our visitors for being here and making the trip to this unique meeting of the profession."

1,000 tonne test load for 800 tonner

Liebherr has completed a 1,000 tonne overload test with its LR 1800-1.0 crawler crane equipped with the new 800 tonne heavy duty boom head section, ballast trailer and 1,000 tonne hook block.

The crane, which is rated at nine metre radius with a 57 metre boom, was set up with 70 tonnes of central ballast, 170 tonnes of main superstructure ballast, 228 tonnes derrick ballast and a 33 metre derrick boom. It was also tested with a new ballast trailer in place of a suspended ballast. Liebherr has delivered 10 LR 1800-1.0s across Europe, North America and Asia all with the standard 650 tonne 'S' boom head.

Product manager Jens Könneker said: "The standard head is more than adequate for the vast majority of jobs. However, the LR 1800-1.0 is designed to handle its maximum capacity in real world conditions. That is why we built the 800 tonne head to go with a new 1,000 tonne hook block, and now we have tested it as well."

The new ballast trailer



The Liebherr LR 1800-1.0 lifts the 1,000 tonne test load



First Platform Basket 43T Hybrid

Elite Access Rentals has taken delivery of the first 43 metre Platform Basket Spider 43T Hybrid spider lift in the UK. Supplied by UK distributor Promax Access, the 43T boasts a seven section telescopic boom, topped by a two section telescopic articulated jib. It offers a 43.2 metre working height and an outreach of 17.3 metres with 136kg in the platform, while maximum platform capacity 330kg.

Power comes from a Stage V/Tier 5 Kubota diesel engine or a lithium-ion battery pack, while features include radio remote controls, multi-position and auto levelling outriggers, continuous 360 degree slew and an on board generator providing power, water and compressed air to the platform. It has also been supplied with a 350kg winch for lifting duties.

Based in Bradford, Elite Access Rentals is a joint venture between Jonathan Hawksworth of truck mounted rental company Clearview Services and Adam Gallagher of spider lift rental company Tracked Access Platforms.



Elite's new Platform Basket T43 Hybrid

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The new L27A-XS has an
overall length of 9.1 metres



New Rosenbauer rescue platform

Fire and recovery vehicle manufacturer Rosenbauer has added a new 27 metre L27A-XS 3.0 ladder platform to its XS (Extra Small) range. Joining a 32 and 42 metre model in the range, the new platform is mounted on a two axle Mercedes Atego 1527 F chassis and features a five section ladder boom topped by a 4.35 metre jib.

The new machine also includes a new fall protection system with up to 18 harness attachment points and a new personal fall prevention device, in which the safety belt retractor is located on the person so that it is not pulled over edges as the belt retracts and unwinds.

Maximum platform capacity is 500kg and can be used as an anchor point for abseiling operations or when rescuing a person from a shaft, as well as for crews working outside the platform, such as stepping onto a balcony to help an injured person into the basket.

Basic firefighting equipment includes a permanently mounted aluminium tube in the upper ladder section, a water supply integrated into the platform structure, water curtain jet nozzles in the platform floor, and two monitors stowed in the equipment chests.

The L27A-XS includes all third generation XS technology from the other two models, including the special XS boom configuration with folding jib and an inwardly offset swivel joint, enabling them to be used to their full extent in the tightest spaces. Additional features include zero tailswing, the ability to set up close to a façade with an unrestricted five person platform rating.

Tobias Deissler of Rosenbauer, said: "The goal of the new L27A-XSC was to create a vehicle that is ideal for use in the narrow streets of historic town centres."



The platform's basket can
be adapted for a range of
rescue applications



CEO change at Manitowoc

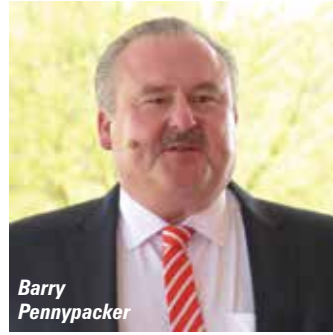
“Tariffs may not be the best solution”

In early August, Manitowoc’s chief executive Barry Pennypacker, ‘stepped down’ to be replaced by executive vice president of cranes Aaron Ravenscroft. The change was immediate, and no reasons were given for Pennypacker’s sudden departure. Speaking to Cranes & Access, Ravenscroft said: “Barry was ready to leave. He had made the necessary cutbacks, stabilised the balance sheet, and already done what Barry does best”.

Shortly after taking over, Ravenscroft made a statement that indicated that the company’s position regarding the Department of Commerce’s investigation into US crane imports, instigated by his predecessor had changed. He stated: “After my initial reviews, I believe that tariffs may not be the best solution. And while we believe in fair trade, I do not want to burden our customers with additional costs, particularly in this environment. We believe that tariffs would inhibit crane demand and further deteriorate already difficult market conditions.”

In an interview with Cranes & Access, Ravenscroft admitted that the company was looking into several alternatives. When asked, he did not dismiss requesting a withdrawal of the petition. However, the process is now out of Manitowoc’s hands, although there is precedence of a withdrawal request being honoured.

Ravenscroft added that the company was more interested in encouraging the US Government to consider alternatives, such as enhancing ‘Buy America/Hire America’ provisions for Federally funded construction projects and providing grants for local R&D in the crane industry.



Barry Pennypacker



Aaron Ravenscroft

Ravenscroft played no part in the filing of the petition back in December, he was working from the Potain offices in France and only arrived back in the USA a few months ago. His first action was to sit in on a virtual meeting of SC&RA members who lambasted Manitowoc for trying to block crane imports from other manufacturers in a bid to push up prices. Manitowoc cranes are sold under the Grove and Potain brands and the company imports all All Terrain and tower cranes from Germany and France respectively. In the meantime, the process grinds on.



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Financials round-up

Maxim Crane Works has acquired the Montana assets, locations and business of **NCSG Crane and Heavy Haulage** and launched a cash offer to repurchase up to \$125 million worth of its 10.125 percent Notes which mature in 2024.



Tadano's first quarter revenues increased 7% to ¥43.2 billion (\$407.3 million), while last year's pre-tax profit of ¥1.35 billion (\$12.8 million) compares with a loss of ¥694 million (\$6.5 million) this year.



Wacker Neuson's revenues for the first six months were €796.7 million, 16.4% down on last year. Much of the reduction occurred in North America, with European sales just 8.8% lower at €631.4 million.



First half revenues at **United Rentals** were \$4.06 billion, 8% down on the same period in 2019. Pre-tax profits were 16.5% lower at \$477 million. Second quarter sales slipped 16%, while pre-tax profits declined almost 28.5 percent to \$251 million.



Manitowoc's half year revenues declined 28.5% to \$657.5 million with a pre-tax loss of \$17.9 million, compared to a profit last year of \$26.5 million. Second quarter revenues were 35% lower at \$328.3 million, with a pre-tax loss of \$12 million compared to \$49.9 million in 2019.



US based rental company **Equipment Depot** has acquired Massachusetts based **New England Industrial Truck**.



Hiab and Kalmar owner **Cargotec** has issued a positive trading statement, stating that the third quarter was 'better than expected' with order intake and operating profit both improving compared to the second quarter.

Manitex, owner of PM, Oil & Steel and Valla, reported half year revenues down 23% to \$85.8 million, with a pre-tax loss of \$9.4 million compared to last year's pre-tax profit of \$4.6 million. The backlog at the end of June was \$44.3 million but recovered to \$48 million in July thanks to PM loader cranes.



Manitou has formed a partnership with robotics specialists **Effidence** to develop, manufacture and distribute a range of logistics robots.



Haulotte reported first half revenues of €222.7 million, down 35% on last year, with equipment sales falling 36% to €195.6 million, rental down 38% to €6.8 million, and service down 21% to €20.3 million. Most of the drop off came in the second quarter where revenues dipped 50%.



First half revenues at **Genie** dropped 58% to \$935.6 million with an operating loss of \$10.9 million, compared to a profit last year of \$145.9 million. Second quarter revenues were 52.5% lower at \$413.9 million, with a small pickup in June, while the operating loss was \$5 million compared to a profit last year of \$86.3 million.



Manitou's first half revenues fell 35% to €761.6 million with net income of €13.5 million, down 78% from year. The Material Handling and Access division had sales of €496 million, down 40%, with an operating profit 70% lower at v19.7 million.



Ashtead, owner of **Sunbelt Rentals** in the USA, Canada and the UK, has reported first quarter revenues of £1.2 billion, down 7%, with pre-tax profits dropping 38% to £192 million. US sales declined 7% to \$1.28 billion, with an operating profit 27.5% lower at \$324.1 million. Canadian revenues were 5% lower at \$90.4 million, with a \$100,000 loss. While UK revenues dropped 6% to £123.3 million, with an operating profits down 46% to £8.3 million.



Australian crane and access rental group **Boom Logistics** had full year revenues 2% higher at \$185.5 million, with higher pre-tax losses of \$12.5 million.



Special Equipment, the Netherland's based re-rent division of **Mateco**, has seen a steady pick up in utilisation and now expects moderate year on year growth.

US crane rental group **TNT** has filed for voluntary Chapter 11 protection in the Delaware bankruptcy court and is looking to restructure via a debt for equity swap.



Alimak is to acquire **Verta Corporation**, a USA based Building Maintenance Unit service provider.



Snorkel's first half revenues almost halved to \$60.2 million with a loss before interest and tax of \$6.2 million compared to a profit last year of \$1 million. Most of the reduction occurred in the second quarter when sales plunged 72.4% to \$16.8 million.



UK rental company **Aspire Platforms** has acquired the alloy tower/platform rental operations of **London Tower Services (LTS)** taking it into the London market two years after it was set up between Manchester and Liverpool.

First half revenues at **H&E Equipment Services** fell 13% to \$564.3 million, with a pre-tax loss of \$35.3 million, compared with a profit of \$50.2 million last year.



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

Altec tops boom truck range

The AC30-101b features a four section 30.8 metre main boom



US crane and truck mounted platform manufacturer Altec has added the 30 ton (27.2 tonne) AC30-101b to the top of its standard boom truck range.

Mounted on a three axle chassis, the AC30-101b features a four section 30.8 metre boom plus optional 7.9 to 13.4 metre telescopic swingaway extension to provide a maximum tip height of 47 metres. It can handle its maximum capacity at a 1.5 metre radius and take 680kg to the maximum radius of 30.7 metres. Features include

the company's Load Moment & Area Protection (LMAP) system and three position out and down outriggers. Additional options include a two man work platform attachment and radio remote controls.

The company's six model 'behind the cab mount' low profile range now offers capacities from 18 to 30 tons.



France Elévateur ramps up

Vehicle mounted lift manufacturer France Elévateur has added a second production line for its 12 metre van mounted lifts in response to rapidly growing demand from the telecoms sector in France. Since Lockdown eased, the company has been working two eight hour shifts at its plant in Flavigny sur Moselle while it set up the new line. It has also employed eight new production staff and plans to add a further 40 employees including electrical technicians, mechanics, hydraulic and fitter finishers.

The changes will allow the company to build an extra 20 platforms a month, most of which will be the 121 FT which it claims is well suited to the telecoms market.

Director Charles Goffin said: "The market is buoyant, driven as a whole by telecoms and fibre. So today there is a lot of stress on deadlines and unfortunately we are unable to offer short enough lead times. The new assembly line for 12 metre vans will help solve that problem."



The two 12m production lines

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- UK's **Bryn Thomas Cranes** has appointed **Andy Unsworth** as commercial director
- Collé Rental & Sales** has taken 30 Valla pick & carry cranes
- UK's **PP Engineering Crane Hire** has taken a 60t **Liebherr LTM 1060-3.1**
- Xtreme Engineering** has taken the first **Tadano ATF-120-5.1** in Australia
- Germany's **Mateco** has broken ground on new headquarters
- Northwest Crane Hire** has taken Australia's first **Liebherr LRT 1100-2.1**
- PM** has appointed **Stefano Ghesini** as sales director of Italy and **Marco Castiglione** as export sales director
- Hyva** has appointed **Ballinlough** in Ireland and **S.M. Components** for N. Ireland
- UK's **Mainline Access** has taken two 84ft **Holland Lift HL-275 D25** scissor lifts
- Joe Broughton** and **Kyle Waller** have joined the **MEC** sales team
- Merlo UK** has appointed **Shellplant** as a dealer
- Manitou** has launched the **MLT 420** telehandler in USA
- Germany's **Wasel** has taken two 110t **Liebherr LTM 1110-5.1s**
- Germany's **Arbeitsbühnen Hoffmann** has taken 14 **Airo** scissor lifts
- Spain's **Grúas Cigales** has taken a 100t **Tadano ATF-100-4.1 All Terrain**
- Scott Cornwall** of **Bernard Hunter Mobile Cranes** has died
- UK's **Bella Access** has purchased 24 **JCB** scissor lifts
- The **HAE** has appointed **Paul Gaze** as CEO
- France's **Franche Comté Levage** has taken a **Spierings SK597-AT4**
- Ginno Debrabandere** of Belgian company **Duma** has died
- Sinoboom** has appointed **ATN** as distributor for France.
- Belgium's **Vertimac** has appointed **Thomas Méheust** as Nagano sales director
- Germany's **Zeppelin Rental** has taken the first Stage V **Genie S-65 XC** boom lifts
- UK's **Ken Harrop Crane Hire** has taken a 5t **Klaas K950PHX** crane
- Collé Rental & Sales** has opened a new German location - Leipzig-Gera
- Terex Cranes** has appointed **SNM** as tower crane dealer for France
- JMG Cranes** has appointed **Foster Cranes** as UK dealer
- UK's **Hird** has recruited **Glyn Goodwin**, **Matt Jinks** and **Sasha Facey**
- Switzerland's **Welti-Furrer** has taken three **Liebherr All Terrains**
- Australian crane entrepreneur **Robert Way** has died
- Haulotte USA** has appointed **Five Bo** for western Canada
- Jekko** has produced its 2,000th crane
- Australia's **Baden Davis Crane Connection** is the new **Kobelco** dealer for NSW
- UK's **Spiderlift** has taken a **Teupen Leo 30T Plus** spider lift
- Manitou** has launched the **VJR 100** mast boom in North America



Andy Unsworth



Marco Castiglione



Stefano Ghesini



Joe Broughton



Kyle Waller



Paul Gaze



Thomas Méheust



Glyn Goodwin



Matt Jinks



Sasha Facey

- Welsh company **R. W. Christopher Crane Hire** has taken a 90t **Liebherr LTM 1090-4.2 All Terrain**
- Switzerland's **Fanger** has taken two **Demag All Terrains**
- Alimak COO Stefan Rinaldo** is leaving the company
- Julie Houston Smyth** and **José Miguel Peña** have joined the **Sinoboom** sales team
- France's **Kiloutou** has launched an online used equipment platform
- Heinz Helmut Kempkes** of Germany's **Kuli Hebezeuge** has died
- Hyva Germany** has appointed **Olav Berkelmans** as MD
- China's **CCSE** has taken two **Potain MCH 175** hydraulic tower cranes
- CMC Germany** has appointed **Herbert Hager** as dealer for Austria
- Germany's **Gossner** has taken more **JCB** scissor lifts
- HDW** has celebrated 25 years as **Genie** distributor for Netherlands
- UK's **Roadcraft Crane Hire** has taken a 200t **Grove GMK5200-1 All Terrain**
- Graham Osmond** has joined **The Hire Exchange**
- Maxbr** has taken Spain's first 46ft **Genie GS-4655**
- Manitex** has appointed **Atlantic & Southern Equipment** in Georgia and **Keystone Crane Services** in Texas
- Argentina's **Euroamerica** has taken the first remotely assembled **Liebherr LHM 420** mobile harbour crane
- Belgium's **Wim Verhuur** has purchased two **Nagano S15AUJ** booms from **Vertimac**
- US based **CraneWorks** has appointed **Kenny Bishop** as president
- Norway's **Roar Wilhelmsen** has taken two **HSC** crawler cranes
- Haulotte Germany** has appointed **FSN Fördertechnik** as a dealer
- The **NCCCO Foundation** has published **'The Most Similar Certifications Directory'**
- Germany's **Weiland Kran & Transport** has taken a 70t **Tadano ATF 70G-4 All Terrain**
- UK's **Media Access Solutions** has opened a depot in Shepperton
- China's **SPT Cranes** has appointed **Jones Equipment Sales** as distributor for Australia
- Manitex** has launched the 41t **C450U** utility crane
- Oil & Steel** has appointed **Hird** as UK distributor
- IPAF** has appointed **Brian Parker** head of safety & technical
- Luis Aguilar** of Spain's **Grúas Aguilar** has died
- Réunion's **Incana** has taken a 500t **Demag AC 500-8 All Terrain**
- Mobile Mini UK** has taken five **Fassi F820** loader cranes
- Italy's **Giffi Noleggi** has taken five **Comet Eurosky 14** platforms
- APH Cranes** has taken a 230t **Liebherr LTM 1230-5.1**
- Crane Norway Group** has taken nine **Grove All Terrains**
- Netherlands **TVH Americas** has appointed **Jeannette Robinson**, **Martin Fajardo** and **Erika Fitzgerald** to its sales team
- Heeren Groep** has taken a 220t **Demag AC 220-5 All Terrain**
- WernerCo** has promoted **Steve Lock** to head of R&D/quality
- Switzerland's **Malerei Blaser** has taken two **Hinowa** spider lifts
- UK's **Ainscough Crane Hire** has taken a **Liebherr MK 88-4.1** mobile self-erecting tower crane
- Austria's **Maltech** has taken an all-electric **Klubb K20** van mounted platform
- Wagenborg Nedlift** has purchased a 450t **Liebherr LTM1450-8.1** and 700t **LTM1650-8.1**
- Finland's **Dinolift** has appointed **Ahern Ibérica** distributor for Spain and Portugal
- UK's **JT Dove** has taken seven **Hiab X HiDuo** loader cranes
- UK's **Walkers of Tuxford** has taken a second **Grove GMK4100L-1**
- UK's **Access Hire Nationwide** has purchased 25 **Versalift VTL135-F** van mounts
- UK's **Eastern Crane Hire** has taken a 60t **Liebherr LTM 1060-3.1**
- Liebherr USA** has appointed **Beau Pocock** as business manager RT cranes
- UK's **Clearview Access** has taken a 90m **Ruthmann T900 HF**
- Terex** has appointed **Select Plant Hire** as tower crane dealer for Ireland
- Tadano Demag UK** has appointed **Paul Duke** as customer support manager
- Denmark's **JM Trykluft** has taken the first 46ft **JLG 460SJ HC3** boom lifts
- UK's **DSM Contract Lifting** has taken a 6t **Böcker AK 46/6000** truck crane
- Germany's **Heims Holzbau** has taken three **Liebherr L1-32** self-erectors
- Ireland's **GK Hire** has taken 21 **Genie GS-1330m** scissor lifts
- Brad Boehler** has joined **Morbark** as president
- Adam's Euro** has taken the first **Magni RTH 6.51** telehandler
- LGMG** has teamed up with Dutch software company **AMS** to provide telematics
- Germany's **Waldschütz** has taken a 70t **Tadano ATF 70G-4 All Terrain**
- Switzerland's **Maltech** has taken its 100th **Bronto Skylift** platform
- UK's **Bennetts Cranes** has taken a **Kobelco CKE900G-3** crawler crane
- US based **Dennis Tree Service** has taken a **Demag AC60-3**
- UK's **Midland Access Platforms** has taken a 46ft **Genie GS-4655** scissor
- UK's **Berry Cranes** has taken a 60t **Liebherr LTM 1060-3.1**
- Sonoforte** has taken the first **Tadano AT** in Mongolia
- Haulotte** has appointed Morocco's **Groupe Premium** as distributor for 12 African countries
- Oil & Steel** has appointed **SNM Lift** as its distributor for north west France.
- UK's **Coppard Plant Hire** has taken a 6t **Klaas K1003RSX** truck crane
- UK's **Crowland Cranes** has taken a third 60t **Liebherr LTM 1060-3.1**
- UK's **Mtec** has taken a 43 t/m **PM** loader crane on Mercedes truck
- JLG Europe** has appointed **Marko Kuipers** as director operations and **Tjitske van Hellemond** as director customer care



José Miguel Peña



Julie Houston Smyth



Graham Osmond



Kenny Bishop



Brian Parker



Martin Fajardo



Jeannette Robinson



Erika Fitzgerald



Steve Lock



Beau Pocock



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UK & Ireland Top 30 rental companies

C&A

top 30

When we commented on the results of last year's survey, we said it had been an 'unusual' year for the leading crane, access and telehandler rental companies, with many experiencing wild swings between being very busy and unusually quiet. Who could have guessed back then that 2020 would be crazier still?

The survey results cover the 12 months from September 2019. The first half showed some promise of a return to stability, especially after the UK elections in December. However, as we passed the halfway point into March, everything changed and the world as we know it came to an abrupt halt. While Brexit made an impact on confidence last year, it was as nothing compared to the impact of Covid-19.

However, crane and aerial lift rental companies appear to have come through the second half slightly better than might have been expected, with utilisation and rates beginning to return to more normal levels, but the improvement is relative and more a case of 'not as bad as it could have been'. Uncertainty persists, largely thanks to the possibility of a second wave, the economy being in recession, and the UK Government's swashbuckling approach to EU trade negotiations.



However, the promise of a massive investment in new infrastructure projects has become more likely because of the urgent need to jump start the UK economy. Construction has taken priority over deficit or budgetary concerns and is being helped by the lowest interest rates ever seen. A major uptick in infrastructure spending will provide a major boost to the rental sector.

We also picked up some interesting variations between the companies surveyed, particularly in the access rental sector, with major players such as Nationwide/Loxam and AFI making substantial 'across the board' cutbacks, putting some highly experienced employees back onto the labour market and closing outlets. This must have been music to the ears of well run privately owned operators some of which have rushed to recruit from this unexpectedly available pool of talent, enabling them to open new locations and invest in additional equipment. The net effect could be a rolling back, at least to some degree, of the ongoing market consolidation that's been happening. However, we may see a new wave of consolidation as strong small to medium players snap up companies that are still struggling.

The crane market has seen less differentiation between the largest and the smallest operators. Some companies have managed well, others less so, regardless of size. The telehandler market has been the 'odd one out' this time around, with many companies providing negative feedback on the market in relation to rates and utilisation.



In terms of acquisitions, this year was considerably quieter than last, with the major companies abandoning any ongoing negotiations when the pandemic hit. Last year ended with AFI taking Facelift while, this year, Skyline Arcomet acquired Scottish tower crane rental company Highsparks TCS, more recently, Aspire took over LTS. Meanwhile, failures included Lincs Lift and Huntley, while Whyte Cranes restructured.

Methodology

As in previous years questionnaires were sent to every company that might qualify for any of the various categories or charts. However, this year we trialled a new and simpler interactive online form, which generally seems to have gone down well. The survey was also widely promoted online at www.vertical.net as well as on various social media networks. As in the past, we had to chase some companies for information with reminders and follow up calls or emails. As a last resort, some estimates had to be

made, based on input from industry insiders. As always, the aim was to keep estimates well below five percent.

Unusually, this year several companies stated that they did not want to be included at all, although it is a not an option. As always, some companies understated their fleets, while others exaggerated. We try and keep an eye out for these but, as always, some make it through. Of course, with the sheer volume of information received it is almost certain that the occasionally error will creep in. So please inform us of any inaccuracies or discrepancies you may notice, and we will update the online and digital magazine versions.

Thank You

Finally, and most importantly, a very big thank you to all of the companies that participated, especially those that supported our efforts as sponsors of what we hope will prove to be another useful and insightful report for our many end user readers.



TOP 30

Cranes

After a mixed first half and the Covid crisis haunting the second half it is not surprising to see that several crane companies have reduced their fleets over the past 12 months. Although a good few ended

the 12 month period with a few more cranes than the start. While few made any significant additions, those that did tended to run more specialist fleets, or are building back up after having restructured after going through a tough period. The fleet reductions are also relatively small and might have more to do with strong prices for used cranes when translated into Sterling.

While the UK interest in All Terrains in the 400 to 700 tonne bracket has not abated, the dozen or so UK/Irish companies that signed up for the new 650 tonne Liebherr LTM 1650-8.1 at Bauma last April have yet to see them.



TOP MOBILE CRANE HIRERS										
Company	Total	ATs/RTs Trucks	Crawlers Over 12t	Crawlers Under 12t	Mobile Tower Cranes	Industrial Pick & Carry	Spider Cranes	Depots	Employees	
Ainscough	399	▼	385	0	0	10	4	0	30	N/D
King Lifting	116	▲	104	2	2	2	4	2	9	300
Emerson Crane Hire	76	▼	62	2	8	1	0	3	3	100
City Lifting	69	▲	37	1	3	22	0	6	5	185
Sarens UK	67	—	39	26	0	2	0	0	2	N/D
Bryn Thomas Cranes	66	▲	61	0	0	3	2	0	6	112
Baldwins	65	▼	65	0	0	0	0	0	31	N/D
Emsley	65	—	64	0	0	1	0	0	2	N/D
Sparrow Crane	63	▼	48	0	9	1	0	5	2	74
Bronzeshield	59	—	54	0	0	3	0	2	1	N/D
Marsh Plant	58	▼	58	0	0	0	0	0	5	100
Southern Cranes	50	—	46	0	0	3	1	0	4	95
Mammoet	48	▲	44	2	0	1	1	0	3	400
Davies Crane Hire	47	▼	45	0	0	2	0	0	4	67
Kavanagh Crane Hire	47	▲	45	0	0	2	0	0	4	95
NMT Crane Hire	47	▲	38	0	0	5	4	0	5	80
Quinto Crane & Plant	45	▲	45	0	0	0	0	0	5	105
John Sutch Cranes	42	▲	36	0	0	6	0	0	2	91
ABA Cranes	40	—	37	0	0	1	2	0	1	60
Crowland Cranes	38	▼	34	0	1	0	2	1	3	60+
MacSalvors	35	▲	32	0	1	0	0	2	3	N/D
Dewsbury & Proud	34	▼	30	0	1	0	2	1	4	45
Forsyth of Denny	34	▼	32	1	0	0	0	1	2	75
Crane Hire	30	▼	27	0	0	2	0	1	2	42
WM O'Brien	30	▲	28	2	0	0	0	0	3	53
J. Hewitt Crane Hire	28	▼	26	0	0	0	2	0	1	N/D
Bernard Hunter	27	▲	20	0	1	4	0	2	2	50
Whyte Crane Serv.	35	▲	35	0	0	0	0	0	2	N/D
Bob Francis Crane Hire	24	▲	20	3	1	0	0	0	4	N/D
Cadman Cranes	22	—	18	0	4	0	0	0	3	30
PP Engineering	22	▼	20	0	0	0	2	0	1	N/D
Cork Crane Hire	21	▲	16	0	0	5	0	0	1	35
Steve Foster Cranes	21	—	19	0	0	1	1	0	1	40
Windhoist	20	▼	18	2	0	0	0	0	2	N/D
Tusker Crane Hire	19	NEW ENTRY	18	0	0	0	0	1	3	50
County Lifting	18	▲	13	1	0	0	3	0	1	30
Horizon Crane Hire	18	—	14	0	0	3	0	1	2	25
Millennium	18	—	18	0	0	0	0	0	1	N/D
Marsden Crane Serv.	17	NEW ENTRY	14	0	2	0	1	0	1	19
AB2000	13	▼	13	0	0	0	0	0	1	N/D
APH Crane Hire	13	▼	13	0	0	0	0	0	1	18
Cramscene	12	—	12	0	0	0	0	0	2	25
Ellis Crane Hire	11	▼	11	0	0	0	0	0	2	22

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same

LARGEST MOBILE CRANES

Company	Cap.	Make & Model	Units in Fleet
Sarens UK	1,200t	Gottwald AK680/3	1
Windhoist	1,200t	Liebherr LTM 11200-9.1	1
WM O'Brien	1,200t	Liebherr LTM 11200-9.1	1
Mammoet	1,200t	Liebherr LTM 11200	N/D
Baldwins	1,000t	Liebherr LTM 11000D	1
Ainscough	800t	Liebherr LTM 1800	1
Osprey Heavy Lift	800t	Liebherr LTM 1800D	1
Crane Hire	750t	Liebherr LTM 1750-9.1	1
King Lifting	750t	Liebherr LTM 1750-9.1	1
Whyte	750t	Liebherr LTM 1750-9.1	1
Bernard Hunter	500t	Liebherr LTM 1500-8.1	1
Bronzeshield	500t	Liebherr LTM 1500-8.1	1
Forsyth of Denny	500t	Liebherr LTM 1500-8.1	1
Kavanagh Crane Hire	500t	Liebherr LTM 1500-8.1	1
NMT Crane Hire	500t	Liebherr LTM 1500-8.1	2
City Lifting	450t	Liebherr LTM 1450-8.1	1
Cork Crane Hire	450t	Liebherr LTM 1450-8.1	1
Emerson Crane Hire	450t	Liebherr LTM 1450-8.1	1
Cramscene	450t	Grove GMK7450	1
Davies Crane Hire	400t	Tadano ATF 400G-6	1
Tusker Crane Hire	350t	Terex AC350	1
John Sutch Cranes	350t	Liebherr LTM 1350-6.1	1
Bryn Thomas Cranes	300t	Grove GMK6300L	1
Horizon Crane Hire	300t	Grove GMK6300L	1
Quinto Crane & Plant	300t	Grove GMK6300L	N/D
Steve Foster Cranes	300t	Grove GMK6300L	1
Southm. Crns. & Accs.	300t	Liebherr LTM 1300	1
Cork Crane Hire	300t	Liebherr LTM 1300	1



TOP TOWER CRANE COMPANIES

LARGEST CRANE IN FLEET

Company	Total	Hammerhead /Flat Tops	Luffers	Normal Self Erectors	Depots	Employees	Capacity	Make & Model	Units in Fleet
Falcon Tower Crane Services	429	131	223	75	5	403	64t	Jaso J780PA.64	3
London Tower Crane	335	120	205	10	3	N/D	24t	Jost JL416	10
Wolffkran Limited	220	89	131	0	2	280	50t	Wolff 8060	2
Select Plant Hire	190	37	153	0	5	N/D	66t	Terex CTL 1600-66	2
City Lifting	159	55	81	23	5	185	50t	Comansa 21 LC 750	1
Bennetts Cranes	109	22	87	0	1	N/D	32t	Comedil CTL 630	1
Mantis Cranes	95	25	0	70	2	25	12t	Saez TLS 70	3
Skyline Arcomet	93	33	59	1	2	35	18t	Terex CTL 260	2
Ladybird Crane Hire	81	30	0	51	1	25	5t	Potain MCT 88	16
Radius NFT	65	23	42	0	1	96	32t	Potain MR608	2
Lewis Tower Crane Services	56	39	6	11	1	19	16t	Liebherr 280 EC-H-16	2
Irish Crane & Lifting	55	52	0	3	2	N/D	16t	Terex CTT 331	5
Heathrow Cranes	50	12	38	0	1	N/D	20t	Moritsch RTL 325	3
Trident Lifting Solutions	49	13	36	0	1	22	24t	Comansa LCL500	4
Sparrow Crane	42	4	0	38	2	74	5t	Potain MC 85	4

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CRANE COMPANIES & INVESTMENT

Company	Investment	Units Bought	Units Sold
Weldex	£16,000,000	N/D	N/D
Falcon Tower Crane Services	£14,800,000	59	33
Windhoist	£10,000,000	3	0
Wolffkran UK	£8,000,000	N/D	N/D
Crane Hire	£7,220,000	5	4
Bennetts Cranes	£6,550,000	N/D	N/D
Trident Lifting Solutions	£5,100,000	16	N/D
Bernard Hunter	£5,000,000	4	3
Southern Cranes & Access	£4,500,000	6	6
Forsyth of Denny	£4,200,000	N/D	N/D
Mammoet	£4,000,000	9	10
AGD Equipment	£3,900,000	12	2
City Lifting	£3,200,000	N/D	N/D
Sparrow Crane Hire	£2,600,000	6	2
Skyline Arcomet	£2,500,000	15	8
Radius NFT	£2,200,000	9	2
Emerson Crane Hire	£2,000,000	3	10
Cork Crane Hire	£2,000,000	2	1
GGR Group	£1,900,000	N/D	N/D
AB2000	£1,900,000	3	3
Stoddart Crane Hire	£1,500,000	2	2
Kavanagh Crane Hire	£1,500,000	2	2
Hird Ltd	£1,400,000	13	1
Berry Cranes	£1,200,000	3	3
Bryn Thomas Cranes	£1,200,000	4	3
APH Crane Hire	£1,200,000	1	1
Horizon Crane Hire	£1,200,000	1	1
Marsh Plant	£1,108,000	2	5
Millennium	£1,000,000	1	1
G.H. Johnson Crane Hire	£1,000,000	4	2
Lewis Tower Crane Services	£1,000,000	4	1
Mantis Cranes	£1,000,000	N/D	N/D
Marsden Crane Services	£1,000,000	3	0
NMT Crane Hire	£1,000,000	1	1
Quinn Crane Hire	£950,000	2	0
ABA Cranes	£900,000	1	1
Davies Crane Hire	£800,000	3	2
Ellis Crane Hire	£800,000	2	2
County Lifting	£600,000	N/D	N/D
Thanet Crane Hire	£570,000	N/D	N/D
Steve Foster Cranes	£500,000	1	1
John Taylor Crane Services	£260,000	2	1
Quinto Crane & Plant	£100,000	N/D	N/D

LARGEST CRAWLER CRANES

Company	Capacity	Make & Model	Units in Fleet
Weldex	1350t	Liebherr LR 11350	N/D
Mammoet	1200t	Gottwald AK-912-1	1
Sarens UK	750t	Liebherr LR 1750	1
Windhoist	750t	Liebherr LR 1750	1
Ainscough	600t	Terex CC2800	1
WM O'Brien	600t	Terex CC2800	1
Delden	400t	Demag CC2400-1	1
Hawks Crane Hire	350t	Kobelco CKE3000G2	1
BPH Equipment	300t	Liebherr LR1300	1
Select Plant Hire	300t	Liebherr LR 1300	4
NRC Plant	275t	HSC SCX2800A-3	1
G.H. Johnson Crane H.	250t	Kobelco CKE2500G	2



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ABILITY

TOP CRAWLER CRANE HIRERS

Company	Total	Full Size		Under 12t	Depots	Employees
		Lattice	Tele			
Weldex	142	97	44	1	2	N/D
NRC Plant	72	32	14	26	1	N/D
Select Plant Hire	62	37	21	4	5	N/D
AGD Equipment	62	11	41	10	1	65
Delden	52	44	8	0	1	N/D
Q Crane & Plant Hire	50	41	6	3	1	N/D
G.H. Johnson Crane Hire	42	34	8	0	1	22
BPH Equipment	35	25	10	0	2	50
Sarens UK	26	20	6	0	2	N/D
GGR Group	32	0	0	32	3	140
Jones Crawler Cranes	22	10	10	2	1	N/D
Hawks Crane Hire	16	9	5	0	N/D	N/D
Sparrow Crane	10	0	0	10	2	74

C&a

top 30



MINI CRAWLERS / SPIDER CRANES / PICK & CARRY

Company	Total	Mini Crawlers	Spider Cranes	Pick & Carry	Depots	Employees
GGR Group	247	32	151	64	3	140
Hird Ltd	144	0	76	68	4	100+
Lift Ltd	60	0	50	10	1	30
Coppard Plant Hire	56	1	47	8	4	N/D
A Mini Crane Company	52	1	50	1	1	N/D
TCA Lifting	36	3	30	3	1	N/D
NRC Plant	26	26	0	0	1	N/D
King Lifting	17	3	10	4	9	300
Sparrow Crane	15	10	5	0	2	74
City Lifting	12	3	5	4	5	185
AGD Equipment	10	10	0	0	1	65
John Taylor Crane Services	9	1	8	0	1	8
Emerson Crane Hire	5	2	3	0	3	100
Ainscough	4	0	0	4	30	N/D
Crowland Cranes	4	1	1	2	3	60+



THINK

- PLANT INSTALLATIONS
- TOWER CRANE HIRE
- LIFTING ASSURANCE & CONSULTANCY
- CONTRACT LIFT SOLUTIONS



NEW HT16 RTJ PRO

VERSATILITY AND HIGH PERFORMANCE

ROUGH TERRAIN TELESCOPIC BOOM

ALL RTJ CAPABILITIES & DESIGN



TOP 30

Access

Another interesting year for the UK powered access rental industry, at first glance it looks like everyone has added significantly to their fleets over the past 12 months, which is surprising, however the totals hide all manner of detail, such as the fact that many fleet expansions result from the addition of more push around machines, which knock up the total fleet numbers

disproportionately. Also Nationwide's numbers now definitely include UK Platforms which was merged into the fleet in November while more recently Aspire acquired LTS.

Once again there was some confusion over Mast Booms – the Toucan/Star 10 type product - and Mast lifts such as the Snorkel TM12 which does the same job as a scissor lift and are

counted as such – this caused some last minute re allocations as we shifted some data inputs from the Mast Boom column to Scissor lifts.

One positive factor is that while the survey inputs took longer to come in than expected or hoped, most companies did participate, keeping the number of fleet estimates to the minimum.

TOP POWERED ACCESS COMPANIES

Company	Total	Booms articulated	Booms straight telescopic	Scissors lifts	Spider lifts	Push arrounds	Mast booms	Truck mounts	Van mounts	Trailer lifts
Nationwide Platforms	13,369 ▲	4,593	586	6,477	130	904	100	308	271	0
Speedy	8,577 ▲	667	41	4,425	21	3,154	253	9	0	7
AFI-Uplift	6,763 ▼	1,638	114	4,464	62	189	90	135	71	0
MEP Hire	4,750 ▲	0	0	0	0	4,750	0	0	0	0
Sunbelt Rentals	4,519 ▲	1,396	203	2,096	10	793	21	0	0	0
Height For Hire	2,772 —	990	350	950	100	350	50	200	2	2
JMS Powered Access	2,770 ▲	330	36	1214	40	1,096	50	2	1	1
Star Platforms AA	1,889 ▲	169	6	1,213	0	423	78	0	0	0
GT Access AA	1,774 ▼	408	42	1,180	27	0	105	12	0	0
CW Access Rental	1,600 ▼	450	75	700	4	350	17	0	0	4
Riwal UK	1,105 ▲	245	125	621	0	32	82	0	0	0
Advanced Access Platforms AL	1,089 ▲	236	35	656	19	69	71	0	0	3
Horizon Platforms	1,021 —	93	0	723	0	160	42	0	0	3
Elavation	889 ▲	368	0	388	17	108	6	0	0	2
Mr Plant Hire AA	802 ▲	62	2	207	3	488	40	0	0	0
Aspire Platforms	745 ▲	115	0	499	0	84	43	0	0	4
Access Hire Nationwide	716 ▲	0	0	0	0	0	0	48	668	0
KDM Hire AL	715 ▲	145	48	397	9	95	0	4	10	7
Neon Hire Services AL	680 ▲	79	0	454	0	122	25	0	0	0
JPS Platforms AL	617 ▲	86	5	359	4	143	20	0	0	0
Mainline AL	597 ▼	187	36	272	8	94	0	0	0	0
1 Up Access AA	569 ▲	210	17	310	0	20	10	0	0	2
Hird AL	528 ▲	162	9	320	5	20	10	0	2	0
Smiths Hire	520 ▲	88	3	289	2	120	15	0	0	3
Hire Safe Solutions	494 ▲	225	50	194	7	7	11	0	0	0
Powered Access Services	486 ▲	189	32	261	0	0	4	0	0	0
Premier Platforms AA	463 ▲	136	10	287	0	14	14	1	0	1
Media Access Solutions	459 ▲	172	20	246	0	15	6	0	0	0
Access Plus AA	450 —	95	5	350	0	0	0	0	0	0
Select Plant Hire	440 ▲	40	0	400	0	0	0	0	0	0
UK Powered Access AA	393 ▲	80	5	200	0	60	15	13	17	3
One Stop Hire AA	373 —	0	0	52	1	320	0	0	0	0
2 Cousins AL	369 ▼	90	10	220	12	25	10	1	0	1
Bella Access	355 ▲	65	10	239	1	30	10	0	0	0
OK Tool Hire AL	342 ▲	59	23	223	4	14	12	3	0	4
LTC Powered Access AL	320 ▲	91	31	162	5	15	6	0	8	2
Aerial Platform Hire	275 ▼	45	30	180	2	15	3	0	0	0
Manlift	267 ▼	61	17	151	4	15	15	4	0	0
Ashbrook AL	264 ▲	107	5	118	0	0	33	0	0	1
GFL Access AA	262 ▲	75	10	155	0	10	10	2	0	0
United Powered Access	205 ▲	38	3	149	0	15	0	0	0	0
Smart Platform	176 ▲	0	0	0	0	0	0	155	21	0
The Platform Hire Centre	172 <small>NEW ENTRY</small>	18	0	118	0	26	10	0	0	0
VP Higher Access	164 ▼	0	0	0	164	0	0	0	0	0
Orion Access	145 ▼	35	15	30	15	0	2	48	0	0

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same AL - Access Link AA - Access Alliance



TOP TRUCK MOUNTED FLEETS

Company	Total	Truck	Van
Access Hire Nationwide	716	48	668
Nationwide Platforms	579	308	271
Height For Hire	250	50	200
AFI-Uplift	206	135	71
Smart Platform	176	155	21
SHB Vehicle Hire & Management	126	0	126
Blade Access AA	61	53	8
Orion Access	48	48	0
Elev8 AL	47	28	19
NSS Hire	32	15	17
UK Powered Access AA	30	13	17
PG Platforms AA	23	11	12
Maps Platforms	20	3	17
Clearview Access	15	15	0
KDM Hire AL	14	4	10
GT Access AA	12	12	0



LARGEST SCISSOR LIFTS

Company	Height & Model	Units in Fleet
JMS Powered Access	34m JLG Liftlux 320-30	N/D
AFI-Uplift	32m Holland Lift G320	5
Mainline	33m Holland Lift Megastar	4
Riwal UK	31.5m Holland Lift HL339	3
Hire Safe Solutions	31.5m Holland Lift HL340	9
Nationwide Platforms	31.5m Holland Lift HL340	2
Yardbourne	27.25m PB 275-24RT	N/D
Advanced Access Platforms	26m JLG Liftlux LL26X	1
Height For Hire	24.5m JLG Liftlux 245-25	11
1 Up Access	22.5m Dingli 2212DC	6
KDM Hire	20.5m PB S225-24DS	N/D
Star Platforms	20.5m AB Lift S225-12	2
Elavation	20m Dingli JCPT2223RT	6
Cannon Access	19.5m Holland Lift B195	1
OK Tool Hire	19.5m Holland Lift B195	2
Premier Platforms	19.5m Holland Lift B196	1
Aerial Platform Hire	19m JLG SL210-25	2
CW Access Rental	17m Airo XL19	2
Media Access Solutions	17m Airo XL19	2
Horizon Platforms	16.5m Holland Lift 165	3
Speedy	16.5m Holland Lift 165	3

LARGEST SPIDER LIFTS

Company	Height & Model	Units in Fleet
JMS Powered Access	52m Falcon FS520C	N/D
TCA Lifting	52m Palazzani XTJ52	1
Hire Safe Solutions	50m Teupen Leo50GTX	2
Elite Access Rentals	43m Platform Basket 43T	1
VP Higher Access	42m Teupen Puma 42GTX	2
Clerkin Elevation	42m Ommelift 4200 RBDJ	1
Fletcher Access	42m Ommelift 4200 RBDJ	1
Height For Hire	42m Falcon FS420C	3
Spiderlift	42m Falcon FS420C	N/D
Advanced Access Platfms.	36m Teupen Leo36T	1
Blade Access	36m Teupen Leo36T	4
Elev8	36m Teupen Leo36T	3
Orion Access	34m Rangno TSJ 34	N/D
AFI-Uplift	31m Teupen Leo31T	1
Nationwide Platforms	31m Teupen Leo31T	8
Rapid Platforms	31m Teupen Leo31T	1
Acrolift	30m Teupen Leo30T	1
Cannon Access	26m Hinowa 26.14	1
KDM Hire	26m Hinowa 26.15	N/D
Elavation	26m Hinowa 26.16	4
GT Access	26m Hinowa 26.17	4
Hird Ltd	26m Hinowa 26.18	1
PG Platforms	26m JLG X26J	1

LARGEST TRUCK MOUNTED LIFTS

Company	Height & Model	Units in fleet
BMS	102.5m Palfinger P999	1
Blade Access	102.5m Palfinger P1000	7
Nationwide Platforms	90m Bronto S90HLA	1
Height For Hire	90m Bronto S90HLA	11
Clearview Access	90m Ruthmann T900-HF	1
Elev8	90m Palfinger P900	1
NSS Hire	70m Bronto S70XDT	3
AFI-Uplift	61m Bronto 61XDT	1
Orion Access	61m Wumag WT610	1
Smart Platform	51m Ruthmann T510HF	N/D
UK Powered Access	48m Ruthmann Steiger T480	N/D
GT Access	48m Ruthmann T480	1
PG Platforms	45m Palfinger WT450	1



LARGEST BOOM LIFTS

Company	Height & Model	Units in Fleet	Boom type
AFI-Uplift	56m JLG 1850SJ	2	S
Hire Safe Solutions	56m JLG 1850SJ	6	S
JMS Powered Access	56m JLG 1850SJ	2	S
Riwal UK	56m JLG 1850SJ	5	S
Aerial Platform Hire	56m JLG 1850SJ	N/D	S
Nationwide Platforms	55m Genie SX180	4	S
Advanced Access Platforms	50m Genie SX150	1	S
Height For Hire	46m JLG 1500SJ	6	S
Mainline	43m Genie Z135	9	A
Media Access Solutions	43m Genie Z135	2	A
KDM Hire	41m Genie Z135	N/D	A
CW Access Rental	41m JLG 1350SJP	3	S
Speedy	41m JLG 1350AJP	1	A
Yardbourne	41m Genie ZX135/70	N/D	A
1 Up Access	41m Genie ZX135/70	10	A
APH Access	41m Genie ZX135/70	2	A
Blade Access	41m Genie Z135	6	A
LTC Powered Access	38m JLG 1250AJP	2	A
GT Access	38m Genie S125	2	S
Mr Plant Hire	38m Genie S126	N/D	S
Manlift	28m Genie S85	2	A
Bella Access	28m Genie S85	3	S
OK Tool Hire	26m Manitou T280	3	S
United Powered Access	26m Manitou T280	1	S
Elavation	26m Nifty HR28	18	A
Premier Platforms	26m Nifty HR28	1	A
Star Platforms	26m Nifty HR28	7	A

S - straight A - articulated

FLEET SUSTAINABILITY

Company	Electric	Hybrid	Diesel	LPG
MEP Hire	100%	0%	0%	0%
Select Plant Hire	88%	2%	10%	0%
Neon Hire Services	80%	10%	10%	0%
Aspire Platforms	70%	20%	10%	0%
Elavation	30%	60%	10%	0%
The Platform Hire Centre	80%	9%	11%	0%
Star Platforms	65%	1%	11%	23%
Advanced Access Platforms	34%	47%	19%	0%
GT Access	60%	15%	25%	0%
Media Access Solutions	40%	35%	25%	0%
Premier Platforms	46%	14%	29%	12%
Manlift	70%	0%	30%	0%
AFI-Uplift	62%	6%	32%	0%
Riwal UK	58%	4%	38%	0%
LTC Powered Access	55%	5%	40%	0%
1 Up Access	45%	15%	40%	0%
Nationwide Platforms	48%	8%	44%	0%
Hird Ltd	45%	10%	45%	0%
APH Access	0%	30%	70%	0%
Hire Safe Solutions	20%	5%	75%	0%
Spiderlift	10%	15%	75%	0%
Elev8	0%	6%	94%	0%
Access Hire Nationwide	0%	1%	99%	0%
Maps Platforms	1%	0%	99%	0%
Blade Access	0%	0%	100%	0%

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COMPANY DETAILS & INVESTMENT

Company	Investment	Depots	Employees	Units bought	Units sold
Blade Access	£9,500,000	5	90	37	7
Access Hire Nationwide	£8,200,000	3	50	N/D	N/D
Hire Safe Solutions	£7,530,000	2	20	112	12
GT Access	£5,000,000	8	105	N/D	N/D
Yardbourne	£4,300,000	2	33	122	72
Advanced Access Platforms	£3,260,070	4	47	170	59
Elev8	£2,600,000	3	52	37	0
Elavation	£2,400,000	2	42	N/D	N/D
JPS Platforms	£2,300,000	12	14	N/D	N/D
Star Platforms	£1,995,107	5	89	174	5
Media Access Solutions	£1,838,120	3	16	99	26
1 Up Access	£1,600,000	2	32	55	10
Hird	£1,300,000	4	115	60	0
Premier Platforms	£1,095,000	2	24	54	54
L&N platforms	£1,000,000	1	7	1	0
Manlift	£550,000	2	9	32	26
LTC Powered Access	£550,000	3	24	20	0
Spiderlift	£500,000	2	12	6	3
The Platform Hire Centre	£480,000	1	11	52	0
Select Plant Hire	£300,000	3	667	35	N/D
Maps Platforms	£200,000	1	5	6	0
Neon Hire Services	£84,000	5	35	62	45
Sunbelt Rentals	N/D	200	3,700	N/D	N/D
Nationwide Platforms	N/D	37	912	N/D	N/D
Height For Hire	N/D	34	198	N/D	N/D
AFI-Uplift	N/D	25	550	N/D	N/D
Smiths Hire	N/D	14	140	N/D	N/D
MEP Hire	N/D	9	155	N/D	N/D
VP Higher Access	N/D	9	30	N/D	N/D
Smart Platform	N/D	6	55	N/D	N/D
KDM Hire	N/D	4	145	N/D	N/D
Ashbrook	N/D	3	100	N/D	N/D
Riwal UK	N/D	3	57	N/D	N/D
Aspire Platforms	N/D	3	52	N/D	N/D
OK Tool Hire	N/D	2	20	18	8
Mainline	N/D	1	35	N/D	N/D
Horizon Platforms	N/D	1	65	N/D	N/D
APH Access	N/D	1	18	N/D	N/D
Bella Access	N/D	1	18	N/D	N/D
United Powered Access	N/D	1	10	N/D	N/D
Clearview Access	N/D	1	N/D	8	1



Tracked Aerial Platforms



LL26.14 LL33.17
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Telehandlers

This year has seen a stark reversal of last year's positive and upbeat results, both anecdotally and in terms of the data submitted. The sector has had a tough year in terms of rates and utilisation, but we have to believe that most of the downturn has occurred in the second half, due to the pandemic. Although given the widespread increases in fleets last year, perhaps a good many rental companies over expanded, as they geared up for the promised increase in new housing starts which has not really materialised yet.

If this was the case then it would certainly have exasperated the problems that sprung up in the second half, when so many house building sites simply closed down for the Lockdown period. Having said all that, while the reductions this year are widespread, they have

not been too deep, ranging from five to 11 percent among the larger players. A few discrepancies also popped up, suggesting that some of the numbers supplied last year were incorrect, but overall we believe the numbers reflect how the year has been.

Once the current crisis begins to fade, the pressure in the UK to build more new homes will still be there and with the new trend to move to the suburbs gathering strength, perhaps more of the housing starts will be telehandler friendly?

Sadly we have had to estimate far too many fleets this year, and the telehandler survey is still very much a work in progress 17 years on from when we first added a Telehandler Top 10 to the Crane and Access Top 20 surveys of the time.



TOP TELESCOPIC HANDLER COMPANIES

Company	Total	Fixed	360°	Compact	Heavy duty	Largest fixed	Largest 360°
Ardent Hire Solutions	3,493 ▼	2,800	41	650	2	20m	32m
Morris Leslie	1,955 ▼	1,773	0	182	0	20	N/A
UK Forks	1,803 ▼	1,539	73	183	8	20m	35m
Sunbelt Rentals	1,674 ▼	1393	0	281	0	0	N/A
CW Plant Hire	1,050 ▼	800	0	250	0	20m	N/A
Plant Hire UK	875 ▼	850	0	25	0	20m	N/A
Hessle	589 ▼	470	44	54	21	18m	32m
Jarvie Plant	427 ▲	305	32	90	0	20m	30m
Nixon Hire	380 ▼	193	0	55	132	17m	N/A
Greenwood	375 ▲	200	50	100	25	17m	35m
B&T Plant Hire	320 ▼	272	0	48	0	20m	N/A
Boles Hire	310 ▼	187	58	65	0	20m	51m
Ashbrook	303 ▼	263	0	40	0	20m	N/A
HE Services	301 ▼	203	0	98	0	20m	N/A
Chippindale Plant	269 —	269	0	0	0	18m	N/A
Flannery	250 NEW ENTRY	175	0	75	0	17m	N/A
Selwood	235 ▼	185	0	50	0	17m	N/A
M & J Engineers	209 ▼	159	0	50	0	18m	N/A
GPT	195 —	170	25	0	0	17m	21m
GT Lifting	195 —	15	120	10	50	20m	46m
Plantforce	150 ▼	100	0	50	0	17m	N/A
Lynch Plant	135 —	85	1	49	0	20m	26m
Mervyn Lambert Plant Hire	100 —	80	0	20	0	17m	N/A
Emmitt Plant	99 —	80	9	10	0	17m	16m
Fairfax Plant Hire	92 —	70	0	22	0	20m	N/A
KDM Hire	91 NEW ENTRY	61	4	24	2	18m	26m
Hampshire Plant and Access	87 —	2	0	85	0	N/D	N/A
Newmarket Plant Hire	73 —	45	0	28	0	17m	N/A
Mainline	71 ▼	54	0	16	1	18m	N/A
Rocket Rentals	65 ▲	50	0	15	0	17m	N/A
ABBA Plant Hire	64 —	51	1	12	0	20m	21.8m
Gwynedd Forklifts	61 —	40	0	21	0	20m	N/A
Baloo	55 NEW ENTRY	35	20	0	0	20m	N/A
Aerial Platform Hire	26 —	13	0	2	11	17m	N/A
Bella Access	15 —	15	0	0	0	17m	N/A

Fleet size in the last 12 months has: ▲ Increased ▼ Decreased — Remained the same
N/A Non applicable N/D Not disclosed



PANORAMIC
40.17



ROTO
50.35

ALL NEW CONSTRUCTION RANGE

REACH NEW HEIGHTS WITH THE ALL NEW ROTO AND PANORAMIC RANGE

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Where have all the mini crawlers gone?

In recent years, both small telescopic spider cranes and the increasingly popular larger articulated models have become a mainstream alternative to larger cranes for a growing range of applications. One closely associated crane type that seems to have suffered from this rise in popularity is the mini crawler crane.

Mini telescopic crawler cranes have been available for many years and at one time looked as if they might break into mainstream crane market. Perhaps in the absence of spider cranes, mini crawlers may have been more successful but over the years the volume of sales never quite justified the production costs, especially compared to the excavators on which they were often based. Manufacturers such as IHI and Hitachi Sumitomo (now

HSC Cranes) had some initial success but have since dropped out of the market, while Kobelco tends to limit sales to its home market where demand is steady. Other companies such as Kato, Sennebogen and Starlifter also dipped their toes in the market but have since moved on.

One rental company that has ridden the rise and fall first hand is UK crawler crane sales and rental company AGD Equipment. It purchased its first model - a five tonne IHI CCH50T - back in 1996 and over the next five years built up a 50 unit mini crawler crane rental fleet. Fast forward 20 years however its fleet totalled just a few units.

Sales manager Jon Phipps said:



A number of the leading mini crawler cranes have since discontinued their range

"Although spider cranes have replaced the mini crawler in the market, we decided not to go down that route and have stayed loyal to the crawler crane with our most popular models the 25 to 70 tonners. You can buy a 25 tonne crawler for nearly the same money as a six or eight tonne mini crawler crane yet it commands a much better rental rate so we plan to stick to this size of machine and above for now."

Signs of life?

There are signs of life however, with Maeda one of a handful of manufacturers that have recently introduced new models. Andy Crane of Maeda's European master

distributor Kranlyft says: "The mini crawler crane has been overlooked by many hire companies, especially those using spider cranes. And while spider cranes have proved their worth and are a modern way of lifting today's building methods and materials, there is without a doubt a place for the mini crawler crane. There is without doubt a place for the mini crawler crane. They can be large and heavy to transport, but once on site they can offer several advantages over a spider crane, such as greater capacities with a smaller working footprint as well as 360 degree pick & carry duties and near zero tail swing."

The Maeda mini crawler range



One of AGD's few remaining IHI mini crawler cranes



Maeda is one of the few mini crawler crane manufacturers still active in the market



Jones Crawler Cranes has order a second Maeda CC1908-1 after ordering the UK's first earlier this year



GGR is now working with Sunward to get its 10 tonne SWTC10 market ready

includes the 2.93 tonne CC423S-1, 4.9 tonne CC985S-1, six tonne CC1485S-1 and its latest model the 8.1 tonne CC1908-1 - its largest capacity machine so far. Featuring the same five section main boom as its MC815 spider crane, it offers a 20.1 metre maximum tip height and a maximum radius of 19.2 metres. A 1.5 tonne fully hydraulic luffing jib takes the tip height to 26 metres. It can lift its maximum capacity at a radius of 2.7 metres and offers a 3.5 tonne pick & carry capacity. Features include a blade, a two tonne capacity searcher hook, almost zero tailswing, a fully enclosed air conditioned cab, a 360 degree view camera system with monitor and a 6/4/2 fall hook block. Power comes from a Yanmar EU Stage V diesel driving a hydrostatic transmission.

Since taking the first order at Bauma from France's ATM Leverage, sales have been relatively strong within Europe, with Jones Crawler Cranes taking the first in the UK. Owner Mark Jones said: "We like to be at the forefront when it comes to emissions standards and this machine has a Tier 5 engine meaning it can work anywhere. The build quality of the Maeda is superb and never lets you down. Furthermore, the boom length is greater than normal, coupled with

the telescopic luffing fly jib and zero tail swing, increasing its utilisation on any job." The company has since placed a second order for a CC1908, which is due to be delivered later this year.

Here comes the sun

While Kranlyft introduced the spider crane concept to Europe when it took on the Maeda product line in 2002, UK sales and rental company GGR really fired things up when it CE marked the Unic range and became its master distributor. In 2013, it branched out into the mini crawler crane market and now runs 32 units - one of the largest fleets in Europe - offering them on both contract rental and day to day hire. Dan Ezzatvar of GGR, said: "In 2013 we added our first mini crawler cranes to the fleet. They were brought in to fill a gap in the market for a compact product capable of carrying out heavy duty lifting. With no outriggers they offer a smaller footprint, making them ideal for congested sites and rough terrain applications."

In 2015, the company partnered with Chinese manufacturer Sunward to develop a five tonne mini crawler crane - the SWCT5C - for the UK/European market, placing a six unit initial order as encouragement. Joining 10 and 16 tonne models,

How does the 10t Sunward stack up?

	Sunward SWTC10	Maeda CC1908S-1
Maximum capacity	10,000kg @ 2.5m	8,100kg @ 2.8m
Max radius/capacity	500kg @ 19m	340kg @ 19.23m
Max lift height/capacity	3,000kg @ 21.2m	2,390kg @ 19.4m
Max height with flyjib/kg	1,050kg @ 26.2m	1020kg @ 26m
Dimensions (LxWxH)	9.07 x 2.80 x 3.07	7.38 x 2.49 x 3.01
Weight (with blade)	20,500kg	20,350kg
Gradeability	21 degrees	20 degrees
Travel speed	2.76-4.1kmh	1.8-3.1kmh
Engine	Stage V Cummins	Stage V Yanmar
Max pick and carry	7,500kg	3,500kg
Pick & carry	1,592kg @ 8m	980kg @ 8m



Sunward 5t

the SWCT5C features a five section 16.5 metre hexagonal main boom and can handle its maximum capacity at 2.1 metres or 200kg at the maximum radius of 14.5 metres.

Ezzatvar explains: "We have built a whole business model around co-developing and co-creating products as an intermediary to develop products that match what the market requires long before offering it to our customers. The GGR technical team was heavily involved with the development of the five tonne Sunward, helping determine exactly what it was capable of and ensuring it met the company's standards. Once it passed this stage it was added to the GGR fleet for 'site testing'."

The company has said that it is currently on the fifth generation of the Sunward crane with various improvements including a new Rayco Wylie safe lifting indicator, improved boom control and the addition of a telescopic swingaway extension, as well as a bit of a face lift.

"The Sunward mini crawler is a very well-built product, but the first models weren't quite to our requirements. Given the stigma attached to Chinese equipment, we were cautious to rush straight to market claiming to have the complete solution. We have spent the past three or four years getting it right and happy that we have a special product which fills a gap in the market," adds Ezzatvar.

The company has also taken Sunward's 10 tonne SWTC10 into its

fleet. Featuring a 21.5 main boom plus a standard five metre lattice extension, it can handle three tonnes on the fully extended boom and take 500kg out to 19 metres. It offers a 7.5 tonne pick & carry capacity, while total weight is a little over 20 tonnes. Power comes from a Stage V diesel, while real time winch monitoring is standard.

"In the past few years demand for mini crawlers has increased and we have been a key player in keeping our foot on the gas and keeping them coming through. In the past there was always a problem with supply, but that has now changed and other hire companies are looking at this equipment as a viable solution."

With so few manufacturers in the market and low numbers in rental fleets, a market that looked like it was on the way out is showing plenty of new life, with work available for those that have stuck it out and can innovate.



The latest version of the five tonne Sunward SWTC10



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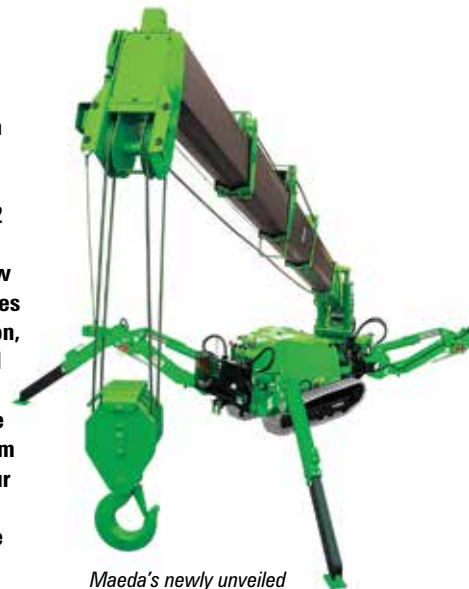
A spider crane from Preston Hire overlooking the city of Melbourne at a height of 318.7m from the second tallest building in Australia

Strength to strength

As with many 'mini' machines, the spider crane originated in Japan and was very much a domestic only product with a few units going into Australia in the 1990s. The big change came 20 years ago when Kranlyft - the Kato dealer at that time - worked with Maeda to CE mark its machines, resulting in the official European launch in 2002. Since then the concept has gone from strength to strength and has spread across Europe and now North America. Japanese manufacturers - mostly Maeda and Unic - still dominate the global market but a few Europeans such as Jekko and Hoeflon are beginning to challenge them.

As with everything else the focus is shifting towards more 'eco' products, with manufacturers now offering either hybrid or fully electric models. GGR/Unic kicked this off in 2013 with the introduction of its 2.9 tonne ECO 295 wheeled spider crane, followed by a tracked version in 2018. Surprisingly Maeda only introduced its first model last month when it unveiled the 2.82 tonne MC285CB-3 spider crane. As with the regular 285, the new MC285CB-3 is rated at 1.4 metres radius and features a five section, 8.6 metre full power pentagonal shaped boom. It can manage 150kg at its maximum 8.2 metre radius and lift 550kg on full boom to a height of nine metres or four metre radius. The lithium-ion battery pack provides up to nine hours of continuous operation and can be fully charged in just

3.5 hours. White rubber tracks are standard with black tracks optional.



Maeda's newly unveiled all-electric MC285CB-3 spider crane.



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Hoefflon's nine tonne C30e claims to be the world's largest all-electric spider crane

If size is a factor then Hoefflon claims that its new nine tonne C30e is the largest battery powered compact crane in the world. Using the same lithium phosphate batteries as the rest of its range it is said to run at 60 percent utilisation for up to eight hours. Charging time is six hours and it can also operate on 110/240v mains power whilst charging.

Hoefflon says that battery powered units now account for more than 50 percent of sales. With this in mind the company has been discussing

dropping its diesel models, but demand in some markets has persuaded it to continue with them - at least for now.

The new Jekko SPX650

Last month Jekko launched the new battery powered five tonne SPX650 telescopic spider crane - which incidentally was also the 2,000th crane off the line having built its first mini crane 20 years ago. The new crane fits into the Jekko range between the recently launched 3.2 tonne SPX532 and eight tonne

SPX1280. It is powered by a custom designed, 48 volt lithium-ion battery pack with onboard charger, which takes nine hours to recharge on a domestic 230 volt plug. Charging with a remote 400 volt high power charger takes three hours from empty to full and the machine can also work while being recharged.

The SPX650 features a five section telescopic synchronised full power main boom and is equipped with a four section 1.2 tonne capacity hydraulic luffing jib. A new short two tonne jib is also available. The maximum tip height with the jib is 23.5 metres at which it can handle 800kg. The maximum radius is 20 metres with a capacity of 150kg. The crane can also pick & carry smaller loads. The jib stows on board below the boom within the superstructure frame with the hook already rigged. When needed, the jib slides out and can easily be pinned to the boom and hydraulics connected or it can be removed from the machine completely.

The SPX650 also includes the same variable outrigger set up system with automatic sensing and load chart calculation that was launched

Jekko's new battery powered five tonne SPX650 telescopic spider crane



with the SPX1280. The beam and jack outriggers are operated from the remote controller with the three section beams swinging out from the chassis into an 'X' configuration. The maximum outrigger footprint is 4.5 by 4.5 metres, while the most compact set up is 2.9 by 2.9 metres. The angle of the beams and the beam extension is completely variable to maximise the footprint

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The angle of the beams and the amount of beam extension is completely variable.

within the space available. Once set the configuration is automatically fed into the system and a load chart calculated.

Overall stowed width is 980mm extending hydraulically to 1.38 metres for a more stable base on site. The crane uses the new Danfoss hydraulic system from the SPX1280 with fully simultaneous operation of up to four functions.

Alberto Franceschini, Jekko export sales manager said: "Our customers were looking for a medium size mini crane with a boom length of more than 20 metres and with very good



The SPX650's four section 1.2 tonne capacity hydraulic luffing jib

Comparison chart - SPX 650

Make Model	Jekko SPX650	Maeda MC405C-3	Unic URW-547	Hoefflon C10	Kegiom 5000 Cobra
Max capacity	5,000kg	3,830kg	4,000kg	4,000kg	5,000kg
Main boom	17.5m	16.8m	18.2m	16.3m	10.5m
Capacity at max height	2,000kg	1130kg	300kg	2,000kg	2,750kg
Flyjib	Y	Y	N	Y	Y
Max height with flyjib	23.5m	20.7m	18.2m	22m	16m
Max radius	20m	16m	17.83m	19.8	14.9m
O/A Length	4,460mm	4,980mm	4,955mm	3,835mm	4,076mm
O/A Height	2,020mm	1,980mm	1,980mm	1,920mm	1,914mm
Stowed Width	980mm	1,380mm	1,400mm	800mm	1,100mm
Min. weight	5,700kg	5,600kg	5,010kg	4,400kg	2,550kg
Max outrigger spread	4.5x4.5	5.8x6.0	5.9x5.9	4.5.x4.5	5.0x5.0
Pick & carry	800kg	500kg	N	N	N
Fully Electric	Y	N	N	Y	N

capacity that can work indoors and outdoors for jobs such as glazing, curtain wall installation, steel erection and industrial maintenance.

So we analysed what the competition was offering and our own range and the result is SPX650. Moreover, the standardisation of

hydraulic, electronic and software components with the SPX532 and SPX180 models will make after sales service definitely easier."

Spiders in the UAE

UAE rental company Johnson Arabia - seeing the growing demand for spider cranes and vacuum lifters from both construction and oil & gas industries, UAE rental company Johnson Arabia has responded with the purchase of several Maeda spider cranes. The initial order includes one of every model in the Maeda range including the 995kg MC104C, 2.83 tonne MC285C, 2.98 tonne MC305C, 3.83 tonne MC405C and 8.09 tonne MC815C. The cranes have lift heights ranging from 5.5 to 25 metres and have the ability to lower loads to 21 metres below ground level.

Executive manager for cranes Mohammad Fareed Naser said: "The market's awareness of this mini crane is increasing and all our spider cranes are currently

rented out. We often get direct enquiries for them however in some cases the client isn't sure of what they need. In these instances our trained sales team

demonstrate the benefits of each product leading to more clients using them because they see the benefits."

The company added that the range of applications for spider cranes is also growing rapidly ranging from indoor pavilions at the Expo to refurbishing shopping centres and indoor entertainment spaces.

More recently, the company supplied an MC285C to erect the VOX outdoor theatre in the Mall of

the Emirates, with the spider crane used to unload and place lighting poles and the large screen.



Johnson Arabia has taken delivery of every model of Maeda's spider cranes



A spider crane was recently used to construct the VOX outdoor theatre in the Mall of the Emirates

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Max. Working Radius: 8.205m x 0.15t
Machine Weight: 2000kg



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A game changer

Among the latest developments the most significant by far has to be the arrival of the high capacity articulated spider cranes. Although one-off, custom-built models have been around for some time, loader crane manufacturers recently have teamed up with spider lift manufacturers to develop products suited to series production. This has seen BG and Effer cooperate while Fassi bought into Jekko and Palfinger has developed its own range. While sales are growing, the concept is still new and few end users have yet to discover and appreciate their true capabilities.



Palfinger's PCC 57.002 removing two escalators in Austria

Shift and lift

Launched in 2018, Palfinger's 18.2 tonne PCC 57.002 articulated spider crane was recently used to remove two, five tonne escalators within a large shopping mall in Austria. After dismissing the idea of disassembling the elevators in situ due to dust and disruption concerns, it was decided to lift them out in one piece with a crane.

With the entrances measuring three metres wide and only 2.2 metres

in height, finding a crane with sufficient capacity and reach that could pass through the door was a major challenge. Although too high at 2.8 metres, the Palfinger's undercarriage is designed is designed to quickly detach reducing its overall height to 2.1 metres.

It can then move under its own steam by fully extending its outriggers longitudinally to 1.2 metres in front of the crane, then retracting them as the rear outriggers are extended thus 'shifting' the crane forward by more than a metre. This process was repeated until the crane was clear of the entrance, at which point it was able to jack itself back up and onto the chassis.

Once inside, the machine switched from diesel to AC electric mode with the use of a 400V, 32A cable. The job involved a lift height of 12 metres and a radius of seven metres, while the PCC 57.002 can handle 5.5 tonnes at 8.5 metres radius with a height of more than 15 metres.

Strabag construction technician Michael Eisshofer said: "In construction, you are constantly faced with new challenges where you reach your limits and have to develop new concepts and solutions. We opted for the Palfinger crawler crane because the very tight doorway, made it the only solution."

BG lifting in confined spaces

UK crane rental and machinery installation company County Lifting was one of the first in the country to take delivery of BG Lift's 52 tonne/metre CWE 525 spider crane. The crane features a 14.5 tonne Effer articulated crane mounted on a



The CWE 525 provides an outreach of almost 30 metres

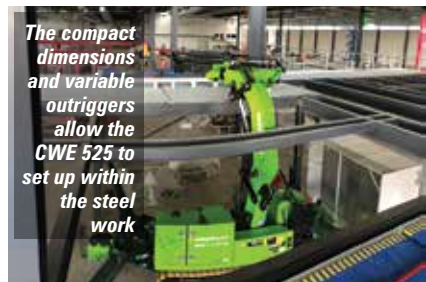
special tracked chassis and can lift its maximum capacity at three metres. Maximum tip height is almost 33 metres and maximum radius 29.37 metres at which it can handle 580kg. Overall stowed width is 1.85 metres, extending to 2.1 metres where space allows. Overall length is just over five metres, while the fully extended outrigger base is more than 6.8 metres and features the company's fully variable asymmetric set up system, Sense.

Since it was delivered in late 2018 the crane has been used on a wide range of jobs - usually involving areas with severe access restrictions - which range from working inside warehouses and around production machinery, as well as on off-road/ greenfield sites or on more general construction related applications. It has also been used in conjunction with a truck mounted loader crane to carry out tandem lifts.

Its first job involved the installation of a conveyor system at Ellesmere port. This involved placing the large sections within the mezzanine structure, while also overcoming restricted site conditions and lifting through the existing steel framework. The crane's compact dimensions and versatility of the articulated boom allowed it to set up and raise its boom between elements of the structure, as well as set up either end of the structure and telescope out in order to reach the various placement points. County Lifting project manager Daniel Drury said: "This job couldn't have been done with any other type of plant as safely or as efficiently as our CWE. We now have three Effer cranes operating within our fleet with plans to add further in the near future."



County Lifting's CWE 525's was recently used to assist with the installation of flooring



The compact dimensions and variable outriggers allow the CWE 525 to set up within the steel work

The Power Cube

Last year, Unic Cranes Europe/GGR launched a new type of spider crane dubbed the Cube Crane, with the first unit going to Swiss crane rental company Senn. It differs from standard spider cranes in that its three section, nine metre main boom which can be elevated to 85, 90 or even passed the vertical at 95 degrees. The boom is topped by a 13 metre five section telescopic upper boom. With 360 degrees continuous slew it is essentially a mini telescopic tracked tower crane and offers 980kg capacity and a tip height of 28 metres. It can handle 320kg at a maximum radius of 13.2 metres with a hook height of nine metres.

Designed for lifting projects with restricted space and access, the crane is 3.89 metres long and has an overall width of 1.5 metres and height of 2.39 metres. Features include multi-position outriggers, radio remote controls with dual



The crane's tracks are removed to reduce overall height from 2.8 to 2.1 metres



The ability to shift along on its outriggers allows it to move without its chassis

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Electric	Height	Load
BT30ERT	30m	454KG
BT28ERT	28m	454KG
BT26ERT	26m	454KG
BT26SERT	26m	454KG
BT24ERT	24m	454KG

Articulating boom lifts

Electric	Height	Load
BA28ERT	28m	250KG
BA24ERT	24m	300KG
BA22ERT	22m	230KG
BA20ERT	20m	230KG
GTBZ18AE	18m	230KG
GTBZ16AE	16m	230KG





Swiss crane rental company Senn has taken delivery of the first Cube

axis joysticks and a full information readout. Total weight is 8,650kg.

Graeme Riley of Unic cranes Europe says: "The Cube Crane is an innovative addition to our fleet. The introduction of the three-section derricking boom gives it even more versatility in unique and compact lifting operations. We see it being used widely by our existing customer base in a variety of restricted access environments, including narrow spaces in between buildings and inner urban environments."

Custom-built solutions

Another UK rental company Cadman Cranes has two 12 tonne Amco Veba loader cranes mounted on excavator chassis. Managing director Matt Waddingham, said:



Cadman combined a Amco Veba loader crane with an excavator chassis

"In 2016 we noticed we were spending a lot of money on larger cranes because sites - particular utilities sites - were poorly designed and inaccessible. We already had the mini crawlers, but their lifting capacity was restrictive. What we needed was a small tracked machine that could access tight spaces, across unsuitable ground. At the time nothing existed that was both compact and strong enough."

"Geoff Cadman, the company's owner at the time, was 'a bit of a schemer' and decided to marry a loader crane with a 13 tonne excavator with the company calling on the expertise of bodybuilder Kocurek Excavator and loader crane installer Tip n Lift. The first unit we commissioned featured a 16 metre main boom plus 10 metre hydraulic luffing jib. It could handle 8.73

tonnes at a radius of 4.6 metres and up to 650kg at 26 metres. Overall dimensions were 2.5 metres wide by five metres long, and features included a six tonne pick & carry capacity, fully enclosed cab, steel reinforced rubber tracks and remote controls."

"After a bit of R&D we purchased the components and commissioned the manufacture. Despite the slightly cobbled together nature of the unit we were able to get a CE mark and since it went into service it has done some amazing work and we have a unique tool which is ideal for many applications."

Following the success

of the first unit, the company commissioned a second with a 22 metre main boom which could handle one tonne at 22.8 metres radius. Both cranes have two fall hoist ropes and rotating re-handling grabs to cater for the demand to clear tanks and ditches of grit, silt, sewage, anaerobic digestion waste and other bulk materials within the waste industry.

"They are exceptional machines and we always get amazing feedback from our customers. There are similar, proprietary machines available now, but ours are unique and show the ingenuity that still exists in this industry."

The crane's hydraulic luffing jib can be used to overcome obstacles on restricted sites



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Hybrid machines - the future or an interim solution?

When it comes to hybrid aerial work platforms there is still some confusion as to what exactly is meant. Most take the view that a hybrid is neither a diesel nor a battery powered machine. However in some cases it could be argued that it is in fact both, combining an electric and internal combustion engine in the same vehicle. But is a hybrid just a temporary solution as we move towards all electric or maybe hydrogen power?

Dictionary definitions of hybrid include:

- "The offspring of two plants or animals of different species or varieties, such as a mule."
- "A thing made by combining two different elements – jungle music is a hybrid of reggae and house music."
- And perhaps more relevantly - "A car with a petrol engine and an electric motor, each of which can propel it."

The concept of two separate power sources has been around for many

years, especially in the aerial work platform market. In North America it tended to be 'Dual Fuel' - gasoline/petrol and propane - the idea being that you used fuel outside and switched to propane when working indoors, the propane also offered a backup when the fuel tank ran dry. In Europe neither petrol nor propane were welcome on construction sites so Bi-Energy machines were invented.

Whose idea was the Bi-Energy?

It is hard to pin down exactly where the Bi-Energy concept originated



An early Niftylift Bi-Energy boom lift



although a few candidates jump out including Economy Engineering with a generator on its Wildcat scissor lifts, an idea copied by Instant Zip Up in the UK for the UpRight XL24 scissor. The Bi-Energy concept is however more associated with Niftylift on its HR10/HR12 boom lifts. The company's first electric powered boom lifts suffered from poor battery life, especially when used outside where longer drive distances are common. The early machines also had very little 'grunt' and struggled to cope with poor ground conditions, which also soaked up battery power. Niftylift's Bi-Energy design solved both issues. The solution was to take a diesel or petrol powered unit and equip it with a secondary electric power train - batteries, motor and pump. The resulting product also perfectly suited the budding UK access rental industry, with companies looking for machines which covered a wide range of applications. The Niftylift HR12BE could be rented to contractors on rough sites but were equally at home working quietly and emission free inside. So no

matter what type of 33ft boom lift a customer requested the one in the yard was always the right one. Few things were more frustrating than receiving an order for an electric boom lift, when all you had sitting was a diesel! Or vice versa. There was also the added advantage that a customer could keep the same machine as the work progressed from steel erecting outside to the internal fit out. The concept became so popular that others followed including Genie and later UpRight and Manitou.

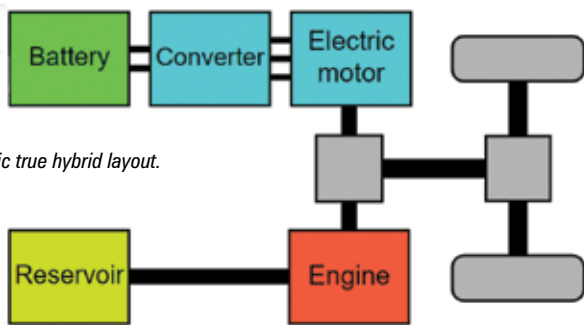
When it comes to the scissor lifts mentioned it was a different situation. All small scissor lifts were built in the USA - mainly for the North American market which showed little interest in a Bi-Energy concept. American contractors typically have far more machines on site limiting the need to drive any great distance or for tradesmen to share a machine. So battery related issues were less of a factor, and if in doubt, propane power was perfectly acceptable for internal use.

European dealers solved the problem themselves, mounting a small generator pack on the back of the chassis which could recharge the battery pack. These were eventually adopted by manufacturers.

A weakness of the concept was the need for a line contactor to stop the charging process whenever the machine was operated. This was OK when adjusting the height occasionally or moving a metre or so along the work face, but the



The UpRight XL24 with Gas Pack option



Basic true hybrid layout.

bizarre situation would arise where an operator would start the engine to drive across the yard "to maintain battery charge" but nothing was actually happening as long as the controller was activated! The engine was running, but the battery pack was not benefiting. Later products eliminated the need for line contactors, while larger generators supplied enough power to keep pace with consumption. But by then the market had moved on.

Real Bi-Energy?

These two different solutions led to the term 'Real Bi-Energy' being coined - usually for the Niftylift solution. The expression still lingers, with talk of a 'Real' or 'True hybrids' while the two bi-energy solutions were not comparable with each other, that is not the case for the hybrid concepts used on the latest boom lifts.

What is a true hybrid?

From an impartial standpoint a true hybrid is a machine that has all the performance of a battery electric platform, but also operates continually on diesel power while offering the same gradeability and speeds the diesel model. If these two measures are met, then surely they are true hybrids?

One way to achieve this is to take an internal combustion machine, equip it with a smaller more fuel efficient engine sufficient for most two wheel drive applications, and add a full size electric motor/pump power unit and battery pack to the drive train. Then design the operating system so that the two power sources can combine when peak power is required, with the electric driven pump adding its hydraulic power to that of the diesel driven pump. The resulting power boost deals with steep

gradients and boggy ground etc... at the same time the diesel can be equipped with a generator to top up and recharge the batteries remotely. Clearly a true hybrid system with all the benefits.

An alternative solution is to take a modern, all electric machine, complete with direct electric wheel drive and equip it with a small diesel engine and generator with sufficient output to keep the batteries topped up during continuous full power operation. This does of course require a battery pack that can be 'opportunity charged' while the machine is being operated. This surely is also a true hybrid machine? There are a few different variations between these two solutions, but in essence most machines fall into one camp or the other.

Niftylift's Gen2 Hybrid

Niftylift was also one of the first manufacturers to launch a hybrid boom lift when it introduced its first model in 2007. Since then it has refined the concept and expanded the range to include the 43ft HR15, 50ft HR17, 63ft HR21 and 86ft HR28. Last month it announced the latest generation which includes a Stage V diesel engine. It has named it 'Gen2 Hybrid' when it is in fact the company's third generation hybrid system.

As with earlier versions the machines can be used as full electric booms, or an uncompromising diesel with the electric motor providing an automatic power boost to the diesel engine should it start to 'bog down' such as on steep, boggy or sticky ground. The new drive train is said to offer fuel savings of around 50 percent when used as a pure diesel, along with significantly lower emissions. A new AGM maintenance-free battery pack can



Niftylift's new HR21 4x4 Gen2 Hybrid

be recharged either from an AC mains power source, or with the machine's 'Diesel-Ren' feature, with the engine's generator recharging the batteries twice as fast as an 13 amp plug. When the machine is used in diesel mode, any surplus power tops up the battery pack. The system incorporates a full battery management and protection system which monitors battery voltage, current and temperature to protect the battery pack and optimise the charging profile.

Genie's FE system

Genie's hybrid efforts date back to the 1980s when it began building Bi-Energy boom lifts, mainly for the European market in response to Niftylift's success. The company still offers Bi-Energy versions of its 34ft Z-34/22 and 45ft Z-45/25J DC. In 2014 it launched what it called a Bi-Energy Hybrid, in the form of its compact Rough Terrain scissor lifts - the 26ft GS-2669, 33ft GS-3369 and 40ft GS-4069. Unlike earlier Bi-Energy lifts, they employed four direct electric wheel drive motors and a large battery pack, while a small diesel engine with generator was available to top up the batteries even while the machine was operated. The new models provided a handy development step, perhaps refining a new hybrid concept leading to the launch in 2016 of the new 60ft all-electric Z-60/37DC which uses a similar direct electric drive train with four AC wheel motors. The Z-60/37DC was followed a month



Genie's Z-60/37DC articulating boom lift

later by a hybrid or 'Fuel Electric' version, the Z-60/37FE. The Hybrid model was essentially the full electric machine with the addition of a 24hp Tier 4 Final/Stage IIIB diesel generator to top up/recharge the battery pack or boost machine performance. The generator can recharge a fully depleted battery pack in around four hours but is also able to provide power directly to



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the AC wheel motors, boosting the power coming from the 48V AGM battery pack, helping the lift cope with steep inclines or particularly rugged terrain. The machine also offers regenerative braking, with the four wheel motors turning into generators when running down a slope or braking topping up the battery pack.

The Z60/37FE offers two modes of operation: 'Full electric' which can handle a full shift on a single charge, or 'Hybrid' mode which combines the diesel and electric power trains as required. The machine's system constantly monitors the battery state, with the diesel kicking in and when needed to top up the battery pack and then automatically shutting off to minimise fuel consumption. It is said to provide more than a week of operation on a single tank of diesel. The unit can handle 45 percent grades, has a ground clearance of 330mm and full time active oscillating axle. The FE units have been a success both in Europe - where there has long been an interest in such machines - and in North America which in the past has preferred simpler less expensive internal combustion models.

Last year the company extended the concept to its bestselling 45ft Z-45/25JRT articulated boom lifts, with the launch of the Z-45 FE, deliveries of which have been ramping up during the year. The Z-45 includes a Stage V Kubota diesel and a 48 volt 370AH battery pack. Genie has also updated the Z-60 FE with the same Stage V diesel plus a 390AH AGM battery pack.

A different approach from Manitou

Manitou has been doing a great deal of testing on both all electric and hybrid machines which form a key part of its Oxygen range of telehandlers and boom lifts.

While the telehandlers have yet

to make it into production, the company unveiled the all new, all electric four wheel drive 60ft 200ATJ E at Bauma last year. When it comes to the drive train Manitou has taken a different approach to Genie, Haulotte, Niftylift, JLG and others, eschewing electric wheel motors for its traditional telehandler off road axles with drive shafts to a central transfer box, which is driven by a large AC electric motor, rather than the usual diesel engine. This drive train has the advantage of using a single motor, mounted inboard high on the chassis rather than four smaller wheel motors that have to cope with mud, water and anything 'rough terrain' can throw at it.

A second electric motor located in the superstructure drives the hydraulic pump that powers platform movements, eliminating hoses through the slew ring. The 48 volt/460AH full traction battery pack is said to be more than capable of working an intensive full day shift.

Manitou says that keeping the relatively low voltage system allows technicians to work on it without special certification. The model is equipped with a new, easy to use control panel, with a screen in the platform that displays a wide range of information including accurate battery levels and a real time graphic display of the working envelope, platform position and overload warnings. Overall width is slightly less than the diesel model at 2.32 metres, while overall weight is 7,200kg compared to the 10 tonne diesel. Manitou says that the ATJ 200 E will have a 20 percent lower total cost of ownership when the fuel cost is included. Deliveries are due to have started, while a hybrid version - with an additional diesel generator - has been delayed due to the pandemic and is likely to appear early in the new year.



The battery pack is said to me more than enough for an intensive all day shift



The lift function motor and pump

Boldest intentions

Haulotte has made the most sweeping statements so far regarding strategies to tackle emissions and help the environment, launching its 'Blue Orientation' corporate strategy in April 2018, with the aim to replace all of its diesel machines with new, all-electric models in its new 'Pulseo' range. The first unit is the 61ft HA20 LE Pro - an all electric articulated boom lift with optional diesel generator - in other words a hybrid. The new machine has a full five year warranty, offers 11.91 metres outreach with an unrestricted platform capacity of 250kg, while the maximum platform capacity of 350kg is available at just over 10 metres, with an up and over height of 8.52 metres.

The next machines in the Pulseo series are almost ready for launch and is likely to include a telehandler. Haulotte said "The biggest challenge for all electric Rough Terrain machines is the access to electricity on job sites and the capacity to charge all the equipment." Given that this situation is likely to get worse rather than better, the hybrid solution makes good sense.



The new Manitou 200ATJ E



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The new Airo A18JRTH



Airo A18JRTH Plus

Italian aerial lift manufacturer Airo has a history of offering larger electric powered articulated boom lifts but it has now launched the true hybrid version of its new 54ft diesel powered A18JRTH Xtreme articulated boom lift - the A18JRTH Plus.

With a working height of 18.45 metres the new boom has an outreach of 9.9 metres with the unrestricted 300kg platform capacity, while the 400kg maximum capacity is available at up to 8.5 metres with an up and over height of 8.5 metres. The articulating jib can rotate horizontally by 130 degrees, while 180 degrees of platform rotation is standard.

The unit uses a similar drive system to the Manitou, with rough terrain axles with four wheel drive and four wheel steer driven by a large inboard mounted AC electric motor and a lithium-ion phosphate battery pack. It also features a Yanmar Stage V/T4F diesel and generator to top up the battery pack. Gradeability at 40 percent matches the Diesel 4x4 model. Tyres are solid, non-marking lugged RT tread, while total weight is 8,930kg.

The machine can be operated as a pure electric or as a 'Hybrid Automatic' where the engine powers up if the battery pack runs below a given level.

The batteries can be recharged with an onboard charger, via the



The Airo A18JRTH Plus uses an axle style drive train



The new Airo control panel.

engine or an optional remote 'Supercharger' which the company says can recharge the battery pack in two hours. The unit is wired for telematics, complete with a black box function recording functions etc. The first units have been delivered to Up Ag in Switzerland.

Dingli All Electric

Earlier this year Chinese manufacturer Dingli launched the all electric 86ft articulated EAB28ERT, the first in a range of all electric lithium-ion battery versions of its new four wheel drive, four wheel steer European designed boom lifts. It uses the same telehandler drive line as the diesel models, with full differential locking and shares most of the componentry, but the driveline is powered by an 80 volt/520Ah high capacity lithium battery pack feeding a large AC electric motor in place of a diesel motor. The machine is equipped with two charging modes, a 1.5 hour quick charge system and a six hour slow charge programme. The company claims that it can work for three to four typical eight hour shifts between recharges. The batteries - which carry a five year guarantee - are maintenance free and come complete with a battery management system. Should battery pack performance decline beyond 70 percent of the rated capacity within five years, they will be replaced free of charge.

Performance is the same as the diesels, including an unrestricted platform capacity of 230kg with a maximum working height of 28.1

The new 86ft all-electric 4x4 Dingli EAB28ERT



metres and an outreach of 19.1 metres at an up and over height of just over nine metres. The 28ERT will be followed by six other models, which include the 73ft EAB24ERT articulated boom, plus five telescopics - the 73ft ETB24ERT, 80ft ETBJ26ERT and ETB26ERT, 86ft ETB28ERT and 92ft ETBJ30ERT with maximum platform capacities of up to 454kg. At the moment the company has no plans to offer a diesel generator pack.

JLG

While it has been quiet so far this year on the hybrid front, JLG was one of the first to build an electric powered boom with automatic diesel recharging when it launched the lightweight - for the time - 60ft M600JP boom lift sometime prior to 2001. The machine has been a steady seller and a version remains

in production today.

In 2014 the company was also the first to introduce a 4x4 battery powered hybrid boom with four AC electric drive wheel motors in the H340 AJ, which also features a small Kubota generator which powers the machine directly, recharges the batteries or combines with the diesel engine to provide maximum power.

The move to hybrid machines is gathering pace but so is the all electric machine that can run all day and then some on a single battery charge. The challenge of access to electricity on job sites and the capacity to charge all the equipment, is essentially the same problem that dogs electric cars. And until that problem is solved, or an alternative is found, hybrid will have a place.



JLG's new lithium-ion battery pack



JLG's H340 AJ

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A busy six months

In what is our second telehandler feature this year, it is staggering to see how many new products and updates have occurred in the past six months - especially considering its a relatively mature market. We take a look at the latest products, the move to Stage V engines and electric power, as well as some interesting attachments.



World's highest reaching telehandler

Conexpo provided the launch pad for a number of new models including the 51 metre Magni RTH 6.51 360 degree telehandler which was hard to miss. The world's highest telehandler topped the previous record holder - Magni's six tonne/46 metre RTH 6.46 launched in 2017 - by five metres. The RTH 6.51 can handle 2,000kg at its full height or take its maximum six tonne capacity to a height of 21 metres. Maximum forward reach is 34.4 metres at which it can handle 300kg. The outrigger footprint is the same as the RTH 6.46 at 6.7 by 7.3 metres. Free on tyres it can lift its maximum capacity at a radius of 7.5 metres or a 1,000kg at a radius of 16.5 metres and a height of 24 metres.

Weighing 36,400kg, it has a stowed length of 10.3 metres and an overall width of 2.5 metres. Standard features include hydrostatic transmission, automatic levelling and RFID attachment recognition system



Magni's new RTH 6.51 is the world's highest telehandler.

which automatically selects the load chart for the attachment installed. The wide range of attachments includes two work platforms with platform capacities of either 500kg or 1,000kg and a working height of up to 53 metres.

23 metre JLG

JLG chose Conexpo to unveil a 23 metre/4.5 tonne fixed frame telehandler aimed at the increased demand for greater height and reach. With outriggers deployed, the 1075 can take 2,720kg to its maximum 22.8 metre lift height or 952kg at its maximum forward reach of 18.3 metres. Features include the company's Longitudinal Stability Indication (LSI) a two-way camera system while options include SmartLoad and remote controls.

JLG's John Boehme, said: "Customers wanted a telehandler that could reach higher than six stories and extend further into a building than existing models so they can place materials where they are needed rather than leaving them to be moved to the work area."

JLG has also extended its SkyTrak range with the heavy duty 5.4 tonne/12.8 metre SkyTrak 12054, with single joystick controller and an integrated boom mounted lifting lug. A surprisingly popular exhibit at both the ARA and Conexpo was the



Manitou's 5.5 tonne/17 metre MTA 12055.

compact 1.2 tonne/3.9 metre SkyTrak 3013 - effectively a rebadged Ausa T144H - which JLG is now offering as part of a 10 year supply agreement with Ausa.

Manitou updates MTA 12055

Manitou has updated its 5.5 tonne/17 metre MTA 12055. Sold only in North America, it features a Cummins diesel, four speed powershift transmission with a 35kph travel speed. It can take 2,500kg to its maximum 16.9 metre lift height and handle much of its load chart free on wheels. Maximum forward reach is 14.6 metres. It also includes the GEN:3 single joystick control that combines boom function and drive controls.

Xtreme adds to C-class

Xtreme Manufacturing has introduced four C-class models, taking its telehandler range to 22 models. The 6.8 tonne/14.3 metre XR1547-C and 6.8 tonne/16.7 metre XR1555-C replace the XR1245 and XR1255 B-class models. The 5.9 tonne/14.3 metre XR1347-C is an XR1547-C without outriggers. The XR1347-C and XR1547-C have an overall width of 2.56 metres and an overall length of 6.47 metres, while ground clearance is 419mm. Weighing 15.9 and 16.7 tonnes respectively they feature 11 degrees of frame levelling. The XR1555-C offers 1.36 tonnes more capacity than its predecessor, a forward reach of 11.7 metres and a larger fuel tank. A B-class variant compatible with the B-class carriages is available for customers which already own XR1255 telehandlers.



JLG's new 23 metre 1075 fixed frame telehandler offers a forward reach of 18.3 metres

Powered by Cummins Tier IV diesels, all three new models share a chassis, cab, electrical and hydraulic systems and can be used with C-class attachments such as pole grapples, sling mounts, truss booms, buckets and aerial work platforms. The fourth new model is the 7.7 tonne/10.3 metre XR1734-C, which can handle 5.9 tonnes at its maximum lift height and 2.9 tonnes at its maximum forward reach of 5.1 metres.

Chinese target North America

Chinese manufacturers Sany and Sunward surprised many by launching North American telehandlers earlier this year. Sany's 17 metre/4.5 tonne STH1056A is said to cost around 25 percent less than competitors, but has a high specification including cameras, axle stabilisers and solid cushion tyres with a Cummins/Dana powertrain. Sunward's 10.5



Xtreme had added four telehandlers to its C-class range this year

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Sany surprised many with a telehandler for the North American market this year

metre/2.7 tonne SWTH-634 was more of a prototype, offering a maximum forward reach of seven metres at which it can handle 408kg. Sunward says it plans to assemble it at the company's plant in Texas.

Mighty minis

The market for compact and ultra-compact models with overall widths and heights less than two metres continues to grow, prompting more manufacturers to enter the market or update their offerings. With capacities of up to 2.5 tonnes and lift heights of up to six metres, they are ideal for tight city centre renovation projects, as well as in congested industrial plants and yards.

Ausa compact updates

Spanish telehandler manufacturer Ausa has focused on this market for many years and has upgraded and redesigned its two most popular models - the T204H and T235H - which were originally introduced in 2008 and 2012 respectively. Weighing 4,650kg, the T235H offers a maximum capacity of 2,300kg and can take 1,800kg to its five metre maximum lift height. Maximum forward reach is just under 2.4 metres with 800kg capacity. The smaller T204H weighs 4,150kg, has a 2,000kg maximum capacity and 4.2 metre maximum lift height at which it can handle 1,500kg. Maximum forward reach is 2.1 metres with a capacity of 1,000kg. Both models share the same componentry, with a Kubota Stage V/Tier 4 Final compliant engine, four wheel drive, three mode steering and a new cab with substantially improved visibility and more internal



Ausa has revamped its popular T204H and T235H compact telehandlers



Ausa's new digital display

space. The boom has also been relocated to improve all round visibility, while access to the engine bay for routine servicing is better. The cab also tilts forward to provide access to the rest of the machine's components.

An all-new digital dashboard display is standard and works as a complete interface with the machine. Marc Plans of Ausa said: "The limited analogue information on previous models has been transformed into a technological experience. Users are able to see all the data with the in-cab screen the brain of the machine offering a host of data including diagnostic and maintenance information highlighting any part that has failed."

Giant slayer

Another ultra-compact telehandler to hit the market this year is the Tobroco Giant 2,490kg/4.8 metre GT5048. Sharing similar weights and dimensions to the company's 4548 Tendo HD, its 2.49 tonne capacity pits it against some of the larger compact models. That said, it is still one of the lighter models on the market weighing just 2,950kg, with an overall width of 1.6 metres and height of 1.97 metres. It can lift 1.67 tonnes to its maximum 4.8 metres and 586kg at a forward reach of 2.75 metres. A heavier version with additional counterweight increases capacities by 15 to 20 percent for a maximum capacity of 2.87 tonnes or 710kg at 4.8 metres.

Power comes from a Stage V Kubota diesel, which the company claims is



Giant's new GT5048 has the dimensions of an ultra-compact telehandler but the lifting capacity of a compact

10 percent more powerful than previous models with more torque at lower speeds. Four wheel steer and hydrostatic all wheel drive are standard.

Wacker redesigns TH412

Wacker Neuson has completely redesigned its compact 1.25 tonne/ four metre TH412 telehandler which will be available shortly. Originally launched in 2013, it now boasts a Stage V engine and a new cab with improved heating/ventilation system, while Auto and ECO drive modes are now standard. A third 'attachment' mode is also available which maintains the hydraulic flow rate on any attachment even with varying loads.

The redesigned Wacker TH412 compact telehandler.



Turf tyres for Genie

Genie has introduced an ANSI

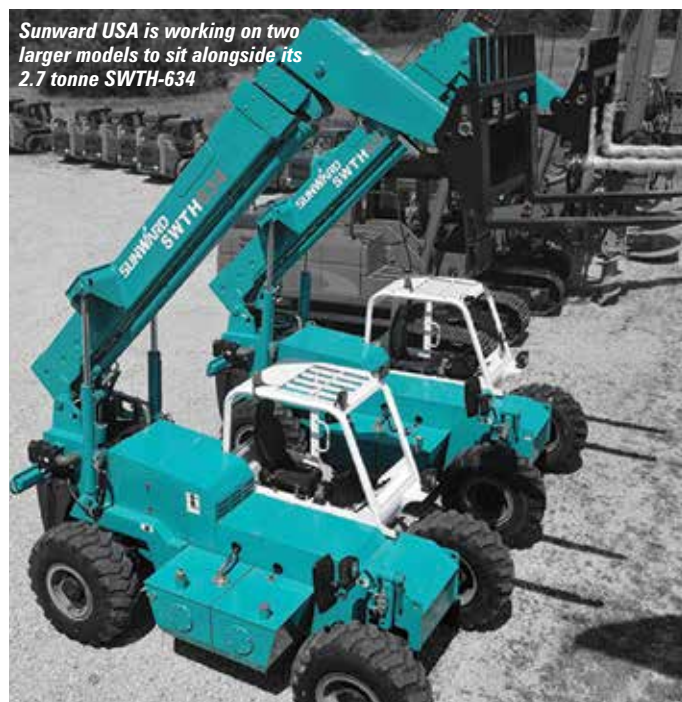
compliant turf tread tyre option for its 2.6tonne/six metre North American GTH-5519.

Developments to look out for

- JCB's 21 metre/5,500kg Roto 5.5-21 360 degree telehandler is now entering production with the first units scheduled for delivery next month.
- MST will launch a new model in 2021
- Sennebogen is working on two new models with 3.5 and 4.5 tonne capacities to join its 5.5 tonne/8.5 metre 355 E telehandler. Both will feature the 355's elevating cab.
- Xtreme is working on two new 26 metre fixed frame telehandlers, the 5,443kg capacity XR1285-B and the 11,339kg XR2585-B.
- Sunward USA is working on 3.6 and 4.5 tonne models similar to the 2.7 tonne SWTH-634 unveiled at Conexpo this year.

Make	Ausa NEW	Ausa NEW	Giant NEW	Manitou	Wacker Neuson	JCB
Model	T204H	T235H	GT5048	MT 420 H	TH412	516-40
Max capacity	2,000kg	2,300kg	2,490kg	2,000kg	1,250kg	1,600kg
Max lift height	4.2m	5.0m	4.8m	4.35m	4.3m	4.05m
Max reach	2.07m	2.35m	2.75m	2.65m	2.35m	2.53m
O/A Height	2.03m	2.02m	1.97m	1.97m	1.99m	1.8m
O/A Width	1.59m	1.59m	1.60m	1.49m	1.56m	1.56m
O/A Length*	3.53m	3.67m	3.13m	3.64m	2.97m	3.23m
GVW	4,150kg	4,650kg	2,950kg	4,190kg	2,750kg	3,420kg

*to front carriage



Sunward USA is working on two larger models to sit alongside its 2.7 tonne SWTH-634

Centre stage

A major development for European manufacturers this year has been the transition from Stage IV to Stage V compliant engines. While the disruption of Covid-19 led to the deadline being extended until the end of next year, the majority of manufacturers are already introducing their Stage V models.

Generally speaking Stage V requires the installation of a Diesel Particulate Filter (DPF) in order to trap harmful exhaust particulates. Over time particulate matter will build-up in the filter requiring a clean out or regeneration but how this works in practice varies between manufacturers and engines.

In North America, engines remain with Tier 4 Final, with no firm plans to move to Tier 5. In fact given the US presidential stance on the Environment Protection Agency (EPA) there is a chance that regulations might be loosened rather than tightened although this will depend on the upcoming elections. In other regions such as the Middle East and much of Africa Stage IIIA remains the norm, while countries like India are in the process of upgrading to BS-IV.

Stage V compliant

Bobcat launched its new Stage V compliant telehandlers earlier this year and now offers 11 models with lifting capacities from 2.6 to 4.1 tonnes and lift heights between six and 18 metres. The company's Bobcat D34 Stage V diesels feature DPF after treatment, but not a Selective Catalytic Reduction (SCR) system - so no need for AdBlue. The company claims the new engines offer seven percent lower fuel consumption and 14 percent more torque compared with its Stage IV engines, while the DPF regeneration system performs automatically without impacting performance. The

models also include a redesigned engine compartment to reduce blind spots on the right side of the cab and improve access for servicing.

Telehandlers were the first Genie products to be upgraded to Stage V. All new models are equipped with four cylinder turbocharged 2.9 litre diesel engines with 'smart regeneration' technology. The company claims the system continuously monitors the build-up in the engine's DPF and alerts operators in advance of when a regeneration is needed via the in-cab display.

The engines have four alert levels:

- One: Notifies the operator that high soot levels have been reached, and that it is time to schedule a regeneration cycle.
- Two: Engine software reduces operating speeds by 30 percent.
- Three: Software slows operation by 60 percent.
- Four: Stops lifting operations but the machine can still drive at half speed in order to move to a safe location.

The company says the system allows operators to select a convenient time to run a regeneration cycle after the first alert but also allows them to continue to work when required. Operators and owners are also able to check the DPF's condition and soot levels via its Lift Connect telematics system.

JCB has installed Stage V diesels in all of its European telehandlers, from

six to 20 metres. The four cylinder 3.0 litre 55kW/74HP DieselMAX engine on its 531, 535 and 540 models is said to be 24 percent smaller and 30 percent lighter than the 4.4 litre EcoMAX, yet offers 10 percent more torque and 'real world' fuel savings of five percent. The engines use a NOx control system that combines a diesel particulate filter and diesel oxidating filter in a single unit. The company has also introduced an AutoStop feature automatically turning off the engine

when idling. It has also upgraded its LiveLink telematics system to include remote monitoring of DPF activity and can notify operators when regeneration is required, as well as monitor whether the auto regeneration has been overridden. The Kramer division of Wacker Neuson has installed Perkins and Kohler Stage V engines to its 2.2 tonne/five metre 2205 and 2.7 tonne/six metre 2706 models with diesel oxidation catalyst (DOC) and diesel particulate filters, while its 3007, 3507, 4007, 4507 and 4209 models will continue to be fitted with TCD 3.6 engines but with DOC, DPF and SCR systems as standard.

All Magni telehandlers have been equipped with Stage V Deutz and Volvo diesels since April. Other changes introduced include an automatic parking brake which engages when the vehicle speed approaches zero.



Bobcat's range is now fully converted to Stage V



JCB's European telehandler range is all Stage V compliant



For the most part new diesels require a Diesel Particulate Filter



Genie's Stage V telehandlers feature a 'Smart Regeneration' system

All electric on HS2

In July, Flannery Plant Hire took delivery of the first fully electric 2.6 tonne/six metre Faresin 6.26 telehandler in the UK from distributor GGR. It went straight to work on the HS2 high speed railway project which has set ambitious targets for suppliers to minimise carbon emissions.

The standard 300Ah battery has a battery life of up to six hours and a recharge time of just under four hours using the standard external three phase charger. The lithium battery pack can also be 'opportunity' charged, allowing batteries to be topped up during breaks to minimise downtime. Flannery operations director Niall Hester said: "HS2 has been hugely proactive in driving its green agenda and this was a great project to introduce this new machine. Working with Skanska Costain Strabag joint venture we identified the material handling requirements on this particular section as an ideal testing ground, and the site team provided good support for the process."

The electric telehandler has been working an average of five to six hours a day setting up a concrete compound. Strabag senior works superintendent John Marley added: "We have been really impressed with this telehandler, it has great lifting capabilities for its size and has managed 80 percent of the



The all electric Faresin 6.26 has excelled on the HS2 project

deliveries to site. It actually lasted for a full 10 hour shift each day, without charging. Overnight we used the three phase, five pin charger with a charging point we have onsite, which fully recharges it ready for the next day. Flannery did supply a fast charger which would have charged the machine in just under two hours, but we didn't need it in the end."

A look at the telematics data indicated that a traditional diesel telehandler would have used more than 400 litres of fuel each week, so as well as eliminating emissions and noise, it offers significant fuel and cost savings.

Electric models in the works

Manitou is still working on its all electric Oxygen range, including the six metre/2,500kg MT 625 Oxygen and a hybrid version of its diesel MRT 2550 - MRT 2550 h Oxygen. No news on an official release dates though.

Production of **Merlo's** 2,500kg/4.8 metre lift height all electric E-Worker compact telehandler looks set to begin next year. Two versions are planned - a lower powered two wheel drive 25.5-60 and the two or four wheel drive 25.5-90 which features a bigger drive motor. The company claims they are designed to achieve eight hour shifts.

Haulotte plans to introduce its electric/hybrid Pulseo concept from its 61ft HA 20LE boom lifts - to its telehandler range

Sennebogen is working on an all electric telehandler with rapid battery change over for dual shift operations.

Snorkel has been delivering its Faresin built all electric 6.26 compact telehandler in both Europe and the USA where it becomes the SR5719E.



The Merlo E-Worker



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The Swiss army knife

An endless array of attachments can transform a telehandler into a machine with the versatility of a Swiss army knife. Not only do they increase productivity and safety, but they also reduce the number of different machines needed on a job. The following are just a few that are available on the market.



Adjustable lifting grab

The Caldwell group has a 2.7 tonne adjustable lifting grab which can be used for concrete, marble and granite blocks with widths from 75mm to 1.52 metres. The attachment was used by Texas Landscape Creations to install a layer of concrete blocks each weighing 1.3 tonnes and measuring 1.5 metres by 600mm. Company owner Jeff David, said: "Previously, we would have used forks or slings, usually a combination of the two. This attachment proved to be a real timesaver possibly saving 30 percent of the estimated time for the project."

Grapple saws

Dutch forestry attachment company GMT Equipment has upgraded its range of grapple saws to assist with the removal of tree sections and limbs up to five metres in diameter. The new 'Total Tree Control (TTC)'



GMT has added two 'Total Tree Control' grapple saws to its range

feature allows operators to hold the tree limb or truck sections in place after they have been cut free before lowering them in a controlled manner when released.

Sheet material handler

JLG has added a 1.3 tonne capacity sheet handling attachment for drywall, plywood or other panels. After picking up the load, the forks



JLG's 1.3 tonne sheet handler.

are able to tilt the sheet material 100 degrees from horizontal to almost vertical, making it easier to slide the sheets off at height. Additional features include fork width adjustment and 180 degrees of lateral rotation.

Underbridge attachment

Magni's TP O-U underbridge inspection attachment offers a 22.4 metre working height, an outreach of 17 metres and 200kg unrestricted platform capacity when fitted to its RTH 5.21 telehandler. When working from a bridge it offers a negative reach of 7.5 metres, while the telescopic jib rotates through 340 degrees and can extend 6.9 metres under the bridge deck.

Glass handling

The Hermes 900 glass vacuum grab from TGT can handle double glazed glass panes weighing up to 900kg. Once the telehandler is in place, the battery powered hydraulic attachment can carry out a range of fine movements including 360 degrees of rotation, vertical and horizontal tilting and forward and backward motion using radio remote controls.

Fitted to Magni's RTH 5.21, the TP O-U can work up to 6.9 metres under the bridge deck



The Hermes 900 glass vacuum grab on a project in South Africa

Jibs

When JCB introduced its first 360 degree telehandler - the Roto 5.5-21 - last year, it promoted it as a 'genuine cost effective replacement for smaller mobile cranes, offering rapid set up and the ability to carry out technical lifting operations'. Whilst a bone of contention in the crane industry, almost all telehandler manufacturers offer lifting attachments. The new JCB offers a 680mm jib, a 5.5 tonne winch and a two metre/2,000kg jib.

Caldwell's adjustable lifting grab



Sennebogen's clamping forks unloading loose material

Ready for take-off?

When you think of disruptive technology within our industry it probably doesn't get any bigger than the use of virtual reality (VR) for operator training. For many the thought of qualifying someone on a virtual reality simulator is enough to keep them up at night. Fortunately - for these people - this is not currently possible, however things are moving at such a pace that it is not inconceivable that this might change in the not too distant future. We take a look at how the aviation industry has utilised the technology to great success and the potential benefits this might be offer our industry as well as review the latest developments to see if it can ever be more than just a tool for enhancing real-life training.

Miracle on the Hudson

15.24 on 15th January 2009, US Airways flight 1549 is cleared for take off on a routine flight from LaGuardia Airport, New York, to Charlotte, North Carolina. Less than two minutes into the flight the plane strikes a flock of geese, causing both engines to fail. Captain Chelsey 'Sully' Sullenberger quickly determines that there is insufficient time, speed or altitude to return to LaGuardia or reach another airport, and prepares for an emergency landing on the Hudson River. Miraculously, Sully successfully completes a near impossible water landing, saving the lives of the 150 passengers and five crew members on board.

You may wonder what this has to do with VR training, but the reality is that trainee commercial pilots typically undertake up to 100 hours flight simulator - virtual reality - training to prepare themselves for

such unlikely events. Yes, it is highly unlikely that Sully would have been trained for double engine failure and a water landing on a simulator, however he would have regularly and routinely rehearsed other crisis scenarios in order to learn how to deal with them in a calm and efficient manner.

Generally, pilots are also required to attend recurrent training each year to maintain their skills and qualifications, which often includes up to 10 hours in a flight simulator. Designed to provide them with the latest updates, practices and safety procedures, it is also used to review recent accidents or near misses. In fact the Hudson investigation included numerous simulations to confirm whether Sully had taken the right decision or not or if an alternative was possible. And you can be sure that airlines will have added similar simulation scenarios to their recurrent training so that flight crews are able to rehearse such eventualities.



Flight 1549 after its emergency landing in the River Hudson



Could cutting edge flight simulators be used for operator training in the lifting industry?

The use of flight simulators in the aviation industry is a fully accepted method of training, and an obvious one at that given that it is the only way to experience and train pilots in a safe and controlled environment. But does the lifting industry warrant the use of this technology?

The benefits of VR

Operating a crane or a large aerial work platform may not be the same as piloting an aircraft, but there are many variables to deal with and should an operator make an error the results can be fatal. While you might laugh at any comparison of a crane or large platform operator with a commercial pilot, it is not as silly as it might sound. A good

operator will carry out a thorough pre-use check of his machine, they will check the job plan, the timing and the weather conditions and forecasts, just as a pilot would, but without the same quality of information being available. You could argue that while we do not accept air accidents, we are prepared to accept crane or platform incidents, possibly because the chances of no one being hurt are lower than in a plane crash.

When it comes to VR training for equipment operators, cost, availability and a believable level of realism have all been detracting factors in the past. And while the VR technology available might not

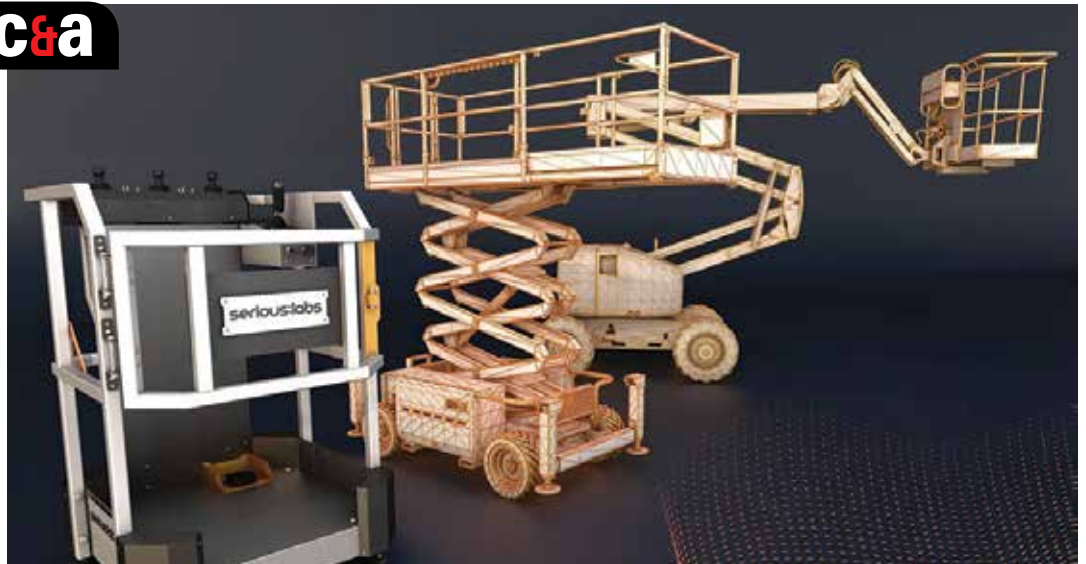


be as cutting edge as in the aviation industry, the recent introductions of high quality graphics, fully immersive 360 degree vision, surround sound and motion technology have provided the necessary levels for it to become a credible training solution. Developers, such as Serious Labs, CM Labs and Tenstar have also spent many years improving courses specifically tailored for cranes, aerial lifts and telehandlers, which in turn, has finally led to training providers and associations to take note and start recognising the potential benefits.

Time to get serious

Canadian virtual reality developer Serious Labs has focused a good deal of its efforts on producing simulators and modules for aerial work platforms and cranes. As such, it is one of the few companies to develop a realistic work platform simulator with replica controls and a realistic motion base that accurately simulates the movement and response of a real platform. Launched in 2017 with a range of boom lift modules, it later worked with UK rental company Nationwide Platforms, Skyjack and IPAF to add a range of scissor lift modules. Earlier this year, it added a new aircraft inspection module to provide aviation maintenance crews with the virtual experience of operating boom and scissor lifts close to an aircraft without damaging it.

Darren Verschuren of Serious Labs said: "A 787-9 Dreamliner costs \$180 million. The cost of accidentally knocking one with an access platform can easily run into hundreds



Serious Labs has developed airline modules for improved access platform training when working on aeroplanes

of thousands. The air simulation module allows operators to practice in a safe environment learning how to navigate their way around planes without making dangerous or expensive mistakes."

Although the aviation industry is struggling from the impact of Covid-19, Serious Labs is expecting a significant uptake for the software with Singapore Airlines placing the first order and air forces in both the USA and the UK also registering an interest.

Serious Labs has also concentrated its efforts on the way its simulators assess and score each operator's performance and - according to the company - its latest software update is now able to imitate the scoring criteria of a real life instructor evaluating the assessment with various examples

- including whether the operator has missed a visual inspection, used the incorrect control movement, and the way they have feathered the joysticks.

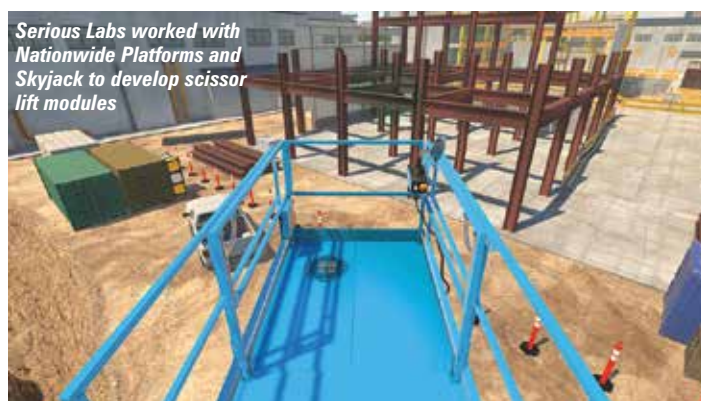
Verschuren adds: "Having 25 years' experience as a trainer, the exciting part for me is how we can use the data and scoring from the operators' assessments. For the first time, assessment data is 100 percent comparable, as it is always with the same conditions, time of day, type of machine and task to complete. This measurement will allow companies to manage their operators using a data driven approach as they currently do with other areas of safety. Hopefully in the not too distant future organisations will consistently monitor the safety and efficiency of their operators throughout the life

of their training qualification and not rely solely on a test every five years."

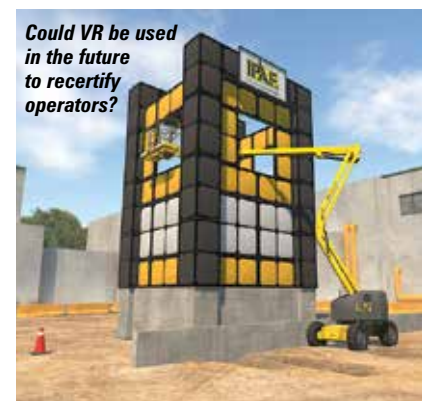
The company is also working on updates that will include a site inspection and risk assessment, as well as checking for machine suitability, visual inspection and function check from the ground and in the platform. In addition it is also looking to review ways to make the technology more accessible via a number of leasing and renting solutions.

VR enough to certify?

In 2018, the International Powered Access Federation (IPAF) welcomed and endorsed the use of VR technology for use alongside its theory and practical training programmes. It has since been working with Serious Labs to determine whether VR might be used to deliver its PAL+ advanced operator course and for the practical assessment for operators renewing their PAL cards, based on the fact that operators have already been assessed and certified to operate the real thing during their initial training. The results from the trials were expected to be announced in the coming months however the outbreak of Covid-19 will have delayed this until next year.



Serious Labs worked with Nationwide Platforms and Skyjack to develop scissor lift modules



Could VR be used in the future to recertify operators?



Serious Labs realistic work platform simulator with boom and scissor lift controls.

In the NCCCO Foundation study operators carried out the same scenarios on the same crane models both in real life and in virtual reality



Virtual cranes

On the crane side, Serious Labs partnered with training provider Industrial Training International (ITI) to develop ITI's VR Crane Simulator. Launched in 2017, it originally offered virtual training on a 90 tonne Tadano GR-1000XL Rough Terrain crane and a 100 tonne Link-Belt 218 HSL crawler crane.

Christina Lanham, managing director of ITI UK said: "When it was shown at Conexpo 2017 it was received with excitement and scepticism. Could VR truly provide a high quality experience to train crane operators? Fast forward three years and it is

clear the answer is yes. The best thing that simulation offers is a safe environment to learn and to fail. Students can build fundamental skills that allow them to adapt and familiarise themselves with actual equipment more quickly."

The company has now expanded its offering to provide hundreds of training scenarios on seven crane models which include a Liebherr 550-EC-H tower crane, a Broderson RT 400 and IC 80 pick & carry crane, a Terex BT-28106 truck crane and a number of overhead gantry cranes. It is also working on adding a 300 tonne Liebherr LR1300 crawler crane module later this year.

Available on a full-motion platform or on a desktop simulator station - both of which feature a range of controller options which replicate the position, layout and operation of each crane - the software has recently been designed to help operators prepare for NCCCO practical examinations and general screening and qualification assessment.

Lanham adds: "Results from across a multitude of industries have shown that VR simulation trains people faster and they have a higher rate of retention. A company would rather have someone learn that being too heavy handed on the controls can cause shock loading in a simulation rather than on their actual crane where the damage can be costly."

VR able to predict pass rates?

Last year ITI's VR crane simulator was used in a study commissioned by the NCCCO Foundation to compare the outcome of operators performing the practical exam on a simulator with a real crane. Conducted over an eight month period, the study tracked the performance of 40 NCCCO candidates with a range of different experience levels, taking crane

operator certification exams on both the real cranes and on the exact same virtual crane using ITI's desktop simulator.

The results revealed the likelihood of a candidate passing the VR test but failing the test on an actual crane was just 5.6 percent. Whilst encouraging, the study concluded further research was required and that it was impossible to determine conclusively whether it would be appropriate to certify a candidate using VR technology. There was also one example in which a candidate - who had zero hours documented crane experience - scored a 98 on the VR test and 46 on the actual crane test potentially suggesting that the VR might be better suited for experienced operators.

ITI's Lanham commented: "The results showed a very high correlation between the testing methods. While we may not be able to certify someone on a simulator today, it shows that it is something that could be possible for the future. Simulation training is not meant to cover 100 percent of the training. At some point students need to touch the real thing."



ITI has worked with Serious Labs to develop modules for seven types and models of cranes



ITI's Crane Simulator can be used to prepare for NCCCO's practical examinations and general screening and qualification assessment



Better to make mistakes in a virtual world than the real world

CM Labs

Another pioneer and key player also from Canada is CM Labs Simulations which provides simulator training for a range of lifting, earthmoving, port and marine equipment. Its simulators range from its Vortex Edge Plus desktop simulator to entry level motion simulator Vortex Edge Max and finally its fully immersion simulator Vortex Advantage.

Launched earlier this year, Vortex Edge Max aims to provide an affordable option for high quality, fully immersive simulation-based training for mass market. Available with the full suite of crane and earthmoving modules, the motion base and replica controls - coupled with a large monitor - help simulate the motion and feel of real equipment.

Drew Carruthers director of product strategy says: "The construction industry is working to resolve a skills gap, but not every organisation always has the time, manpower or equipment available. Research shows that the shortage is intensifying, that's why we wanted to put a tool for bridging the gap into the hands of more people."

Each training module includes user friendly learning exercises which allow delegates to train at their own pace when training staff are not available. The simulator can also be paired with the company's

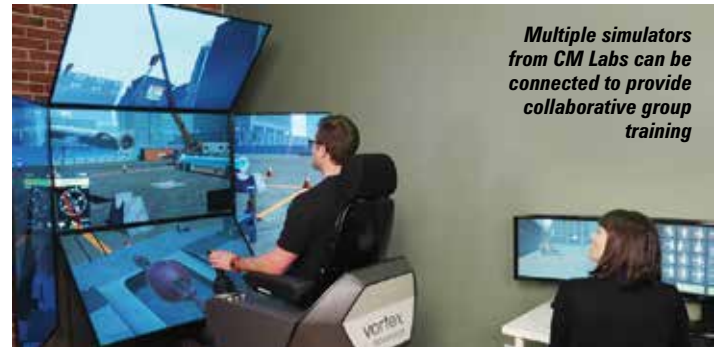
optional Instructor Operating Station allowing trainers to make changes to training scenarios midway through a simulation such as the time of day and weather conditions as well as introducing unexpected occurrences, such as snag loads and mechanical failures.

The simulators are also able to connect to other simulators for collaborative group training, which includes the ability to carry out tandem lift training. Lead crane operators can be taught to safely and efficiently move a steel pipe load on a simulated job site with buildings and power lines etc. in tandem with a secondary crane operator on a second simulator. It can also be run in conjunction with the company's virtual signaller training course, which allows the trainee to guide the operation via a webcam and picture-in-picture display.

The company's new mobile crane training pack allows trainers to review operator competency with a crane skills assessment exercise which includes advanced lifting techniques, such as performing a blind lift, recovering load swings and girder lifts. The training pack measures up to 50 customisable machine, efficiency and safety metrics in real time, as well as factor in real life risks such as overhead power lines, buildings and people on site.



Carrying out tandem lift training is possible



Multiple simulators from CM Labs can be connected to provide collaborative group training



CM Labs' new entry-level Vortex Edge Max will look to provide an affordable option for high quality simulations

Big boom training

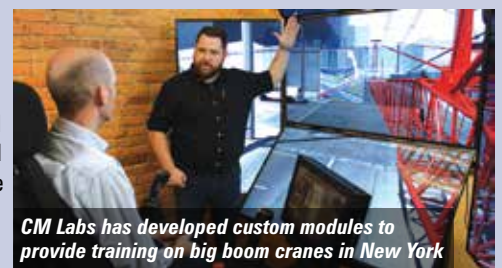
As well as working with several training providers such as Crane Industry Services (CIS) in the US and CITB in the UK, CM Labs provides custom solutions for a number of industries and applications. A recent example was for a bespoke simulation for the International Union of Operating Engineers (IUOE) after New York imposed strict licensing requirements requiring crane operators to have specialist training on erecting, rigging and operating cranes with boom lengths of more than 90 metres. Given the time, cost and safety considerations of training operators on large cranes within North America's most densely populated city is not always practical or even an option, a solution was required.

IUOE training director, Tom Gordon said: "OSHA has very stringent safety guidelines and New York City has requirements that exceed those. You can imagine how stressful and difficult it would be to make that your first time in the seat. Experiencing the controls, forces, inertia, twisting and movement of a crane, are critical to understanding the reaction differences between a 200 and a 300ft boom. Our top priority was to provide operators with detailed training for the procedures of erection and lay down such booms or luffing jibs. These are dangerous steps in crane operation and we had to get it right."

IUOE's requirements were so specific that Gordon was sceptical that a simulator could realistically reproduce the level of detail required to imitate the angles, point of

jack-knife, controls, vision, rigging, loads, cables. In order to achieve this CM Labs's Carruthers explains: "We modelled the crane's inner workings exactly - every segment, every wire, every component. We had to identify what could behave how, and why, and then model those consequences exactly. Our simulations had to allow the equipment to be pushed to its limits safely without exceeding the tipping point."

IUOE is now able to train its operators on a range of advanced crane configurations in a safe and controlled environment. "It was truly a game changer," adds Gordon. "Our people spend days on the simulator and not just new operators. We are now able to provide advanced training for our journeyman and licensed operators who have been running cranes for years. We can also use it for licensed operators who perhaps haven't operated cranes in specific configurations and want to get comfortable with how it reacts."



CM Labs has developed custom modules to provide training on big boom cranes in New York



Tenstar recently added VR headsets to its tower and loader crane simulators

Tenstar updated training solutions

Tenstar Simulation covers the transportation, construction, agriculture, forestry and automotive markets, including tower crane, loader crane and telehandler simulations. While it has historically used a motion platform system with joystick and monitors for its simulators, more recently its tower and loader crane courses have been updated to include a VR headset. These include either the standard Oculus Rift S headsets or the new Varjo XR1 and VR2 headset which use eye and hand tracking technology to better monitor student behaviour.

Modern features of the simulators include a 'Record & Replay' function, which can be used to analyse and evaluate past scenarios, and an improved Tenstar Scoring System which provides more detail on quality, safety and economy of operation. It has also introduced a new VR Walkaround module which allows users to move around and interact with a machine to learn about features and safety procedures, or conduct an inspection, opening hatches and climb on to the machines and get to know them.

Simon Hogg of Tenstar Simulation said: "The ability to use simulation

to pre-screen an operator's current skill levels, combined with detailed analytical reports, allows the instructor to devise an effective tailor-made training schedule for the individual. We expect to see the use of this training technology increase even more in the future, with an array of virtual reality technology."

Real life benefits

The application, capability and adoption of VR within the lifting industry has gained serious momentum over the past few years and it would be hard to argue against the benefits. However, the question of whether VR will ever be able to offer anything other than enhanced training remains.

One company offering a glimpse of the future is Hiab with its HiVision VR system. Unveiled in 2016, it allows forestry workers to operate a loader crane from the safety and comfort of their cab through the use of VR. This is achieved by the installation of four cameras on the crane which provide 270 degree visibility through a virtual reality headset. Although currently limited in its application, it is not inconceivable that similar systems could be utilised for other applications.

The future of VR

To many VR might still seem a bit of a gimmick but any tool



Tenstar's VR Walkaround module allows users to move around and interact with a machine



Build it and they will come - a tool for attracting new blood?



Hiabs HiVis system allows lorry loader operators to lift loads from the comfort and safety of the cab

that increases operator training, operations or safety should be encouraged. Safety and training aside, the industry is also reaching crisis point with skill shortages as it loses out to more exciting, progressive industries. So perhaps a change in approach is required with VR providing much needed help. Drop a VR simulator into a trade

or careers fair and watch them flock to it. And not just because it resembles a computer game - well that accounts for a lot of it - but it is also what most young people relate to and in most cases how they expect to learn and engage. If the use of this 'gimmick' can bring young people into the industry, then surely this can only be a good thing?



The training classroom of the future?

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CAP 1096 postponed

Further to the report in the July / August issue of ALLMI Focus, the Civil Aviation Authority (CAA) published 'CAP 1096 Guidance to Crane Operators on Aviation Lighting and Notification'. Underpinned by the UK Air Navigation Order, CAP 1096 places duties on crane users to mitigate the risk of collisions with aircraft, and was originally due to come into force on 1st October this year.

Following the launch, ALLMI released Guidance Note 'GN032 Implications of CAA Publication CAP 1096', to assist the lorry loader industry with compliance. However, the Association has now been informed that CAP 1096 will have its implementation date delayed to 31st May 2021. The decision follows feedback from the lifting industry concerning the new requirements, as well as the CAA's desire to implement new IT solutions relating to the notification process. Using the additional window, the CAA will also conduct a formalised trial to ensure the lifting industry is fully prepared for implementation, and that all common issues are known and addressed.

Anyone wishing to take part in this trial should contact the CAA: ARops@caa.co.uk

ALLMI's Guidance Note on this subject will be updated as the situation evolves. In the meantime, readers are welcome to contact ALLMI for a complimentary copy in order to further familiarise themselves with this subject. The guidance is aimed at both installers / service companies and fleet owners, as well as those receiving goods, and its contents include:

- The legal framework and potential for enforcement.
- When to notify the CAA / aerodromes of crane operations
- Whose duty it is to notify
- How to notify the CAA
- Contact with aerodromes
- Notifications for regular activities
- Notification responses and appeals



Requirements of the New CAP 1096

All crane operations, regardless of location, should be notified in advance to the CAA if at any stage during the planned lift the highest point of the crane or load will exceed 10m above ground level (AGL) or the surrounding structures or trees (if higher). The CAA will then identify parties that may be affected by the crane (if any) and notify them accordingly.

For lifts that exceed 10m AGL or the surrounding structures or trees (if higher) and there is less than 5 working days for notification, the crane user is required to contact all aerodromes that have perimeters within 18.5 km from the location of the crane, as well as the CAA.

Note: the above requirements cover all types of crane operation and so include the raising of booms when carrying out repairs or thorough examinations. However, this type of activity can be addressed by a periodic, blanket approval for the site in question.

ALLMI CoP reminder

The ALLMI Code of Practice (CoP) contains the Statement of Commitment that ALLMI members sign up to, confirming they will work in accordance with applicable standards and legislation, manufacturer guidelines, ALLMI guidance documents and good practice, as well as verifying employee training and safety, and the highest levels of professionalism, honesty and integrity. These are all guiding principles that have long formed the basis of ALLMI's membership auditing system.

Please contact ALLMI for a copy of the CoP or visit www.allmi.com/code-of-practice. To find an ALLMI member, please visit www.allmi.com/members.



Request for industry photographs

ALLMI has contacted all members and training providers with a request for photographs of lorry loaders. Due to the images required for ALLMI's numerous marketing channels, as well as its range of training material and guidance documentation, the association needs to ensure it has a continually expanding and updated library of photographs to draw from.

Chief executive Tom Wakefield said: "It is crucial that we hold an extensive range of images on file that we can then use to promote industry best practice. Having already contacted members and training providers, we would also be very happy to hear from any other parties that have photographs of interest. We are looking for images of lorry loaders of all configurations and control types, and with a variety of attachments being used. Photographs can be of general operation or of equipment undergoing inspection and repair. Whilst all submissions will be gratefully received, please note it is essential that best practice is demonstrated in any images we use. For example, photographs must show lorry loaders with spreader pads underneath the stabiliser legs, and operators should be wearing full PPE."

Should you have images that you think may be of interest, please email photos@allmi.com.



EN12999 update

The latest revision to EN 12999, the European product design standard for loader cranes, edges closer to publication further to passing the 'Final Vote and Approval to Publish' stage, and so remains on course for release in October / November this year. The new Standard will contain amendments covering a range of areas, including safety systems on remote controls, stability testing, and improved mapping against the Essential Health and Safety Requirements of the Machinery Directive.

Look out for further updates as the Standard reaches publication.



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

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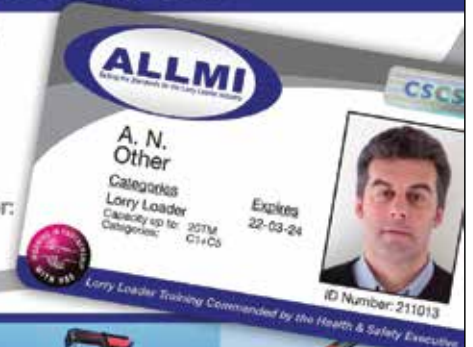
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Three falls, three lessons

Towers are an everyday part of working life, and a safe place from which to work. However, we must never forget the risks involved with work at height. Recently there have been some stark reminders of what can go wrong when towers are used unsafely. PASMA has shared the key lessons from these incidents:



1. Cantilever tower collapse - A tower is assembled, but in the wrong place. A spontaneous decision is made to add a cantilever section, which isn't in the design. It collapses, leaving a man with serious injuries. Lesson: it is not worth taking shortcuts with safety.
2. Employee falls from tower while removing window frames – Two men: one on an incorrectly built tower and one on a stepladder which was unsuitable for the task. No proper planning, qualifications, supervision or planning. The man falls off the tower, through a window frame, knocking the other off the ladder. Both are airlifted to hospital - one unconscious, the other with broken ribs and a punctured lung. Lesson: things can go very wrong, very quickly.
3. Man falls at Paddington Station while climbing the outside of tower – An incorrectly assembled tower is used for testing work on a railway platform. No one in the team is trained to use it. The CCTV coverage provides an unusual opportunity to watch the work taking place and count how many simple mistakes are made and witness an almost inevitable fall. Lesson: watch the video for yourself and see what lessons you take away.

You can learn more about these incidents, and watch the video at www.pasma.co.uk/news

EN 1004 revision

With the product standard for mobile access towers due to change next year the latest information and guidance from PASMA can be found at www.pasma.co.uk/en1004, where you can also register to receive PASMA's free guide to the revised EN 1004, which will include practical guidance and useful information tailored to those responsible for the health & safety of tower users.

PASMA is also inviting questions or comments on the upcoming changes, and any impact you think they might have, or any specific support/guidance you would like from PASMA that it hasn't already addressed.



PASMA training during pandemic

PASMA training centres are taking every measure possible to protect delegates from the Covid-19 virus so they can continue to train them in the safe use of scaffold towers.

PASMA has made a series of recommendations and suggestions for courses and facilities during this period, including:

- Social distancing measures
- Offering online theory sessions
- Using one person towers for practical sessions
- Clear communication with delegates and clients
- Increased hygiene and cleaning



Most PASMA training involves a theory session followed by a practical session.

The theory session for the most popular courses can be completed online, from a computer, tablet or smartphone, in advance of the practical. It includes a series of videos and knowledge checks that the delegate works through at their own pace, delivered by an experienced instructor. Once completed, they receive a certificate to take with them to the training centre where they will complete a written assessment and practical session. When that is successfully done, they will receive their PASMA Card.

e-Learning allows people to make great progress towards a PASMA qualification, even if they are unable to complete the practical segment just yet. It also minimises the contact time needed when they do go to a training centre.

The courses that currently have e-learning modules are Towers for Users, Low Level Access and Work at Height Novice. To book a course contact your nearest training centre.

Virtual instructor training

PASMA has taken its first steps into the world of live online training for novice training instructors. Four people successfully completed their training via Microsoft Teams in August and after a period of mentoring will begin teaching PASMA's most popular course, Towers for Users. This course is aimed at those responsible for assembling, dismantling, moving and inspecting mobile access towers and teaches two safe assembly methods – Through The Trap (3T) and Advance Guardrail (AGR).



Dates for your 2021 diary

PASMA will be represented at the following events:

- 27 / 28 April - Health & Safety Event (Birmingham)
- 15 / 16 September - PASMA Conference (Nottingham)
- 30 October - No Falls Foundation Charity Ball (Coombe Abbey Hotel)



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

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New head of safety and technical

IPAF has appointed Brian Parker as head of safety & technical. He joins the federation from AFI-Uplift with an official start date of October 2nd. He will report to chief executive Peter Douglas.

Parker served with the Royal Engineers for seven years as an operator of heavy equipment, and most recently was group business development manager – technical support at AFI. He brings 24 years' experience in the powered access sector to the role, having also previously held roles as national specialist training manager for HSS, while at AFI he was group health and safety manager and prior to that training manager. He is a certified IPAF, PASMA and CITB instructor, holds a diploma from NEBOSH and is a graduate member of IOSH, and a Mental Health First Aid tutor.

Peter Douglas said: "Brian's key responsibility is to ensure IPAF's resources are effectively used to raise safety standards in the powered access industry worldwide. He is the perfect fit for this role and is well known to all of us at IPAF having served on the UK Country Council and Training Committee. He has a huge amount of experience and, as anyone who has met him knows, he is very passionate about safety."

Parker added: "I am delighted to be taking up this important role for our industry. I hope to be able to use my experience and interpersonal skills to lend renewed impetus to the many safety initiatives and projects at IPAF. Key priorities will include driving forward IPAF's global accident reporting project (www.ipaf.org/accident), delivering technical guidance and developing Andy Access safety posters and Toolbox Talks to help keep powered access operations safe. I can't wait to get started."



Brian Parker

IPAF's free seminars continue

If you missed the last IPAF online safety seminar *The Future of Safe Learning*, which aired on the 15th July or just want to watch it again, it's now available on the IPAF website - www.ipaf.org/resources

Guest presenters looked at how Covid-19 has impacted training and learning in and beyond the industry, how IPAF has responded to this and how employers and operators can

utilise different technologies to continue to learn safely. Guest presenters included Kate Pasterfield, a senior leader at Sponge, an award winning digital learning agency based in the UK, and Darren Verschuren, international account director for Serious Labs, the technology company that develops Virtual Reality training solutions for the global heavy equipment industry.

Upcoming seminars include:

16th September - REDUCING ACCIDENTS THROUGH INTELLIGENCE.

December 10th - IPAF 2020 REVIEW AND WHAT DOES 2021 HOLD?

Both will start at noon UK time.

Note that they will be recorded for those in time zones unfriendly to the live presentation times, and are free to review online from the www.ipaf.org/resources page shortly after live broadcast.



FEM succeeds in bid to extend EU Stage V deadline

After four months of lobbying, the European Materials Handling Federation (FEM), its members and partners, have succeeded in gaining EU approval for its request to delay by 12 months the 30 June and 31 December 2020

deadlines regarding the production and placing on the market of non road mobile machinery fitted with transition engines between 56kW and 130kW.

IPAF, a long standing member of FEM, was involved in the discussions around the new legislation, which will affect among other things new approved maximum emissions output levels for products that include boom and scissor lifts, and welcomes the delay to the planned new deadlines, which would have required retroactive compliance.

IPAF's UK technical & safety manager Claude Dubé said: "We are pleased that the EU has heard the case being made for this delay to the new regulations coming into effect and acted accordingly. Compliance will require a certain amount of recalibration by operators and manufacturers, and with the ongoing disruption related to the global pandemic, this was creating undue uncertainty for many businesses and project managers, who will now have longer to adequately understand the implications of the new regulations and plan for their implementation in 2021."

Anyone requiring more information about the changes to the EU Stage V deadlines is invited to contact IPAF's Safety & Technical department for assistance. Please use www.ipaf.org/contact for details of how to get in touch with your nearest IPAF office or representative.



Claude Dubé



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Tim Watson

Tim Watson Memorial Prize

In order to commemorate the sad premature passing of Tim Watson in April, the CPA has announced the Tim Watson Memorial Prize.

The aim is to support an engineering undergraduate in their final year thesis at an engineering university, the association has approached Brunel University London.

To be successful the candidate's choice of thesis would need to relate to construction equipment, preferably relating to lifting equipment. The thesis would need to have the potential to add to the shared industry knowledge on the subject, and the candidate would be asked to present their findings to the relevant Special Interest Groups.

The support might take the form of funding for costs outside their normal study, such as travel. It could also be professional support, such as mentoring, and access to contacts and expertise.

Watson was made aware of the plan for a memorial prize and was fully supportive of the concept. His family will be invited to participate. The panel aims to provide the same sort of experienced and helpful support to the candidate that Tim Watson was able to provide to many of his colleagues - and hopefully the prize winner would be encouraged to build their career in the sector.

Tributes and comments

Colin Wood, CPA chief executive 2001 - 2018 and CPA Trustee

I had the great pleasure of working with Tim Watson for over 27 years. I met him in the early nineties, on the Crane Interest Group of the CPA when I was working in the crane rental industry and Tim was with EPL part of John Laing Construction.

By the time Tim had formed his own consultancy I was chief executive of the CPA. From then on, we formed a close working relationship, particularly within the CPA's Special Interest Groups with Tim the driving force in creating many Good Practice Guides and British Standards for Tower Cranes, Mobile and Crawler Cranes, Construction Hoists and Access Platforms, amongst others.

I don't know how Tim found the time, but he also worked as an expert witness for the HSE and PAC (Powered Access Certification) and worked on various committees. Tim, a qualified engineer, was the most diligent, professional and patient man and even in the middle of preparing invaluable operational safety guidance he would stop what he was working on and promptly deal with the numerous queries coming from our members. He had a wealth of knowledge in our industry, unsurpassed by anyone I know.

He was a gentleman with a great sense of humour and will be sadly missed, he is irreplaceable, and this Memorial Prize will be a fitting tribute and everlasting memory to Tim's massive contribution to both the CPA and the industry as a whole.

CPA president Brian Jones,

Tim was without doubt one of the most knowledgeable men I had the great pleasure of knowing and working alongside. Tim's contribution to our association, its members and the industry was immense, and he will be sadly missed by us all.



Spring Conference 2021

The 2021 CPA Spring Conference will be held at the Heart of England Conference Centre near Coventry on Wednesday 28th April. The theme will cover progress, recovery and rebuilding for the future. The host will once again be former television newsreader, presenter and journalist Merryn Myatt. The Conference will bring together a number of speakers talking about key issues affecting the equipment rental sector and will include panel discussions.

Crane Safety 2020

The CPA is supporting the Institution of Mechanical Engineers (IMechE) Crane Safety 2020 seminar which will take place this year as a live online event on 15th September.

Speakers will be drawn from the HSE, Babcock, NOCN, Sir Robert McAlpine, EnerMech, LEEA, Laing O'Rourke and Select Plant Hire.



Stars of the Future 2020

Judging is underway for the CPA Stars of the Future 2020 apprenticeship and trainee awards programme for which 70 nominations were received. The awards recognise and reward outstanding apprentices and trainees who not only bring ability and commitment to their learning and their work, but also possess extra capabilities which mark them out as being not only the foundations of the future of the industry, but also potentially leaders - the Stars of the Future.

Last year the Operator of the Year and CPA Lifting Technician of the Year were introduced, this year a further category is CPA Hire Controller of the Year. The winners will be announced on Thursday 17th September.

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Hire Management Software



Let's Change Things Together

New man in the driving seat

C&A

Ainscough

In June, Ainscough Crane Hire appointed Peter Gibbs as chief executive, two months after he had stepped in as interim chief executive after the sudden departure of Jeremy Fry. Fry had lasted barely a year in the position after taking over from Janet Entwistle who also left at very short notice.

With six months as head of the UK's leading crane rental company and 27 months experience of the crane industry under his belt, Gibbs spoke with publisher Leigh Sparrow about how things were panning out.

It has been 13 years since the Ainscough brothers sold their business to an MBO led by financial director Neil Partridge, and eight years since the company was acquired by Goldman Sachs. Oaktree Capital then took over and Ainscough's majority investor is now GSO Capital Partners, a part of Blackstone.

Seven years of private equity ownership have not been particularly good for Ainscough - a period dogged by changes in senior management, some of whom seemed oblivious to the fact that crane hire is a people business. That led to a series of ugly disputes with crane operators and ongoing rumours of ownership changes.

Listening to Gibbs, it is hard not to feel that at least difficulties such as these could now be behind it, and

that it might be on the threshold of a golden age – something the company hasn't experienced for at least 15 years. While the Covid-19 pandemic has thrown a spanner into the works, it may have provided a welcome reset button, giving Gibbs time to make further changes while demonstrating his new approach.

Not yet a crane man

Gibbs started the job with similar disadvantages to his three predecessors - at least in some employees minds - in that he was not a 'crane man'. He did though have the advantage of 18 years with the British Army, often in 'hands on' roles, including a decade flying helicopters. The fact that he isn't a career accountant, a 'bean counter', may also have been in his favour.

Gibbs says that enjoying what he does is essential, along with working for a company or unit that is "out in front". "I've always been at the top end of the service sector," he says. "As an ex-serviceman, I like that, it's in my DNA. I wouldn't join a business that was 'bargain basement' because I know it would



frustrate me. I like promoting safety and service."

It is also clear that Gibbs is enjoying the crane business. It wouldn't surprise me if the industry gets under his skin, turning him into a proper 'crane man', generating additional trust and respect of his colleagues. Trust and respect are two commodities that may have been in short supply at Ainscough in recent years, although Janet Entwistle made progress during her time at the helm.

"The most attractive aspect about the sector is that it's more of a career than a job," he says. "It reminds me of my time in the military and my days flying. I know how it feels to sit at the controls, although I'm not naive enough to think I could carry out a lift. I bump into people with huge knowledge and experience in the industry. I've been in some businesses where, after two and a half years, people think you're reasonably experienced. However, I know that I will need an additional 10 years before that happens in the crane industry. Why do we go to work? Hopefully, to do something we love and I think most people working in the crane industry love what they do."



Gibbs gets a feel for crane controls

Skillssets

"Broadly speaking, my key skillset is the ability to engage with a group of people that inevitably have more experience than me. I listen to them and try to support and guide them as well as implementing change and working to gain their trust."

"I've also worked with venture capital companies who normally come in when things have become challenging in a business. Invariably, you find very good people in place, although with things not going well, varying levels of frustration sets in. In these situations, good communication is essential while engaging and supporting the team, as well as standing by your values. The team here will tell you that my values are very strong. If I say I will do something, then I will do it!"

"In some ways, the job is a trip down memory lane taking me back to my military days where problem solving is key and engaging with



Andrew Spink



Derek Gow



Lee Sixsmith



Mark James

a different challenge every day requires close cooperation with colleagues, along with a strong safety and service culture. I believe that Ainscough leads the way in our industry, although there is no doubt that, as a sector, we have had several difficult years. This is a cyclical business, but on a downward curve there's a chance to change. When I started, Janet said: 'We don't do change particularly well here'. My experience so far though is that we do."

Gibbs highlights the challenge of finding the right balance between being close to local customers while benefiting from the synergies of a large national business with the extra overheads that involves. The classic challenge of providing a first class consistent national coverage without losing the local touch.

"We are moving towards an Area Mode with clusters of up to five or six depots working together as a regional team so that we can benefit from national synergies while remaining local."

"We will always put safety first"

"I notice that most incidents tend to occur on crane hire jobs, rather than on contract lifts when experts are on the job and the lift is well planned. As a result they tend to be safe and efficient from start to finish. This £10 a tonne crane hire thing is silly and can prove to be a false economy for the client. It makes much more sense to go with a contact lift. However, if someone just wants us to lift a hot tub over a house, we will be happy to do it, but properly, with road closures and planning. If the customer is happy to pay what that costs, then we are happy to do it. If someone else will do it for a lower price... let them."

"When it comes to safety we have a very strict policy that the crane

operator's decision is final. Only yesterday we had a call from a client complaining that an operator had refused a lift. It turned out that wind speeds would have made the lift dangerous and the operator wanted to wait until it calmed. I let the customer and our operator know that he did the right thing. It is of course important to communicate the reasons in a polite manner and suggest a solution, but I would be really angry if the operator had done the lift when he thought conditions were dangerous. If in doubt... don't do it!"

Coping with pandemic

"As soon as Lockdown hit we put a contingency plan in place because we knew we had to remain open to deal with key infrastructure jobs such as the Nightingale hospitals, essential utilities and other critical work, but we were down to about 20 percent volume for a couple of weeks," admits Gibbs.

"Everyone at Ainscough has done an outstanding job. Building on the values of Martin Ainscough we put a policy in place to 'leave no person behind'. Many colleagues were placed on furlough, but we used our time wisely with an enormous amount of training, including the first online Appointed Person training in the UK. We also trained depot and sales desk staff who normally don't have that. We are now bringing colleagues back off furlough and will continue to do so as volumes recover. Not one person refused to turn in when required or accept short term policies such as pay cuts for salaried staff. Everyone in the business has backed the plan, something I'm immensely proud of."

"During this time we also changed our system. To be honest, I'm surprised I have any hair left, but we are now benefiting and have made great strides towards being



Apprentices- (L-R) Daniel Stagg with apprentices, Reece Barclay, Jason Carr, Charlie Kett and Oliver Clynych.

more digital, introducing handheld devices etc... I believe we will come out of this situation both stronger and better. I look with awe at what Martin Ainscough achieved and hope that we can do something similar this time around."

"There is still nervousness in the business given the recession, and it is likely to be tough along the way, but I am optimistic. The Chancellor's plan to Build! Build! Build! is boosting confidence and as activity picks up it's starting to look like we might see a 'V-shape' recovery. Looking ahead there will be more than enough business for the industry as a whole."

Bringing young people into the industry

"Our leadership team of Mark James, Lee Sixsmith, Andrew Spink, and Derek Gow are very much at the heart of our business with

their mix of skills and experience. We meet every day and I'm very confident that we have a wider team that believes in our values and is confident in our plans and strategies."

"However, when you look over your shoulder at long term crane operator succession, it's not a pretty picture. We owe a duty to our youth and have a new apprentice plan to bring young people into the business and the industry. It's a brilliant opportunity for young people - some of whom are facing some difficult years ahead - it is a great career for anyone willing to roll up their sleeves who has a bit of banter. We will train our young people as an AP, help them get their HGV licence, look after them and provide a great long term opportunity. We hope to reach a point where five percent of our employees at any one time are apprentices."

The operator's decision is final



Ainscough stepped up employee training during Furlough (pre social distancing)



Current ownership

GSO is the principal investor in Ainscough and appears to believe in the business and its direction. Gibbs has been encouraging them to get more involved. "I have taken them to Hinkley Point C and on a trip to Scotland. They are proud of the critical work that we do."

As to GSO's longer term plans, Gibbs says: "Fundamentally, they are looking for a return on their investment but the continuity they are providing enables us to invest in the deck of the ship and make the business more robust. Our owners are invested in us and committed

to supporting the company as we build it up."

Niche cranes

Ainscough has stepped up investment in mobile self-erecting tower cranes, but not spider cranes or heavy crawlers.

"There are good companies out there that do a great job in those areas and we have some excellent partners who are the experts in those fields," he says. "We prefer, at least for now, to work with them as partners when our clients need those specialist services. However, we won't work with companies that don't live up to our values."

"We continue to invest in new cranes although we do have some that are a little long in the tooth - something you can't get away within the logistics business - but many cranes don't rack up significant mileage or hours. Even so, engine emissions are becoming a key issue. We have just taken three 60 tonners and several new Liebherr MK 88-4.1 and MK140 mobile tower cranes and are upgrading to cranes with Stage V engines ready for more growth next year."

"The industry has allowed the crane business to become a commodity and we must all work hard to get away from that. Relentless training,

day in, day out, is a key element in that. We need to be selling solutions instead of rates. I think we will have an opportunity as an industry to get out of this mentality and, if we don't take it, we will regret it during the next economic cycle. I'm more than happy to lend my weight and play my part in helping the industry develop as a whole."

One thing is for certain Peter Gibbs is more than willing to be clear and up front in laying out his beliefs strategies and commitments and comes across as someone who 'walks the talk'. The Ainscough team will certainly be hoping that he does.

Ainscough has expanded its mobile self-erecting tower crane fleet





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IN THE NEXT ISSUE OF **C&a**



Get your products in front of 17,000 crane, telehandler and access buyers & users who will be reading the October issue of **C&a**...

The issue will include features on:

All Terrain Cranes

The versatile All Terrain crane is increasingly the mainstay of crane rental fleets worldwide, and ideal for a wide range of projects from unloading and placing industrial machinery to the installation of wind turbines. We take a look at changes that have occurred over the past 12 months with a focus on the latest five axle product launches.



Truck Mounted Lifts

The truck mounted platform market has been growing rapidly in recently years both at the 3.5 tonne level and the 70 metre plus market sector. We take a look at the latest new product developments, the latest technology and the effect that changing emissions standards are having on product designs. Have you got news to tell?

Access Equipment for Arborists

Choosing and using an aerial work platform for tree care – whether pruning, felling or forestry work – is no easy task but with an increasing choice of equipment tailored for arborists we look at some of the most popular alternatives to climbing the tree.



Outrigger Mats & Pads

Cranes and work platforms rely on a solid base for stability, ensuring that the ground can properly support the machine, regardless of the actual conditions. Whether setting up on ground that is soft, over the top of a void, hard, or sloping, the base needs to be able to support the loads imposed by the outriggers. The routine use of mats and spreader plates has increased significantly in recent years, as has the choice of products to help. We take a look at the latest guidance and products.

Rental Software

We take a look at some of those underutilised areas of rental software that could, if used, provide the greatest benefits to rental companies in the lifting market.



Send any information, news, photographs or ideas on these subjects to editor@vertikal.net

Every issue of **C&a** is also packed with our **regular columns** and **news** plus **Reader's Letters**, **Books & Models**, **Training**, along with the latest news from the **CPA**, **ALLMI**, **IPAF** and **PASMA**.

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Mammoet CC 8800 Boom Booster



Massive hook block

The massive CC 8800 crawler crane was introduced in 2001 as the Demag CC 8800, then as a Terex Demag CC880, a Terex CC8800 and now back to Demag as part of the Tadano group. Its lifting ability is enhanced by the 'Boom Booster'.

This model by Conrad was first seen back in 2004. This updated version in the colours of Mammoet includes the Boom Booster and is in a run of 400 models. It is delivered in two boxes with a total weight of around 24kg. It comes with a manual that describes the assembly and possible configurations.

The undercarriage is huge and the metal track links are pinned together and they roll well. Metal walkway plates and ladders sit on top of the undercarriage and two ballast trays are also attached.

The crane superstructure is another very heavy piece with almost all parts being metal. The large cab and power plant container has a sliding door and hydraulic lines run to the winches. Small graphics add detail and include a Mammoet fleet number.

The main boom, back mast and jib sections are metal and very well made. They have the typical Mammoet colour scheme of red with black tips. Mesh walkways and

posts with a metal safety line give a realistic appearance. All the pendant bars on the model are high grade plastic, and sheaves are metal.

The Boom Booster kit is assembled from numerous separate components which are pinned together and is immensely strong.

The ballast carrier has rotating axles with four tyres on each with plastic hubs, and when loaded is very heavy. The hook block is a gigantic piece almost all metal and it can be split to form a smaller block.

The big plus point of the model is that the crane can be configured in a variety of set ups, although alterations are not trivial because of the amount of re-reeving that may be required. The tallest configuration of the model stands over 10ft 3.2 metres high. Many parts can also be used as realistic transport loads.

The CC 8800 with Boom Booster is one of those models which is huge and impressive, and represents a feat of model engineering. It is strong and robust, with a very high metal content. As it is based on a model which first appeared in 2004, the detail level is not the highest, but it has flexibility as a key feature with many different configurations possible. It was available from the Mammoet Store for €1,299.

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



Sliding cab door



The scale of the Boom Booster is apparent



Standard boom configuration



Boom Booster configuration

Cranes Etc Model Rating

Packaging (max 10)	8
Detail (max 30)	26
Features (max 20)	18
Quality (max 25)	20
Price (max 15)	12
Overall (max 100)	84%

Readers Letters



Hi Ed,

I've just finished reading my *Cranes & Access* (Vol 22.3) which includes your article "The Changing Face of Boom lifts". It's an interesting read I don't know who provided the research but as one of this industry's 'grandfathers', I found the information provided to be challenging. For example, the picture shown of the first self-propelled boom lift is incorrect. The first machine was the three wheeled Condor 20 rather than the Condor 27 that was shown. Thanks for the read, though. Having documented this industry from the beginning, incorrect information is easily discernible. If you ever wish to 'fact check' future articles, please feel free to reach out.

Craig A Ihde, President & CEO

Aerial Specialists Inc, USA

Craig is very knowledgeable about the access industry. Like me, he has been around it forever. The article in question corrected a myth put about during JLG's 50th anniversary, that JLG had launched the very first self-propelled boom lift, which it most certainly did not. The first model, as far as we have ever been able to trace, is the Trump Orchard Girette, dating from 1956. As we say in the article, John Baerg then came up with the 'Tree Farmer', which was acquired by Selma Trailer/Selma Manlift. However, JLG did introduce the first telescopic self-propelled boom.

In 1970, a small team led by John Grove began work on the first boom lift after a Grove dealer – Craig Hopkins in Philadelphia – called John and asked him to look at a truck mounted platform that was being used for aircraft maintenance. John had already seen the Tree Farmer during an extended trip in his big RV to California in 1968. Along the way he met up with Grove crane dealers and it became clear there was a demand for "mechanised platforms".

In January 1969, Grove and a few colleagues kicked off their new business and the following year began drawing up plans for a product that was similar in many ways to the two ton Grove Stevedore, a pick & carry crane with a basket but no slew. This led to an argument with his fellow engineer Ben Stevens. The two had worked together at Grove, and Stevens could see that John was "doing the same old thing again". This along with other issues led to Stevens departure soon after. Grove did change the design and came up with the Condorlift 27-32 at a price of \$6,500. The company managed to sell 20 units in quick succession and the business was off and running. The three wheeled Condor 20 did not come along for another year or two and, in fact, the 500th JLG ever built was a 20 with JLG branding.

The information used in our article came from totally solid and documented evidence. Any outside sources were thoroughly checked, and most information came directly from those involved in the industry at the time. In addition, research was cross checked with John Grove's highly detailed official biography, written by his nephew Gerald Lute, who had full and open access to the man himself as well as all of the Grove archive material. If anyone else can help settle Craig's assertion, we would love to hear from them. Until then, I am not convinced but am ready to change my mind with hard evidence.

Leigh Sparrow

Condorlift
AERIAL PLATFORMS



Which is the first JLG? – Condor 2732 or Condor/JLG 20?

Scott Cornwall 1960-2020

Scott Cornwall, the longest serving employee of UK based Bernard Hunter Mobile Cranes, passed away on the 7th September after a long illness. He was 59.

Cornwall joined Bernard Hunter in 1975, straight from school at the age of 15. Over the next four decades he progressed from the parts counter to crane operator. He operated most of the company's flagship cranes, including the 500 tonne Liebherr LTM 1500.

Cornwall worked on several landmark projects, including operating a tower crane that dismantled the Queensferry Crossing, shifting the famous 'Mon's Meg' canon, as well as the Duke of Wellington statue at Edinburgh Castle. He even lifted a valuable Rolls Royce limousine onto the deck of the Royal Yacht Britannia when it was in Leith Docks.

Born in Woodburn, Scott lived in Midlothian and had a passion for rugby playing for Dalkeith Rugby Club, where he earned the nickname 'Tank'. He remained closely connected to the club until the end of his life. He is survived by his wife Hazel, son Ryan and daughter Kelly.

Bernard Hunter's Chairman, Jim Rafferty, said: "Scott moved from car spares to driving a Poclairn TY45 scrap handling machine in our yard, before gaining his driving and HGV licences. He had every crane operator's certificate under the sun. His hard work and dedication throughout his 40 year career cannot be underestimated.

His contribution to the success of Bernard Hunter was immense. He will be sadly missed by our staff, customers and suppliers."



Scott Cornwall

Ginno Debrabandere

Ginno Debrabandere of Belgian aerial lift, crane and fork truck sales and rental company Duma passed away on the 7th September, aged 82. In March, he fell down the stairs at his home, fracturing his skull and suffering injuries which confined him to a wheelchair and led to the decline in his health. He leaves behind wife Marie-Thérèse, son Stephan and daughter Fleur.



Ginno Debrabandere

Debrabandere and wife Marie-Thérèse Tytgat acquired the Duma business near Kortrijk in 1971, barely two years after it had started. Under their control the company grew quickly, both domestically and overseas. In 2002 the business relocated to the current site in Kortrijk, with a depot in Dunkirk, France. The company's rental fleet includes aerial lifts, telehandlers and spider cranes.

Ginno's son Stephan took over the day to day management of the business in the early 1990s and continued to grow the company. He said: "We are losing a great businessman with a clear view of the world and a fantastic father and grandfather. His departure is a major loss to the family."

Robertson William Way 1934-2020

Australian crane entrepreneur Robert Way passed away on September 3rd after suffering a heart attack. He was 86 years old. In 1977 Way started the crane overload company Robway, for which he is best known. Way had already been involved in the crane industry for 25 years.

Robert Way's crane career began in 1952 when he won a contract to load and transport tram bogies as part of Adelaide's tram-removal programme. He needed a two-tonne crane for the job, so he had a local engineering firm build him a three tonner with a basic four-metre base boom, and two-metre extension, mounted on an army surplus Reo truck from the Korean War.

This experience led Way into the rental business as others looked for a crane to lift and shift heavy items. As a result, he set up Robert Way Cranes. In an interview with *Cranes and Lifting Magazine* last March, Way said: "We were restricted mainly to four-tonne mobile cranes, but customers wanted to lift heavier loads at greater radii, which led to overloading and overturning.

Way began installing basic load indicators into our cranes and proposed introducing these via Australian Standards, which I was a member of for 15 years. However, the unions objected to their use because they considered owners would use them to spy on operators. Fortunately, they now fully support them."

"Perhaps I could have started using load indicators a bit earlier than I did, although we trained our own



Robert Way

operators to military standards, but there still wasn't enough emphasis put on training Australia wide. One without the other doesn't equate."

This focus on crane safety led Way to sell his crane rental business to Brambles. He then established Robway Equipment Sales in 1977 to design and manufacture safe-load monitoring systems. He started by installing systems on Manitowoc crawler cranes imported into the country and built the business into a well respected international venture, with half his sales coming from exports. In 1983 he changed the company name to Robway Safety Systems after a restriction clause with Brambles expired.

In the late 1990s, Way designed a load moment system for Favelle Favco telescopic crawler cranes and installed a large number of them for domestic and export sales, extending substantial levels of credit which caused significant financial challenges to the business in the early 2000s, possibly leading to Way's decision to sell the business to Andrew Powell and Andrew Toop in 2003.

In 2012, business was acquired

by Canada's LSI in 2012 to create LSI-Robway, and acquired by Trimble two years later. In 2017 ownership returned to Australia when Powell bought the company back.

Robert Way was always ready to help others and thoroughly enjoyed the social aspect of the crane business. He attended events such as the annual CICA convention right up to the end. In 2018, he said: "It started in 1952 with the mobile crane division of the South Australia Road Transport Association which brought together a few people with problems and ideas to share."

"This developed into a more professional state association using the SA Chamber of Manufacturers. As the industry kept growing, we established our own secretariat and finally merged with CICA. It was my pleasure to meet and share ideas with people, not only from Australia but around the world. After several years trying to get state associations to agree to a national conference, it finally happened in 1979 at Broadbeach, with 150 people attending. This proved a great success and was followed by the conference committee meeting in Perth, when CICA was conceived. This has proved to be one of the greatest achievements in the history of the Australian crane industry."

Way's contribution to crane safety was widely recognised and he became the first recipient of CICA's Con Popov Memorial Award, in 1998, which recognises an outstanding contribution by an individual to the crane industry over a considerable period. He was made a life member of the association in 2002.

Robert Way loved life and never tired of it. He retained a twinkle in his eye to the very end. He was one of the last of the post-war crane men that designed and built their own cranes to get started. He will be missed by a great many in the crane industry and beyond. At Way's funeral his old friend Gordon said: "Robert lived respected and died regretted".



Heinz Helmut Kempkes 1947-2020

Heinz Helmut Kempkes, owner of German crane and access equipment manufacturer Kuli Hebezeuge, passed away on August 13th at the age of 72. Born in October 1947, Kempkes studied mechanical engineering at the Technical University of Darmstadt, staying on for further research work as chairman of material handling technology at the university.

In 1975, he joined the company that his father had founded in Duisburg, in 1947, becoming managing partner in 1982. He continued to manage the business on a day-to-day basis alongside his son Oliver Kempkes. The company now operates in more than 120 countries, manufacturing overhead and gantry cranes, lifting equipment and industrial aerial work platforms.

Luis Aguilar 1934-2020

Luis Aguilar, founder of Spanish crane and access rental company Grúas Aguilar, passed away on Sunday the 9th of August at the age of 86. Aguilar founded the company that bears his name in 1968, in Arganda del Rey, south east of Madrid.

He built Grúas Aguilar into one of the most professional companies in the lifting sector. He steered the company through several challenging economic periods and continued to invest in the best equipment and staff. Today the company operates from four locations and employs around 160 workers and remained at the helm almost until the end.

Aguilar was a big family man with traditional values and a strong sense of integrity which he instilled in his children who continue to build the company that he founded. His son Luis has been managing the day to day operations of the company for some time now as managing director.

Two of Rob Way's first cranes



Whats on?

2020

Bauma China 2020

November 24-27, 2020
SNIEC Shanghai, China
Tel: +49 (0)89-9492051
www.bauma-china.com

Baumag

January 21-24, 2021
Swiss construction equipment show
Lucerne, Switzerland
Tel: +41 56 204 20 20
www.baumaschinen-messe.ch/html/home.htm

2021

The ARA Show 2021

February 21-24 2021
ARA convention and rental show
New Orleans, Louisiana, USA
Tel: +1 800 334 2177
www.arashow.org

Bauma Conexpo India

February 23-26, 2021
The bauma/Conexpo exhibition in India
Delhi, India
Tel: +49 89 949-20255
www.bcindia.com

Samoter

March 3-7, 2021
International earthmoving and building
equipment show Verona, Italy
Tel: +39 045 8298111
www.samoter.it/it

IPAF Summit and awards dinner

March 18, 2021 Annual Summit and
IAPAs awards dinner of the International
Powered Access Federation London, UK
Tel: +44 (0)15395 66700
www.ipaf.org



AED Summit 2021

March 29-31, 2021
AED's annual convention for North
America's equipment distributors
Las Vegas, USA
Tel: +1 630-574-0650
www.aednet.org/events/summit

SC&RA Annual Conference

April 12-16, 2021
Annual Conference of the US crane and
heavy transport association including
the Jobs of the Year awards. La Cantera
Resort, San Antonio, Texas, USA
Tel: +1(703) 698-0291
www.scranet.org

Intermat 2021

April 19-24 2021
The big French international
construction equipment show
Paris, France
+33 (0)1 76 77 15 21
www.paris.intermatconstruction.com

Vertikal Days 2021

12-13 May UK/Ireland
crane, access and telehandler event.
Tel: +44 (0) 8448 155900
www.vertikaldays.net

Bauma CTT 2021

May 25-28, 2021
Russian construction equipment
exhibition. Moscow, Russia
Tel: +4989 94922-339
www.bauma-ctt.ru

Smopyc 2021

May 26-29, 2021 Spanish construction
equipment exhibition Zaragoza, Spain
Tel: +34 976 764 700
www.feriazaragoza.es/smopyc-2020



Interschutz 2021

14 -19 June 2021
International fire and rescue show
Hannover, Germany
Tel: +49 511 89-0
www.interschutz.de



Apex 2021

June 15-17, 2021
International powered access
trade show Maastricht, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com



HIANZ - Conference 2021

Postponed from 2020 -
date and venue to be confirmed
Annual conference and exhibition of the
Hire Association of New Zealand
Queenstown, New Zealand
Tel: +64 7 575 2563
Website: www.hianz.net.nz



HCEA International Convention and Old Equipment Exposition

August 27-29, 2021
The Historical Construction
Equipment Association's annual
convention and expo
Concordia, Kansas, USA
Tel: +1 785 243 0083
www.hcea.net



Platformers' Days 2021

10 to 11. September
German access and lifting show
Karlsruhe, Germany
Tel: +49 721 3720 5096
www.platformers-days.de



PASMA Conference 2021

15-16 September
Free conference from the scaffold tower
association Nottingham, United Kingdom
+44 (0) 345 230 4041
www.pasma.co.uk/conference



ICUEE /Demo Expo

September 28-30, 2021
The US utility industry's largest
show
Louisville, Kentucky, USA
Tel: +1 414-274-0644
www.icuee.com/



Liftex/LEEA conference

October - dates to be confirmed
Annual conference of LEEA Lifting
Equipment Engineers Association
Liverpool, UK
Tel: +44 (0) 203 488 2865
www.liftex.org



CICA Conference 2021

October 2021- to be confirmed
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Tel: +61 03 8320 0411
www.cica.com.au



2022

The ARA Show 2022

ARA convention and rental show
New Orleans, Louisiana, USA
Tel: +1 800 334 2177
www.arashow.org



Mawev

March 24-27, 2022
Austrian construction Exhibition
St. Pölten, Austria
Tel: +43 316 8088 216
www.mawev-show.at



Bauma 2022

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

Special/Bespoke Access & Lifting Solutions

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

Special & Niche Access

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

Special Lift & Transport Equipment

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

Heavy Transport/Abnormal Loads

Collett A Sons, UK	www.collett.co.uk
S.A. Smith	www.sa-smith.co.uk

Self-Propelled Modular Transporters

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

Telescopic Handler Manufacturers

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

New & Used Telehandlers

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

Telehandler Rental

ABBA	www.abbaplantire.co.uk
GT Lifting Solutions	www.gtliftingltd.co.uk
JMS Powered Access	www.jms.co.uk
Mr Plant Hire	www.mrplantire.co.uk
Readyplant Ltd	www.readyplant.co.uk

Site Safety Audits

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

Industry Associations

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

Crane Manufacturers

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

Lorry/Truck Loader Cranes

Atlas Cranes UK	www.atlasgmbh.com
Effer	www.effer.it
Ernest Doe & Sons Ltd.	www.hiab.com
Hiab	www.ernestoeladecranes.com
Palfinger	www.palfinger.com
Penny Hydraulics	www.pennyhydraulics.com
PM Cranes	www.pm-group.eu

New & Used Cranes

AGD Equipment	www.agd-equipment.co.uk
Cotac Oy	www.cotac.fi
Cranes4Cranes	www.cranes4cranes.com
Cranes UK	www.cranesuk.net
Crowland Cranes	www.crowlandcranes.co.uk
Delden Cranes	www.deldencranes.co.uk
Electrogen Int	www.electrogen.ie
Ernest Doe & Sons Ltd.	www.ernestoeladecranes.com
High Sparks TCS	www.highsparks.co.uk
Hird	www.hird.co.uk
Jones-Iron Fairy	www.jonesironfairy.co.uk
Kobelco	www.kobelco-cranes.com
Leader	www.leader-piatt.it
London Tower Cranes	www.londontowercranes.co.uk
Maeda	www.maedaminicranes.co.uk
Mantis Cranes	www.mantiscranes.co.uk
M. Stemick	www.stemick-kranen.de
NRC	www.nrcplant.co.uk
P.V. Adrighem BV	www.adrighem.com
Rivertek Services	www.rivertekservices.com
Terex Demag	www.terex-cranes.com
Utility Equipment	www.utility-equipment.com

Heavy Lifting Equipment

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

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

Crane Hire

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

Mini Crane Hire

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

NRC	www.nrcplant.co.uk
Hird	www.hird.co.uk

Self Erecting Tower Cranes

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

Tower Cranes

High Sparks TCS	www.highsparks.co.uk
London Tower Cranes	www.londontowercranes.co.uk
Electrogen Int	www.electrogen.ie

Heavy Lift Management

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

A1A Software	a1asoftware.com
DWLS	www.dwls.com
HLI Consulting	www.hliconsulting.com

Ancillary Equipment

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

Ritchie Brothers	www.rbaction.com
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Battery Suppliers & Manufacturers

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

Load Cells & Load Monitoring Systems

MSL Oilfield Services Ltd	www.msluk.net
PCE Instruments UK Ltd	www.pce-instruments.com

Control Systems

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

Generator Sales & Rental

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

Insurance

Specialist Insurance	www.finchgroup.net
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Online Technical Help

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

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

Component Suppliers

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

Parts & Service Suppliers

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

Innovations

Aerial & Handling Services Ltd	www.aerialandhandlingservices.com
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Recruitment

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

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

Replacement Filters

Plant Filters	www.plantfilters.co.uk
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Safety Equipment

AGS	www.ags-btp.fr
Airtek equipment	www.airteksafety.com
Heaton Trestle Handrail System	www.heatonproducts.co.uk
Heaton Scaffold Towers	www.heatonproducts.co.uk
Live Line Defender	www.livelinedefender.com

Load Systems UK Ltd	www.loadsystems.com
Mantracourt Electronics	www.wirelessensorsystem.com
Marwood	www.marwoodgroup.co.uk
SMIE	www.smie.com

Software

Higher Concept	www.higherconcept.co.uk
HireHop Equipment Rental Software	https://www.hirehop.com
inspHire	www.inspire.com
Matusch GmbH	www.matusch.de
MCS Rental Software	www.mcsrentalsoftware.com
vWork	www.vworkapp.com

Structural Repairs

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

Training Associations & Networks

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

Training Centres & Trainers

Access Platforms Direct	www.accessplatformsdirect.co.uk
Access Platform Sales (APS)	www.iapsgroup.com
Astra Access	www.astratraining.co.uk
Bos Training	www.bosstraining.co.uk
Active Safety	www.activerentals.co.uk
Advanced Access Platforms	www.accessplatformsuk.com
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Approved Safety Training -Ca	www.approvedsafetytraining.com

CMT	www.c-m-t.co.uk
Elevation	www.elevation.net
Emerson	www.emersoncranes.com/training
GT Access	www.gtaccess.co.uk
IAPS	www.iapsgroup.com
Lift-Manager	www.lift-manager.com
LTC Training Services	www.lfttrainingservices.co.uk
Mentor Training Solutions	www.mentortrainingsolutions.co.uk
Nationwide Platforms	www.nationwideplatforms.co.uk/Training
SGB	www.sgb.co.uk
Smart Platform Rentals	www.smartplatforms.com
TVH Group	www.tvh.com
UTN	www.utntraining.co.uk
Versalift Training Direct	www.versalift.co.uk/training
Warren	www.warrenacesstraining.co.uk/courses/
Access Training Workplatform	www.workplatformltd.co.uk/customer-support/operator-training

Safety Training

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

Training Services

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

Training Simulators

CM Labs	www.cm-labs.com
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Crane Attachments

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RB CH135 135t, Year 2005, 54m boom, 27m fly Jib

Kobelco CKE1350-1F 135t, Year 2008, 54.9m boom, runner jib

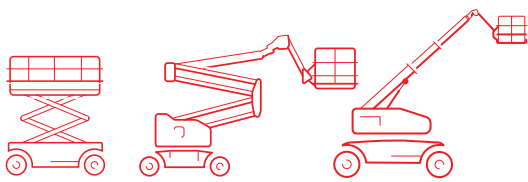
Kobelco CKE2500-2 250t, Year 2010, 61m boom, runner jib

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