



cranes & access

November/December 2023 Vol.25 issue 7

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**PICK &
CARRY CRANES**

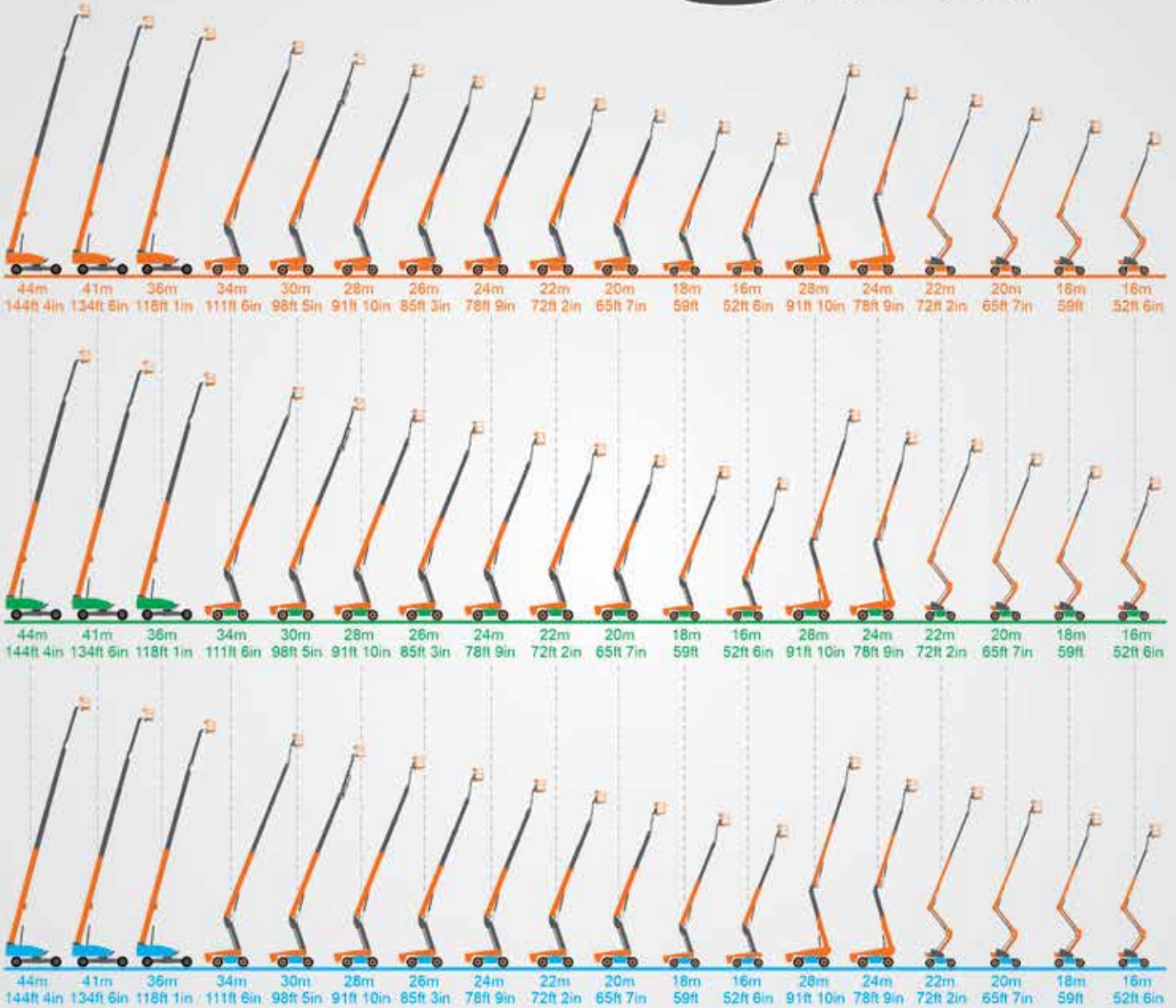
**TRUCK
MOUNTED LIFTS**

**OUTRIGGER
MATS**

USED EQUIPMENT



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PICK & CARRY CRANES 17

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It has been almost 20 years since C&A began highlighting the number of serious incidents involving poor outrigger set up and all too frequent lack of ground protection for both cranes and aerial work platforms. Although the situation has improved we still see too many incidents arising from poor set up.

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As Sany Cranes attempts to gain a foothold in the European market, the recently formed UK crane business received its first All Terrain crane this summer - the 60 tonne three axle SAC600E. We talk to Sany UK's crane manager Andrew Snow about the crane and the company's plans.

LIEBHERR DEVELOPMENTS 55

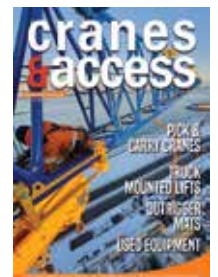
Mark Darwin visited Liebherr's Digital Development Centre in Ulm, Germany to find out more about the company's latest product developments including its Alternative Drive Technologies.

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ON THE COVER

Fixing a rigging issue in December, on a Comansa 21 LC 220 from the DS Lausnir fleet on a job in Reykjavik, Iceland.



IN THE NEXT ISSUE Scheduled for publication in mid January, the next issue of Cranes & Access will include features on Truck mounted and aluminium cranes, Vertical lifts and mast booms, The annual Rental Rate survey results and Guide, a Telematics and software update and our annual Look back at the major news stories of 2023. If you have any contributions or suggestions to make or are interested in advertising in this issue, please contact our editorial or sales teams.



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COMMENT

WHAT IS A FAIR SELLING PRICE?

Everyone accepts that a BMW or Mercedes will cost more than a Ford or Fiat. People are willing to pay more for better perceived quality and the brand's prestige. Building a respected brand and reputation takes years and hinges on trust, reliability, product support, financial strength, resale values and good people. When buyers then switch to a new manufacturer in the market with a product that seems similar or better in terms of quality or performance - then problems can arise.

New market entrants have always offered introductory discounts to encourage buyers to try its products. Such discounts are usually temporary and the price goes up once the new brand has gained a following and customers will hopefully pay more once they are convinced that it is as good as it seemed. When the first Japanese cranes arrived in Europe in the early 1970s, they were offered to leading crane rental companies on a two for one deal, massively undercutting the established players. They turned out to be a better product and today companies will often pay a premium for a Japanese crane.

Such sales practices however must be fair, with the manufacturer taking at least some of the initial pain and discounts not solely due to devious government subsidies. International trade relies on a level playing field.

If a manufacturer invests heavily in highly automated production facilities to reduce its cost and adds innovative new products, while another prefers to extract the profits and invests less, then surely the one that invests will surely win a higher market share?

In November the European Commission announced an investigation into concerns that Chinese built aerial work platforms were being 'dumped' into Europe i.e. being sold at prices lower than cost. If the Commission believes there might be a case to answer, it selects a few companies to 'sample' in its investigation, usually the largest importers.

We have it on good authority that four companies chosen include Dingli, Sinoboom, JLG and Genie.

The complaint states that there has been a strong and unusual market share shift from western to Chinese manufacturers. This is true. European sales of Chinese built platforms have soared over the past few years. However shorter delivery times - often weeks rather than months - and new products have played a role in this, along with attractive prices and in some cases less rigid credit controls.

During this time some western manufacturers appeared to turn their back on the European market, staying away from trade shows, demanding retrospective price increases and laying off long serving staff - most of whom were picked up by Chinese companies seeking to benefit from their experience.

At the same time several Chinese manufacturers have been dramatically improving their products and introducing models that few western manufacturers offer - big electric booms, mega scissor lifts and oil free platforms. If these models also came at a good price, customers were happy.

We must all hope that this investigation is carried out diligently, based purely on facts. If dumping is going on it should be firmly dealt with. However, if the process smells of abuse and tariffs introduced regardless, it will be a distortion of the free market, penalising buyers and ultimately users.

Actions such as this can also be dangerous for the protagonist if it looks as if they are 'gaming the system' to inflate prices. Customer anger may follow, particularly when it sees manufacturer's prices and profits increasing.

Be careful what you sow.

Mark Darwin

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

EU ANTI-DUMPING INVESTIGATION

The European Commission has begun an anti-dumping investigation into access platforms imported from China with working heights of more than six metres. The move follows an official complaint from the 'Coalition to restore a level playing field in the EU Mobile Access Equipment Sector', which appears to be made up of the two French aerial work platform manufacturers - Manitou and Haulotte.

In the complaint it states that it is not appropriate to use Chinese domestic prices or costs when judging whether 'dumping' (selling at below cost) has occurred or not, "due to the existence of significant distortions within the meaning of point (b) of Article 2(6a) of the basic Regulation".

All interested parties now have an opportunity to present information, comment or request a physical representation. Once the investigation is complete, the Commission will decide if the case has been proven before making a judgement, based purely on the overriding interests of the European Union.

We understand that the Commission has now chosen four of the largest importers of Chinese platforms - Dingli, Sinoboom, JLG and Genie - to be 'sampled' or investigated.

A statement from one of the privately held Chinese manufacturers, Sinoboom, said: "Sinoboom is cooperating fully with the investigation and looks forward to confirming that it has followed the highest standards of professionalism while introducing its high quality products to European customers."

In March 2021 JLG and Genie joined together under the banner of the Coalition of American Manufacturers of Mobile Access Equipment, to petition the US government to investigate whether Chinese manufacturers were selling aerial work platforms in the USA at less than fair value. That led to the imposition of tariffs on all manufacturers - including JLG and Genie - which has increased market prices.



150T LIEBHERR TELECRAWLER

Liebherr is to launch a new 150 tonne telescopic crawler crane, the LTR 1150, which will slot into its range between the 100 tonne LTR 1100 and 220 tonne LTR 1220. The manufacturer claims that while the new crane offers capacity improvements of around 50 tonnes in many parts of the load chart compared to the LTR 1100, it is just as easy and economical to transport as the smaller crane.

The boom and extension configuration is the same as the LTR 1100, with a six section 52 metre main boom, topped by a 10.8 to 19 metre bi-fold lattice swingaway extension. This can be further extended with two seven metre lattice extensions for a maximum tip height of 88 metres.

The overall weight of the LTR 1150, with counterweight removed and tracks left in place, is 60 tonnes with an overall transport width of 3.5 metres. If the tracks are removed the overall weight is reduced to 38 tonnes with a three metre overall width - this of course requires the set-up jacks to be installed.

This will also be the first Liebherr telescopic crawler crane in which the variable track widths and slew position are automatically monitored in real time, with the data fed into the crane's control system to calculate the optimum load chart for the actual set up, in other words 'Variobase' for crawler cranes. The overall width with the tracks fully extended is 5.8 metres, with alternative widths of five and 3.5 metres. Liebherr says that the crane is suitable as an assist crane for lattice crawlers up to 1,000 tonnes and can pick & carry loads of more than 60 tonnes.



DINGLI UPS ITS STAKE IN MEC

Chinese manufacturer Dingli is planning to increase its stake in Californian aerial lift manufacturer MEC Aerial Work Platforms from 25 percent to 49.8 percent - subject to the usual regulatory approvals etc.

The move is the first step towards acquiring 100 percent of the company's equity from majority shareholder Richard Spencer. Although Dingli is increasing its holding, it does not plan to make any changes to the business. On the contrary, it is keen to simply provide more capital and support to continue on the current trajectory that has seen the company grow from a relatively small north American manufacturer into a \$400 million business, building well over 10,000 machines a year.

The company is now planning to expand its production capacity, along with further improvements to its existing production facilities, while establishing a new Dingli group research and development facility and a new parts centre.



UK CONTRACTOR MANDATES HARNESS ON DEVICE

Willmott Dixon - a major UK contractor - has announced that all boom lifts used on its sites must in future be equipped with the 'no lanyard attached' cut out system 'Harness On' developed by Nationwide Platforms, the UK division of Loxam Access. The system - wired into the platform's controls - senses when a lanyard is attached or not, blocking operation of the machine until a lanyard is attached to the device.

The statement said: "Harness On is now mandatory, meaning that only 3b boom type lifts with the new system installed can operate on a Willmott Dixon project. This is to reduce to zero the chance that an operator using a



platform could fall to the ground because they have not connected their harness correctly. Importantly, this device doesn't affect any ground or emergency lowering controls."

While falls from the platform are a significant cause of injuries and fatalities worldwide, there has only been one reported incident in the UK over the past three years.



OIL FREE LGMG SCISSOR

Chinese manufacturer LGMG has unveiled a new oil free version of its 26ft slab electric scissor lift, the S0808PE. The new machine features direct AC electric motor wheel drive, electric steering and a linear actuator lift cylinder, completely eliminating the need for hydraulic oil.

As with the standard second generation S0808II, it can drive at full height indoors with a working height of 9.8 metres and 230kg platform capacity. Outside the maximum working height is reduced to eight metres. The scissor lift has an overall width of 830mm, overall length of 2.44 metres, while the stowed height is 2.36 metres although folding guardrails are standard reducing it to 1.99 metres. It has a 900mm roll out deck extension and total weight is around 2,230kg.



MATECO ACQUIRES MALTECH



International rental group Mateco has acquired the Swiss sales and rental group Maltech Holding, which includes the Maltech rental business and distribution company Skyworker Trade. The transaction is an all-share purchase deal from the Hunziger family. Maltech chief executive Patrick Moser and his management team will remain on board and continue to run the business under Mateco ownership.

Maltech operates from 14 locations along with more than 35 rental agent locations spread across Switzerland with a large fleet of self-drive truck mounts in addition to big truck mounts, boom and scissor lifts as well as spider lifts. Skyworker Trade is the CTE and Magni distributor, but also sells and services Multitel and Teupen products along with other brands.

The deal is signed (L-R) Eric Hunziker of Maltech, with Pascal Vanhalst of Mateco and Marc Hunziker of Maltech



700T CRAWLER FOR AINSCOUGH

UK rental company Ainscough has taken delivery of a new 700 tonne Liebherr LR 1700-1.0 crawler crane. The crane features 165 metres of main boom, while a maximum under hook height of 198 metres can be achieved with 96 metres of main boom and 102 metres of luffing jib. It is able to handle its full capacity at a radius of 8.5 metres and has a maximum radius of 160 metres. The crane also features VarioTray and V-frame ballast systems with hydraulic ballast radius adjustment from 13 to 21 metres.

The purchase is aimed at expanding the company's activities and coverage of the heavy lift and major project market. Ainscough runs the UK's largest mobile crane fleet - 392 cranes operating from 28 locations with more than 850 staff - but is not among the top 10 crawler crane fleets.



The new crane arrives at Ainscough's yard



CRANE TO THE RESCUE

A crane was used to rescue a man from the roof of a burning building in Reading, UK in mid November. The crane operator, Glen Edwards, 65, was in the cab of his luffing jib tower crane when he was notified of the trapped man. He quickly attached a man basket to the hook and lowered it to the stranded man although placing it upright and close enough to him was a challenge due to poor visibility from the heavy black smoke and flames, along with wind gusts and strong convection currents.



Glen Edwards

Edwards, the hero of the day said: "It was very close call due to swirling wind. I looked out my left hand window and saw a guy standing on the corner of the building I'd only just seen him, and someone said, 'can you get the cage on', so that was it, we got the man basket on the hook and I got it over to him the best I could."



LIFTEX IN LIVERPOOL

The 18th annual Liftex and LEEA (Lifting Equipment Engineers Association) conference was held at the exhibition centre in Liverpool this November. The event attracts users from a diverse range of sectors such as oil & gas, renewable energy, cargo and bulk handling as well as construction.

There were only a few industrial and spider crane exhibitors such as GGR, Hird and Foster Cranes, the majority of exhibitors were lifting and rigging gear suppliers such as LMS Suhbo, Pinpoint, Kito Crosby and Traceability.

Hird introduced the new Winlet 400TLS glass handling robot with a three metre lift height, over one metre forward reach and an overall width of 860mm.

Foster Cranes presented Hoefflon's new 'Multitool Attachment' manipulator mounted on a three tonne Hoefflon C6e.13 spider crane. The attachment has three tools, a 'Claw' for clamping and moving beams or pipes, Forks for lifting and placing pallets and the Multivac for handling glass panels. The manipulator has 200 degrees of tilt, 95 degrees of swivel and 360 degree continuous tool rotation.



The new Multitool manipulator

DRONE WIND TURBINE INSPECTION

UK/Greek wind turbine inspection company Perceptual Robotics' has successfully completed the inspection of 250 onshore wind turbines with its new drone inspection units.

The company, which emerged from the University of Bristol Robotics lab, uses its 'Dhalion system' which combines autonomous drones and Artificial Intelligence to collect data which is used to identify issues such as lightning strikes, cracks, erosion and delamination.

For turbines that need repairs, the system can assess the damage and include it in repair plans while establishing monitoring procedures.

The company has carried out its initial real world trials in Scotland and has now extended its coverage to the Faroe islands.

Chief executive Kostas Karachalios said: "Scotland is a pivotal place for us, being home to an extensive number of onshore wind farms, with constantly changing weather conditions providing us with shifting challenges, keeping us alert and offering excellent opportunities to showcase the robustness of Dhalion."



ITALIAN ACQUISITIONS FOR MANITOU

Manitou is to acquire a 75 percent stake in two of its Italian suppliers - Come SRL and Metal Work. Both companies are majority owned by Fabio Grilli, while Metal Work shareholders include Luca De Angelis, Paolo Piffanelli and Marco Grilli.

Come was established 60 years ago and is based in Alfonsine - north of Ravenna - while Metal Work was set up in 2010 and is based in nearby Forli. Come had revenues of €46 million in 2022 and employs 280 while Metal Work had sales of €31 million with 70 employees.

MANITOU
GROUP



NEW 33FT DINGLI AC

Chinese aerial lift manufacturer Dingli has launched a new 33ft narrow aisle slab electric scissor lift, the JCPT1208AC, with both indoor and outdoor ratings.

The 830mm wide lift has a working height of 12 metres indoors and is drivable at full height with a maximum platform capacity of 250kg. The outdoor working height is restricted to 9.2 metres. The lift has 900mm roll out deck extension to provide a 3.1 metre long by 810mm wide extended work area. It has an overall length of 2.48 metres and a stowed height of just over two metres with the guardrails folded. Fully equipped it weighs 3,150kg. Power comes from a standard 24volt/240Ah battery pack, feeding a maintenance free AC pump drive motor and twin AC electric direct drive wheel motors on the front axle.



BOBCAT UNVEILS TL25.60 AGRI

Bobcat has launched the agricultural version of its new six metre/2,500kg TL25.60 compact telehandler - the TL25.60 Agri 'Super Compact' - at Agritechnica in Hanover, Germany.

As with the construction unit launched last year, the TL25.60 Agri has a maximum lift height of 5.91 metres at which it can handle 1.8 tonnes, while maximum forward reach is 3.31 metres with a capacity of 800kg.



CHANGES AT SINOBOOM IRELAND/UK

Sinoboom has announced changes to its sales team and distribution in the UK and Ireland. Julie Houston Smyth, its regional manager for Ireland and the UK since September 2020,

is leaving to work full time at Irish Sinoboom dealer Lolex which she established with her husband Trevor Smyth in 2019 as an independent service, and consultancy firm.

At the same time Sinoboom announced plans to set up a UK company - Sinoboom GB - with its own technical support and sales team, adding that it will be supported by Sinoboom's UK dealer, Pinnacle Platforms.



Julie & Trevor Smyth at Lolex premises with a Sinoboom scissor lift

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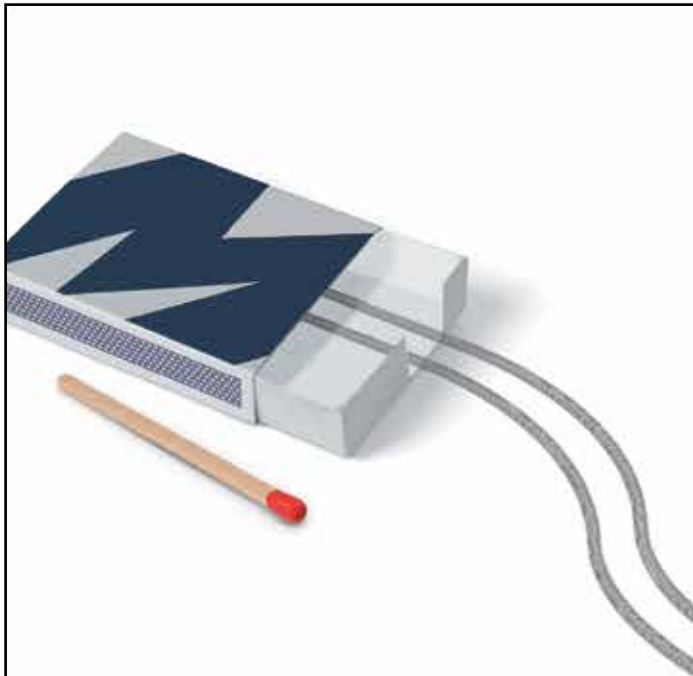
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PM'S NEW HEAVY LIFT CRANE

Italian loader crane manufacturer PM has launched the new 83.5 SP heavy lift crane with a maximum capacity of just over 15 tonnes at 4.6 metres radius. The 18.1 metre eight section boom can be topped with a seven section 13.5 metre jib for a maximum tip height of 35 metres. The new crane can handle 700kg at full height or a radius of 31.2 metres.



The 83.5 SP is 2.55 metres wide, 2.8 metres high and takes up 1.76 metres of chassis length when stowed. It weighs around 9,500kg. The compact overall dimensions help reduce the overall weight of the crane by 300kg compared to PM's previous model. A range of outrigger configurations are available with spreads of up to 8.6 metres.

The crane is also equipped with PM's new A4U (Assistance for You) telematics, allowing the factory to diagnose any faults or issues remotely. Other features include Auto-Folding and Smart Winch.



SARENS WIND SERVICE FINLAND

Sarens has opened a new Wind Service company - Sarens Wind Service Finland Oy - in Helsinki. The new business will provide maintenance services for wind farms in Finland and Sweden adding to existing wind operations in the UK, Ireland and Germany.



The new business will be led by managing director Enrika Uusitalo who began working with Sarens in January as a key account manager at Sarens Balticum, in Vilnius, Lithuania.

Sarens regional director Mariusz Sudol said: "By 2025, we aim to have individual departments for turbine construction, offshore service and blade repair, and will also open an academy to provide training related to BTT, sea survival, hub and nacelle."



Enrika Uusitalo

LAS VEGAS SERVICE CENTRE FOR JLG

JLG has opened a new 2,800 square metre service centre in Las Vegas, staffed by 10 technicians to service and repair equipment in the western US.



The new facility has eight workshop bays, three and five tonne overhead cranes, a two acre yard and a state of the art wash pad that recirculates and filters the water and stores any contaminants for disposal.

KEEPING THE INDUSTRY BETTER INFORMED

In the USA, the CCO (previously the NCCCO - National Commission for the Certification of Crane Operators) and its charitable offspring the NCCCO Foundation have signed a formal agreement with the federal Occupational Safety and Health Administration through the OSHA Alliance Programme with the aim to keep industry better informed of OSHA's applicable safety related initiatives. It also enables the three organisations to collaborate more closely to provide employees and employers with information, guidance and resources to promote workplace safety and health, while raising awareness of employees rights and employers' legal responsibilities.



(L-R) Thomas 'T.J.' Cantwell of NCCCO Foundation, Doug Parker for OSHA and Thom Sickelsteel of CCO

Initiatives will include:

- Sharing industry alerts
- Encouraging industry participation in and support for OSHA events and programs
- Convening roundtable discussions and meetings on crane industry safety
- Providing opportunities for OSHA to participate at industry meetings and events
- Raising awareness of resources & tools that can assist in complying with OSHA regulations
- Sharing updates on load handling regulations and enforcement requirements
- Developing surveys for candidate base segments and sharing results
- Encouraging key CCO test sites to build relationships with OSHA's Regional and Area Offices

The agreement was signed in Washington, DC by CCO chief executive Thom Sickelsteel, Thomas 'T.J.' Cantwell the executive director of the NCCCO Foundation and Doug Parker, Assistant Secretary of Labor for OSHA.

IPAF ELEVATION

IPAF held its Elevation conference and dinner in mid-November with plenty of delegates attending and some excellent speakers and presentations.

They included an inspirational talk by former British rally driver champion, boxer and TV presenter Penny Mallory, discussing how she achieved a degree of mental toughness. The last speaker of the day was Ali Moore, a leadership development consultant, therapist, relationship coach and author of 'Reconnect Your Life' who spoke on the perceptions that young people have when approaching the workplace and how prospective employers can overcome any barriers they may have to bring more young people into the industry.

Darren Nash, HM principal mechanical inspector, specialising on powered access at the Health & Safety Executive (HSE) spoke on a key issue at the moment of Emergency Stop buttons - or E Stops - on aerial work platforms following an incident in 2022 in which, as is often the case, the E Stop was pressed once the lift was in position, however, it also cuts the electricity supply to all the monitoring switches and overload system etc. So, when a very rare internal leak in a levelling jack cylinder occurred, the machine's warning system did not detect it causing a near miss. Nash said that he has identified 44 manufacturers supplying aerial platforms to the UK market, and that 18 of them had machines that would have experienced exactly the same issue. The HSE is stepping up its investigation into the issue.



INSTANT UPRIGHT CANCELS DEALERS

Alloy scaffold tower manufacturer Instant UpRight has cancelled its distribution agreements with Zip-Up Svenska in Sweden and Instant Norge in Norway. It claims that both distributors have purchased compatible tower components and products from Instant Latvija of Riga, Latvia, an unauthorised manufacturer of Instant products. It says that it is considering taking legal action against the Latvian company. The announcement said that the Norwegian and Swedish distributors were passing off the scaffold components as genuine Instant products and using Instant's registered trademarks and logos.

It added that, from now on, it will be selling its products directly to customers in both Sweden and Norway at more competitive prices and is willing to check any products purchased from the two dealers during 2023, and will replace any unauthorised products, leaving customers to obtain compensation from the two distributors. Zip-Up Svenska said that it was unaware of Instant UpRight's claims and that no one from the manufacturer had made any attempt to contact it.

UK'S FIRST GROVE GRT8100-1

PSG Marine and Logistics has taken delivery of the first 100 tonne Grove GRT8100-1 Rough Terrain crane to arrive in the UK.

The crane features a five section 47 metre main boom topped by a 10.1 to 17.1 metre bi-fold swingaway extension an additional insert taking its maximum tip height to 73 metres. The unit was purchased from local dealer Crowland Cranes at this year's Vertikal Days event.



FINANCIALS ROUND-UP

UK rental group **Vp/UK Forks, MEP and Brandon Hire Station** has published its preliminary first half results. Total revenues improved 2.4% to £190.9 million, with UK infrastructure performing well, while housebuilding demand is "subdued but stable" and general construction remains challenging. Overseas, a small part of the whole, the outlook is apparently more promising. Pre-tax profit increased 11.2% to £19.9 million, while net debt was cut by 10.4% to £133.4 million and Capital Expenditure declined 28% percent to £27.8 million.



International rental group **Mateco** has acquired the Swiss sales and rental group **Maltech Holding** - which includes the rental business **Maltech** and distribution company **Skyworker Trade** - in an all share purchase deal from the **Hunziger** family.



The third quarter results for **Snorkel** show a strong pick up in margins and profits with total revenues for the nine months up 10.8% to \$145.1 million. Pre-tax profits were \$1.7 million, compared to a loss of \$12.7 million at this point last year. Third quarter revenues jumped 20.5% percent to \$51.1 million, with a pre-tax profit of \$638,000 compared to a loss of \$3.8 million a year ago.



Barnhart Crane and Rigging has acquired **Armstrong Crane and Rigging** of New Brighton, Minnesota on the north side of Minneapolis-St. Paul. The deal includes Armstrong's operated crane rental service and all associated employees and equipment. It is Barnhart's third acquisition this year.



Chinese manufacturer **Dingli** is planning to increase its stake in Californian aerial lift manufacturer **Mec Aerial Work Platforms** from 25% to 49.8% subject to regulatory approvals etc, a first step towards a full take over from current majority shareholder Richard Spencer.



Ashtead - owner of **Sunbelt Rentals** in North America and the UK - has issued a first half trading statement for the six months to the end of October. The group will report record results for the half year with rental revenue growth of 13%, EBITDA growth of 15% to approximately \$2,580 million and adjusted profit before taxation growth of 5% to approximately \$1,310 million. While the group says it will achieve record full year results it has revised its full year forecasts down a couple of percent. In spite of this capital expenditure will remain unchanged at \$3.9 to \$4.3 billion.



UK based wind turbine repair and maintenance company **GEV Wind Power** has acquired **Rigcom**, one of Australia's largest rope access and rotor blade maintenance companies. Established in 2009, Rigcom is based in Sydney, with branches in Melbourne and Canberra and offers a wide range of height safety equipment from walkways and edge protection to fall protection equipment and it employs a team of skilled abseiling and rope access staff for tasks ranging from wind turbine rotor maintenance to cleaning. The current management team - including chairman Gary Flowers and chief executive Michael Biddle - will continue to lead the business.



French aerial lift and telehandler manufacturer **Manitou** is to acquire a 75% stake in two of its Italian suppliers - welding and machining company **Come SRL** and associated laser cutting and high strength steel bending company **Metal Work**.



Tadano has released its results for the nine months to the end of September, with total revenues rising 23.5% to ¥203.9 billion (\$1.36 billion). Pre-tax profit for the period improved 52% to ¥12.04 billion (\$80.1 million), driven by higher prices and lower overhead costs as well as product and geographic mix, not to mention a weak Yen. A full breakdown of sales by product type and region can be found at <https://vertical.net/en/news/story/42731/strong-third-quarter-for-tadano>



Herc Rentals has acquired Californian rental company **Summit Equipment Rentals**. Established in March 2007 by Bob Kushner, Summit runs a fleet of aerial lifts including slab electric and Rough Terrain scissor lifts, push around portables and boom lifts to 86ft. It also runs forklifts and telehandlers along with general equipment, from three locations in California, Menifee and Santa Ana in the greater Los Angeles conurbation and Chula Vista on the south side of San Diego.



German telehandler manufacturer **Wacker Neuson** has published its third quarter results and is on track for a record year. Total revenues for the nine months to the end of September increased 22.7% to €2.01 billion. Pre-tax profit for the nine months jumped 60% to €231.8 million. Third quarter revenues were €648 million up 14% on the same period last year. Pre-tax profit for the three months was 9% higher at €58.9 million. The company is maintaining its previous forecasts for full year revenues of between €2.5 and €2.7 billion.



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NEWS HIGHLIGHTS

■ UK rental company **John Sutch Crane Hire** has taken a new 450t **Liebherr** LTM 1450-8.1 All Terrain, with a new **Tadano** truck crane on the way

■ **MEC Aerial Work Platforms** has appointed **Phil Graysmark** as director of European operations



Phil Graysmark

■ Icelandic sales and rental company **DS Lausnir** has taken the first **Potain** Igo T 99 self-erecting tower crane in Iceland. The crane arrived during a major earthquake and Aurora Borealis display

■ German rental company **Fricke-Schmidbauer** has taken a new 70t **Tadano** HK 4.070-1 truck crane

■ A contractor has been fined for lifting over live traffic in **Singapore**, the investigation and judgement took just three days

■ UK rental company **Marsden Crane Services** has taken a new 50t **Liebherr** LTM 1050-3.1

■ The recently established Spanish aerial lift sales company **Top elevación**, has been confirmed as the **LGMG** distributor for Spain

■ UK rental company **Emerson Crane Hire** has taken delivery of its third 90t **Liebherr** LTM 1090-4.2 All Terrain crane

■ UK company **Central Crane Hire** has taken delivery of a new 60t **Liebherr** LTM 1060-3.1 All Terrain crane

■ Germany's **Hellmich Kranservice** has taken a 50t **Tadano** HK 4.050-1 truck crane, the last unit of a four crane order

■ Italian spider lift manufacturer **CMC** has appointed **Plataformas Moyma** as its exclusive distributor for Spain

■ **Tadano** has confirmed the appointment of **Lloyd Gee-Nyland** as business leader for the UK and Ireland



Lloyd Gee-Nyland

■ French rental company **Aerial Location** has received the first units of a large order for **Sinoboom** booms and scissor lifts

■ Barbadian rental company **Crane & Equipment** has taken delivery of a 450t **Grove** GMK6450-1 All Terrain crane

■ Italian rental company **Piattaforme Patty** has taken a 45m **Multitel** MJ450 truck mounted platform

■ Following requests from **JCB**, the **UK Trade Remedies Authority** has opened two investigations into imports of excavators from China

■ **Richter Kran und Schwerlast** has taken a 250t **Liebherr** LTM 1250-5.1 All Terrain crane

■ UK rental company **Birmingham Crane Hire** has taken a new AK46/6000 **Böcker** truck crane

■ Italian property maintenance and rental company **Tecnogronda** has taken a 37.5m **Multitel** MJ375 truck mounted platform

■ **Pop Up** and **Altrex** have concluded an extension to their partnership through to at least 2035

■ German rental company **Wasel** has taken one of the first 110t **Liebherr** LTM 1110-5.2 cranes with Liccon3

■ Italian tracked aerial lift manufacturer **Almac/AlmaCrawler** has confirmed the appointment of **Nacelexpert** as its distributor for France

■ **Cargotec** has appointed **Sami Niiranen** as president of **Kalmar** and the future CEO of Kalmar should its separation from Cargotec proceed as planned



Sami Niiranen

■ The Parks department of the **City of Cologne**, Germany has taken delivery of five 23m **Ruthmann** TBR 230 S7 Hybrid telescopic truck mounted lifts

■ A reader spotted a video in which an historic 500 tonne **Gottwald** truck crane is discovered in deep undergrowth in Taiwan

■ Ohio based overhead crane company **Crane 1 Services** has appointed **Steve Filipov** as a non-executive director



Steve Filipov

■ Jersey based facilities maintenance company **Sonnic Support Solutions** has taken a 24m **Socage** 24D Speed truck mounted lift

■ UK turbine maintenance company **GEV Wind Power** has acquired Australian abseiling and wind repair company **Rigcom**

■ Dutch rental group **Collé Rental & Sales** has opened a new branch in Emsdorf - 25km north of Saarbrücken, Germany

■ US based rental company **Maxim Crane Works** has opened a new branch in Urbancrest, Ohio, just south of Columbus

■ Bavarian rental company **Autokrane Klar** has taken a 110t **Tadano** AC 4.110-1 All Terrain crane

■ Low level aerial lift manufacturer **Hy-Brid Lifts** has appointed **David Price** as director of sales for the south east USA



David Price

■ **PT Vector Indonesia** has taken a 100t GRT8100 **Grove** Rough Terrain crane

■ German rental company **Luibl** has taken delivery of the first new **Magni** RTH 8.27 360 degree telescopic handler

■ Korean rental company **Bong-Hwang** has taken a 250t **Grove** GMK 5250XL-1 All Terrain crane.

■ Spanish rental company **Claveria Servicios** has taken delivery of several big **Genie** booms

■ Chinese manufacturer **XCMG** has appointed **Safetylift Netherlands** as its aerial work platform distributor for the Benelux region

■ **Kevin Miller**, a longtime employee of UK crane company **Hewden**, has died



Kevin Miller

■ German electrical installation and rental company **Nieser** has taken a new 30m **Ruthmann** T 300 XS HV12 truck mounted platform

■ Saudi Arabian company **Rawabi Specialized Contracting** has taken a 120t **Liebherr** LTM 1120-4.1 All Terrain crane

■ UK crane rental company **Cadman** has taken a 50t **Liebherr** LTM 1050-3.1 All Terrain crane

■ UK rental group **Vp**, owner of **UK Forks, MEP** and **Brandon Hire Station** has appointed **Keith Winstanley** as chief financial officer following the promotion of **Anna Bielby** to chief executive this summer



Anna Bielby

■ UK based **Nationwide Lifting Solutions** has taken a new 12t **Böcker** AK 52 truck crane, with two more Böcker cranes to come

■ **ConX Hire** of Victoria, Australia has taken delivery of large number of new **Haulotte** scissor and boom lifts

■ Germany's **Schmid Hebebühnenverleih** has taken a new 30m **Easy Lift** RA31HY hybrid spider lift.

■ Spanish sales company **Top elevación** formed by access industry veterans **Eduard Hervàs** and **Antonio Gomez de la Vega** is the distributor for **LGMG** platforms in Spain



Antonio Vega & Eduard Hervais

■ Germany's **Baukran Logistik - BKL** has formed a new division to provide an industrial installation and commissioning service

■ UK crane rental company **City Lifting** has taken delivery of two new **Maeda** mini crawler cranes, a 4.8 tonne CC985 and an 8.1 tonne CC1908

■ In the USA the **CCO** and **NCCCO Foundation** have signed a formal agreement with the federal **OSHA** through the OSHA Alliance Programme

■ Crane industry veteran and more recently historian, **Frank Sumsion** has died, he was 97



Frank Sumsion

■ German crane and aerial lift rental company **Schmid Hebebühnenverleih** has taken delivery of a new 30m **Easy Lift** RA31HY hybrid spider lift

■ UK rental company **Forsyth of Denny** has taken a 300 tonne **Liebherr** LTM 1300-6.3 All Terrain

■ Italian spider and pick & carry crane manufacturer **Jekko** has reported a 20 percent increase in production for 2023.

■ **Sarens** has appointed **Enrika Uusitalo** as managing director of its new wind service company - Sarens Wind Service Finland Oy



Enrika Uusitalo

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

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CHANGING WITH THE TIMES

The pick & carry crane was one of the main forerunners of the modern mobile crane and were often seen trundling along public roads from one job to another. That has, of course, all changed with day to day rental now covered by All Terrain and truck cranes. The concept was close to being obsolete as forklifts, telehandlers and slick road going cranes took their place. In the past few years however, that has all changed with the arrival of sexy new products, mostly from Italian manufacturers.

The story of the pick & carry crane - once referred simply as an industrial crane - began in the UK, Italy and the US. Having possibly originated the concept with Coles and later Iron Fairy etc the UK no longer has a mobile crane manufacturer. However the USA and to an increasingly greater extent Italy remain active in the market, although the concepts have diversified. The US went to carry deck cranes, where a load could be carried more securely over rough ground and longer distances, typically seen in traditional American production facilities. The Italians on the other hand have largely stuck with the more traditional concept, but the units they build today have changed visually, although under the fancy new bodywork, the basic concept has changed little over the past 50 years.

A more detailed history of the early pick & carry cranes is covered in last year's feature in C&A Vol 24 issue 7.

The classic 'Italian' industrial pick & carry crane that we see today from manufacturers such as Ormig, Valla, Galizia and JMG did not appear until the early 1960s. The shift to other material handling methods led to the traditional pick & carry crane finding a new niche unloading, moving and placing machines, equipment and non-palletised materials, both outside and indoors.

While the basic concept has not changed, the choice has grown in both directions particularly small, pedestrian controlled units with capacities of two to three tonnes for work in confined areas and glass handling. The most popular capacities tend to be models up to 20 tonnes, with the even larger capacity cranes used for more specific applications. Demand for pick & carry cranes remained flat but stable for many years, largely serving a replacement market, however with design developments and new entrants into the sector, demand and interest appears to be growing.

JMG 'CARRY DECK' CRANES

An interesting recent development has been the combination of a wheeled industrial pick & carry crane chassis with an articulated loader crane boom. Italy's JMG - a relatively newcomer dating back to 2008 - has produced the 50 metre/tonne MC-50000RE which features a Cormach crane mounted onto a JMG chassis with the addition of four beam and jack outriggers. The concept is basically a wheeled version of the tracked articulated cranes available from manufacturers such as Jekko, BG Lift and Palfinger. JMG calls this new model a Carry Deck crane but apart from a flat top to the chassis it is not designed to carry loads on the deck. However unlike its other cranes the Carry Deck models do have 360 degrees slew.



A 35t JMG MC350



An early 3t capacity Ormig pick & carry crane



The pedestrian controlled 990kg capacity Jekko MPK 10

PICK & CARRY CRANES

The JMG 5000RE is a combination of a wheeled industrial pick & carry crane chassis with an articulated loader crane boom



The beam and jack outriggers can be set inboard or extended individually to various widths to the maximum spread of 4.85 metres

The MC-5000RE is equipped with a seven section, 16.45 metre main boom with a maximum capacity of 9.43 tonnes at four metres - about 1.5 metres in front of the chassis. Pick & carry capacity is seven tonnes. The crane can take 4.85 tonnes to a height of about 18.5 metres on the fully extended main boom, while a five section 9.81 metre long hydraulic jib extends the maximum radius to 26.26 metres with 370kg on the hook. It can also handle 1,120kg at a radius of 11 metres with an up & over height of 19.5 metres with the boom fully elevated and the jib luffed down to horizontal. Maximum tip height is 29 metres.

The overall length of the MC-5000RE is 5.13 metres, overall width is just over two metres. It is 2.8 metres high and weighs 22 tonnes including two tonnes of removable counterweight. The beam and jack outriggers can be set inboard or extended individually to various widths to the maximum spread of 4.85 metres. The crane is unusual in the outrigger boxes are open ended and the extension cylinder set so that the chassis can be traverse sideways along the beams, allowing it to be repositioned slightly without having to reset the outriggers.

The 96 Volt/1240Ah batteries provide power to two 10kW, 26 Volt front wheel AC electric drive motors with 180 degree rear steering, allowing the crane to virtually turn on the spot. The battery pack is said to be sufficient for up to eight hours of normal use.



With jib the maximum radius is 26.26 metres

RANGE OF THREE

The MC-5000RE is the largest of three JMG 'Carry Deck' cranes, the others being the 10 tonne/metre MC-100RE and the 22.5 tonne/metre MC-22500RE.

The smallest 10 tonne/metre MC-100RE is a metre shorter than the 50 tonner at 4.15 metres and is 200mm narrower with an overall height of just under two metres. Overall working weight is 12 tonnes.

The MC-22500RE is the same length as the MC-100RE, but slightly wider at 1.86 metres and higher at 2.39 metres. It can lift 4.1 tonnes at a 4.2 metre radius and a maximum radius on the main boom of 11.56 metres with a capacity of 1.43 tonnes. Overall weight is 13.15 tonnes.

IS IT A FORKLIFT OR CRANE?

Thinking outside of the box and trying something different is nothing new to JMG. A few years ago, it announced an all-new pick & carry/forklift mast crane similar in style to a Versa-Lift industrial forklifts. The MC 250.09 FL features a choice of 2.49 metre forks and/or a four section telescopic boom mounted horizontally on the top of a three section telescopic boom, which sits on the forklift mast between the forks. It provides a hook height of up to 7.5 metres and a maximum reach beyond the front of the machine of 3.5 metres at which point it can take eight tonnes to the maximum height with the mast vertical.

The MC 250.09 FL pick & carry/forklift mast crane similar in style to a Versa-Lift industrial forklifts



Tilting the mast forward extends the horizontal reach to five metres, with a capacity of 5.6 tonnes, although the lift height is reduced to just



The lift mechanism uses a fork lift mast topped by a three section box type mast

over seven metres. The maximum capacity of 25 tonnes is available at up to 500mm in front of the machine and, as with all capacities, is available at full height.

The mast offers a forward tilt of 12 degrees and rearward tilt of eight degrees, while the horizontal boom can luff from five degrees below horizontal to 15 degrees above. When used as a heavy duty forklift the unit is equipped with 2.5 metre long forks which can remain in place along with the boom. Lift height on the forks is 2.7 metres. Weighing 25,000kg, the MC 250 has a stowed overall height of 2.78 metres and an overall width of 1.8 metres.

Like the Versa-Lift, the MC 250.09 FL has an extending chassis moving the counterweight up to 1.2 metres to the rear, for maximum lifting capacities. The overall length is 5.3 metres when extended or 4.1 metres retracted. Capacities given above are with the chassis extended although they are still pretty good with the chassis retracted - a maximum of 17 tonnes at 500mm and up to 5.7 tonnes at its maximum radius of 3.55 metres.



County Lifting's MC 250.09 FL handling a lighter load with retracted chassis



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The order for 30 cranes to Collè is the largest in the company's 75 year history



The 20 tonne Valla V210R tops the company's latest generation of battery powered pick & carry cranes

Production was scheduled to begin at the end of 2021 however this was delayed, but deliveries have now started with one of the first units shipping to UK based rental company County Lifting. The company specified a quick change battery pack in order to allow continuous operation.

Daniel Drury of County Lifting said: "So far, we can't help but be impressed by the capability of this model. It went straight to work on its first major project, equipped with the forks and teaming up with our 35 tonne JMG MC350. The MC250 was tasked with removing a production line with component weights of up to 23.5 tonnes and handled it perfectly."

With growing demand for its products, JMG has been expanding its production facilities with a new manufacturing plant in Sarmato near Piacenza which produced its first crane - an MC100S - for customer Vecchiato Autotrasporti last year.

ITALIAN CRANES DOMINATE

While JMG is a relative newcomer to the pick & carry crane market dating back to 2008, its founders - Maurizio Manzini and Emilio Berti - each had more than 25 years in the business. Manzini was previously the general manager and then managing director of Valla for 12 years while Berti ran the engineering office at the company for 11 years.

Valla was founded in 1945 by Antonio Valla. The Piacenza based company prospered and his son John, a brilliant engineer, pioneered the electric battery powered pick & carry crane, introducing the first model in 1963. The company remained in the Valla family until it was acquired by Manitex at the end of 2013. At that time the company had a solid, but staid and aging range of products up to 90 tonnes. It had struggled to develop allowing a number of competitors to emerge. Under its new ownership, development and change was initially slow but has ramped up significantly in recent years. In 2020 it launched a new 600kg capacity glass handling manipulator attachment for its 900kg Valla 19, 2.2 tonne 25EL and 2.5 tonne 25E pick & carry cranes. This was followed by its largest single order in its 75 year history - 30 cranes to Collè Rental and Sales of the Netherlands. Up to that point Collè had been offering JMG cranes.

Since then, the company has added the compact 3.6 tonne V36R battery powered crane which joined the eight tonne V80R and 11 tonne V110R

launched a few months earlier. This was followed by a new 20 tonne V210R battery powered pick & carry crane at the end of 2021 with the first unit delivered to UK industrial services company AIS Vanguard.

The V210R tops the company's latest generation of battery powered pick & carry cranes and features a 12 metre three section boom, plus a three metre hydraulic swingaway extension rated at three tonnes. It can handle its full capacity 1.35 metres in front of the machine and to a height of 7.5 metres. It can also handle eight tonnes at its maximum height and take 3.6 tonnes to its maximum forward reach of 8.15 metres. Supplied by UK and Ireland distributor Hird, AIS which purchased the first in the UK, opted for the optional front outrigger bar, an operators cab and remote controls.

NEW APPOINTMENT

Earlier this year access industry veteran Paolo Balugani took over as Valla's general manager, reporting to Giovanni Tacconi, chief executive of Manitex operations in Italy. Balugani was previously chief executive of Palfinger Platforms Italy and has had extensive experience with Sogage, PM and Oil & Steel.



Manitex chief executive Michael Coffey (L) with Paolo Balugani

Manitex chief executive Michael Coffey said: "Paolo has over 32 years of experience in the crane and aerial platform industry, most recently serving as chief executive and co-founder of Palfinger Platform Italy. The addition of Paolo is an important step in our updated corporate strategic plan. His leadership, industry knowledge and operating experience will be critical in advancing our growth plans, which include bringing Valla's line of electric industrial cranes to the North America market and developing and introducing new products to the global market."

LATEST PRODUCTS

Valla has continued to add new models this year with the introduction of two new pedestrian controlled pick & carry cranes - the 4.6 tonne V46R and the 13 tonne V130RX. These were followed by two new 16 tonne and two new 18 tonne all electric cranes at GIS in October, presenting a highly impressive new model spread at the show.

The battery electric V46R radio remote controlled crane features a three section 7.5 metre boom which can be equipped with a short luffing jib. The crane has a maximum forward reach of 4.5 metres from the front bumper at which point it can handle 660kg. Capacity at full height of four metres is 2.45 tonnes. The maximum capacity can also be taken just beyond the front bumper.

The Valla V46R



The front wheel drive, rear wheel steer crane has an overall width of just 900mm, an overall height of 1.56 metres and an overall chassis length of 2.47 metres, while weighing 4.33 tonnes including the 900kg counterweight. A tilting boom nose and non-marking tyres are standard, while options include a winch, ATEX explosion proofing and lithium battery pack, as well as the jib.

The 13 tonne V130RX is as compact as its 'sister crane' - the 10 tonne V110R - when stowed, thanks to its telescopic chassis that extends from an overall length of 3.7 metres to 4.4 metres. The crane features a 10 metre three section boom, to which a short hydraulically luffing jib can be added. Capacity at full height is seven tonnes, while capacity at maximum forward reach of six metres from the front bumper is just over three tonnes. Overall width is 1.5 metres with an overall height of 1.95 metres. The dual 2.1 tonne counterweights can be removed to reduce weight.

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The DK100 is the largest pick & carry crane from Delta. An 80 tonne DK80 has been announced as well as the 12 tonne DK12 and 20 tonne DK20



Another rapidly growing pick & carry crane maker is Delta with the DK100

In October Valla launched a further four models - the 16 and 18 tonne V160R and V180R radio controlled models along with the 16 and 18 tonne V160RC and V180RC cranes with cabs, slotting into the range between the new 13 tonne V130RX and current 21 tonne V210R.

The latest innovations introduced on the V-R/RC series have, says the company, resulted from customer feedback. The Extreme Hold Valve (EHV) is a double zero leakage valve block system specifically designed for pick & carry cranes in collaboration with specialist Valvole Italia. The valve completely eliminates hydraulic oil leaks which can affect the stability of a suspended load, particularly during maintenance and installation operations when a load may be suspended for several hours.

Valla claims that it provides superior performance, even when oil contamination might be present. Additionally, the valve is equipped with a damped opening system which combines with the machine's control system, to ensure precise positioning and smooth movements, even at low speeds, making it ideal for precision lifting work.

The Vertical Mode setting is now available on the V-R and V-RC series - another customer request which is new to the market. The Vertical Mode setting can be simply activated on the radio remote control and guarantees true vertical lifting or lowering. This new control mode will be particularly appreciated in Hook and Forklift modes, enabling a vertical lift without needing to separately control boom elevation and telescope functions. The decision to lift or lower is made by using one switch on the radio remote controller, with movements controlled within the onboard software and mechatronics.

The company has also instigated a new quality control inspection at the end of the production line - after testing, calibration, cleaning, and washing. A thorough check of all documentation and a detailed visual inspection of each individual machine is conducted, and this includes all the optional equipment and accessories. After the inspection, a full hydraulic oil analysis is taken to check for any contaminant particles. The oil must conform to ISO 4406 standards to pass when a 'Final Quality Control Inspection' plate is applied next to the CE plate.

DELTA CRANES

A new name to the industrial pick & carry crane market, Delta Cranes, is also Italian, based in San Paolo - between Brescia and Cremona. It does however have a good pedigree being a sister company to long established heavy truck crane manufacturer Idrogru.

Its first crane is the 100 tonne capacity all-electric DK100, the first of which went to crane rental company Sassuolo Gru, based in Sassuolo near Modena. It features a three section 14.8 metre main boom and is designed primarily to handle heavy loads in factory buildings. Power is supplied by a 96 volt/1550Ah battery, with a 35kW motor for the crane functions and two 25kW direct wheel drive motors. The battery pack is said to be sufficient for a full eight hour work shift.

The 179 degrees rear wheel steering - +96/-83 degrees - allows it to turn within its own length. Turning circle radius with the 20 tonne hydraulically operated counterweight extended is 6.17 metres and 5.65 metres when retracted. Options include hydraulic winch, hydraulic jib, hydraulic forks and radio remote control.

The company also announced an 80 tonne DK 80 which is very similar to the DK 100, but from what we understand does not have the telescoping chassis.

Two smaller models include the 12 tonne DK 12 pedestrian controlled crane, with a maximum lift height of just over nine metres at which point it can handle 2.5 tonnes, while the maximum forward reach from the front bumper is six metres with a capacity of 1.7 tonnes. And finally, the 20 tonne DK 20 has a maximum lift height of 10.5



Delta DK100



The Jekko JF545



The Jekko MPK06 with manipulator



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Articulated tracked cranes are also gaining in popularity

metres, at which it can handle nine tonnes and a forward reach of 7.6 metres with a capacity of 4.5 tonnes with outriggers set or three tonnes free on wheels.

MINI PICK & CARRY CRANES

Another pick & carry crane which is gaining in popularity at the lower end of the market are tracked carriers with small loader cranes installed from companies such as Almac/AlmaCrawler and new entrant Elma, a sister company to Platform Basket. The cranes can simply lift the load onto the tracked carriers acting like small crawler mounted carry deck cranes.

Articulated tracked cranes - articulated loader cranes on tracked undercarriages - are also gaining in popularity, with companies such as Jekko with its JF range of machines the market leader.

Jekko has five models in this category ranging from the 6.15 tonne 25 metre maximum height JF235, to the 21 tonne, 34.2 metre JF990. These models combine the versatility of articulated cranes with the stability of tracks and are ideal when working on uneven ground or difficult to reach places.

These machines however cannot carry a load. For this Jekko has its MPK range of four wheeled 'Mini Pickers' - the all-electric MPK6, MPK10, MPK20 and MPK50.

Smallest in the range is the 600kg capacity MPK6 which Jekko claims is the only such crane that can be used with a manipulator with a vacuum handler, or in hook mode in compliance with EN13000 regulations. Maximum lift height is four metres, while the maximum radius is 2.1 metres. The rear steer crane has an overall width of 765mm, an overall length of 1.85 metres without an attachment, and an overall height of 1.48 metres.

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The five tonne MPK50 which has a 6.9 metre main boom and is powered by a 48 volt/620Ah 12kW motor

At the opposite end of the range is the five tonne MPK50 which has a 6.9 metre main boom and is powered by a 48 volt/620Ah 12kW motor. Dimensions without an attachment are 3.01 metres long, 1.19 metres wide with a 1.74 metre overall height. The boom has a five degree side to side movement - giving a total of 570mm side shift either side of centre - and with rear wheel steer the turning circle is just 2.74 metres. Overall weight including one tonne of counterweight is 4.45 tonnes. Travel speed is four kilometres an hour, and it can lift five tonnes just in front of the bumper, or 800kg at 4.9 metres. Pick & carry capacity is 4.5 tonnes.

The unit also has a front stabilising bar which

adds to its performance allowing it to lift 1,100kg at 4.9 metres. Accessories include a 1,800kg capacity short jib and 700kg capacity long jib.

MINI CRAWLER CRANES

Currently the leading manufacturers producing mini crawler cranes with cabs include Maeda and more recently Sunward. Maeda has a four model range, the 2.93 tonne CC423S-1, the 4.9 tonne CC985S, the six tonne CC1485S and the 8.1 tonne CC1908S. The CC1908S can pick & carry 3.5 tonnes while at the other extreme the CC423S-1 manages 1.465 tonnes.

SUNWARD ALTERNATIVE

Chinese manufacturer Sunward now boasts an

impressive range of 10 telescopic crawler cranes from five to 80 tonnes although only two are available in Europe - the five tonne SWTC 5D and 10 tonne SWTC10, rated at 2.1 and 2.5 metres respectively. The SWTC 5D has a maximum lift height of 16.5 metres, a 14.53 working radius and weighs almost 11 tonnes. The 10 tonner has a 21.5 metre maximum lift height, 19 metre working radius and weighs 20.5 tonnes.

Sunward distributor GGR, which worked closely with the manufacturer to bring the two mini cranes to Europe, offers a wireless hook block monitoring system for the 10 tonne machine allowing the operator to see the load and hear what is going on in the surrounding area, providing an unobstructed, live audio visual feed of the critical areas, which might simply be impossible when working blind. Although useful on general construction sites, the system is ideal when working in areas where seeing the load throughout the lift is otherwise difficult or even impossible. such as when lowered material into shafts. ■



The 10 tonne Sunward SWTC10 has a 21.5 metre maximum lift height, 19 metre working radius and weighs 20.5 tonnes

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THE UPS AND DOWNS OF TRUCK MOUNTED LIFTS

The increasing economic uncertainty is showing signs of softening sales of big ticket aerial work platforms - particularly larger truck mounted lifts. At the same time manufacturers are once again focusing on the top end of the market, with new 100 metre machines even though the market for units over 75 metres remains small. On the flip side, the 3.5 tonne sector appears to be booming, with hybrid and full electric machines gaining in popularity as demand for them grows. We take a look at some of the developments.

The truck mounted lift market is very broad and varied. Recent years have seen strong growth in lifts mounted on 3.5 tonne chassis, and more recently growing demand for even smaller models, specifically designed for working in narrow streets of historical town centres where emissions are restricted and space is limited. Multitel Pagliero, Klubb, Comet and Socage have all launched new models based on the compact Piaggio Porter NP6 chassis over the past year.

GAS FOR MULTITEL MXE 170

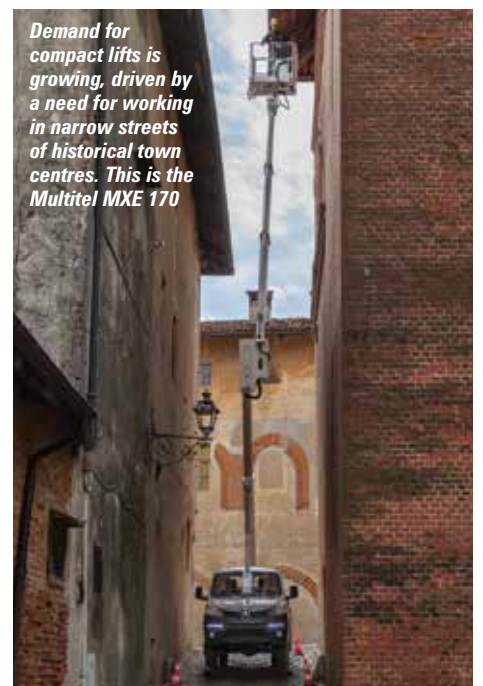
The latest of these is the MXE 170 articulated lift from Italian manufacturer Multitel mounted on an NP6 Long Range chassis with an overall weight of 2.8 tonnes. Powered by propane gas (LPG) or petrol/gasoline the MXE 170 has a working height of 16.9 metres with a maximum outreach of 8.67 metres over the rear at an up & over height of 5.5 metres. Maximum platform capacity is 250kg at a six metre outreach. The company says that the choice of LPG is aimed at markets where the fuel is less expensive, while reducing pollution. Overall width is 1.8 metres with fixed inboard jacking, overall length 5.85 metres and overall height 2.55 metres. Features include Multitel's EVE load

moment sensing system which automatically adjusts the working envelope depending on the load in the platform while smoothing out jerky control movements. A telematics system with GPS tracking, machine status display and remote diagnostics is optional.

Multitel Pagliero is also having its best year ever in terms of production, following last year's record of 2,220 truck mounts built and 2,255 shipped, 30 percent of them to customers in Italy and 70 percent exported. Thanks to recent capital investment, weekly production levels will have increased from 41 to 51 units by the end of the year. The current product line runs from 14.5 to 77.5 metres including hybrid, electric, firefighting and special models such as the large deck - 3.3 x 1.85 metre - MS 100 mounted on a 3.5 tonne Iveco Daily. The maximum working height is 10 metres, but it can reach 6.5 metres without setting the stabilisers. Maximum platform capacity is 400kg and the platform has a sideways movement of 500mm. Two hydraulic wheel motors allow the operator to drive the lift from the platform at speeds of up to 5kph, making it ideal for tunnel work, street lighting or aircraft maintenance.



Demand for compact lifts is growing, driven by a need for working in narrow streets of historical town centres. This is the Multitel MXE 170





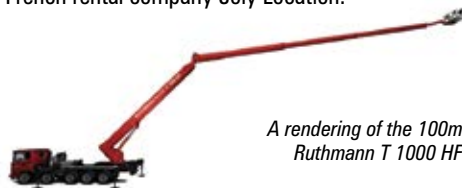
Klubb is working on a sustainable decking material made from fibres of bamboo, balsa and other biobased composites

BAMBOO DECK

Klubb also has a dual fuel Piaggio Porter NP6 mounted lift - the KL26 - with a working height of 10.7 metres and six metres of outreach. Maximum capacity is 200kg. The KL26 is available mounted on a variety of chassis. The company is also working on a decking material made from fibres of bamboo, balsa and other biobased composites - a first for truck mounted lifts. The result is a sustainable material with lower CO2 during production - the process apparently absorbs two tonnes rather than emitting 21.8 tonnes of CO2 for every tonne of aluminium produced. Klubb claims that by using different components they provide better mechanical resistance than aluminium as well as offering a 20kg gain in payload.

RUTHMANN TO RETURN TO THE 100M MARKET

At the other end of the scale, Ruthmann announced its return to the 100 metre truck mounted lift market - possibly by late next year - with its T 1000 HF. The company launched the world's first 100 metre truck mount - the TTS1000 - in 2001 although only two were ever built - one for Gardemann and the other for Gerken - both of which are still in operation in the USA. The first T 1000 HF has been ordered by Dijon based French rental company Joly Location.



A rendering of the 100m Ruthmann T 1000 HF

The new model will be based on Ruthmann's 90 metre T 900 HF, using the same profile and cross section of its five section lower boom, four section upper boom and HF articulating jib but with slightly longer elements. It will be mounted on a five axle chassis, such as the Scania T 500 with an all up weight of 53 tonnes which Ruthmann claimed is substantially lighter than the current products on the market. However, a quick check reveals that it is not.



Two truck mounts erecting the Christmas tree in Rome's Piazza Venezia



Palfinger's 103 metre P 1000 was discontinued in 2021

THE TOP END COMPETITION

Bronto

The dominant player in the 100 metre plus market is Bronto which has three top end truck mounts - the 90 metre S90HLA, the 104 metre S104HLA and the 112 metre S112HLA - weighing 47, 62 and 74 tonnes respectively depending on the chassis.

Palfinger

Palfinger did have a 103 metre model, the P 1000, mounted on a five axle Tadano crane chassis, which was discontinued in 2021. It had an overall weight of 60 tonnes. Its largest truck mount is now the 90 metre P 900 which has an overall weight of about 48 tonnes.

Socage

Last but not least is Socage which is currently the only manufacturer with a 100 metre truck mounted platform - the ForSte 100TJJ - which it unveiled at the end of 2021 having started work on the concept way back in 2008.

The first unit produced was mounted on a Scania five axle chassis having an all up weight of... 53 tonnes, the same as the Ruthmann.

The Socage has a five section lower boom/telescopic riser which can elevate to almost 90 degrees and is topped by a four section upper boom and a jointed articulated jib. It has an up & over height of up to 68 metres with an outreach

at this height of almost 33 metres. Maximum outreach is 43 metres at an up & over height of 14 metres with a capacity of 350kg. The first machine was purchased by Sicilian crane and access rental company Levantino, which appears to have purchased a second unit which was displayed on the Socage stand at GIS this October. As far as we know it has not yet shipped others.

LACK OF OPERATORS

An unusual problem showing signs of affecting the sale of large truck mounted platforms in some areas is a shortage of skilled and experienced operators. Some companies are putting off further expansion of their top end fleet due to the challenges of recruiting operators that they feel comfortable putting in charge of such large and expensive equipment.

GOING ELECTRIC?

The mad rush to introduce battery powered truck mounted platforms seemed to soak up the development budgets of several manufacturers' for a while - at least in the sub 35 metre market. Many chose to go with a highly practical hybrid solution, with a battery powered superstructure on a regular chassis that could both recharge the battery pack or provide traditional PTO power when all else failed. More recently there has been a strong push to develop all electric models - both the chassis and superstructure.



Socage's 100m pink FortSte 100TJJ



Ruthmann T900 HF

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Ruthmann is now delivering its 26 metre Ampera TBR 260 E - the first going to Swiss energy supplier IWB



CTE's new 24m Zeta 24 J truck mounted lift

Cost and practicality is currently keeping most new products to 20 metres or lower. The past year has seen the arrival of several full electric models, including the 20 metre CTE MP 20Ev, and Mutitel's new 16 metre all-electric MT162 Axon, while Versalift is seeing a strong and growing demand for its van mounted lifts on the Transit electric chassis.

Ruthmann however has developed a 26 metre model, the Ampera TBR 260 E. Announced in February the first units are now being delivered to Swiss energy supplier and utility company Industrielle Werke Basel (IWB). The TBR 260 E is mounted on a battery powered Iveco Daily 70C14E chassis with a claimed range of 150 kilometres plus four hours of operation - 30 full cycles - on a single charge. The recharge time is one hour using an 80kW DC charger or four hours with a 22kW AC. Energy is also recovered when driving downhill.

Maximum outreach over the rear is 17 metres with 100kg in the platform, or 14 metres over the side. The maximum platform capacity is 250kg with the 1.4 metre wide platform or 300kg with the optional 1.6 metre platform, at 13 metres and 11.5 metres respectively. Two chassis are available - 5.2 and 7.0 tonnes. One of the main advantages quoted for the all-electric lifts is that it allows operation in noise-sensitive areas such as hospitals, schools or in residential areas, even during the night. Vehicles also have fewer moving parts along with lower maintenance and operating costs.

CTE MP 20 EV

We have covered CTE's MP 20 Ev before but briefly it uses Green-G Electric Vehicles 'ecarry' chassis. Power comes from a 35 kWh Webasto lithium ion battery pack, with a range of up to 70km plus up to 25 full work cycles. The system can work entirely on battery or in 'plugged-in'



The CTE MP 20 Ev on the 'ecarry' chassis

mode, connected to a 220 or 380 volt AC outlet with the supplied charging device. There is a 7.5kW electric PTO coupled to a 380V motor and a Smart inverter which powers the platform functions.

The unit features a single fixed section riser/lower boom topped by a two section telescopic boom and articulating jib, offering up to 13 metres of outreach and 250kg platform capacity. The MP 20 Ev has an overall width of just under 1.6 metres, is 5.2 metres long with an overall height of 1.96 metres, while managing to keep within the overall weight limit of 3,500kg.

MUTITEL MT 162 AXON

Mutitel's full electric MT 162 Axon is mounted on a 3.5 tonne Iveco eDaily 35S10 and has a 16.2 metre working height a maximum outreach of 11.2 metres with 80kg, while the maximum platform capacity is 250kg at 7.4 metres. The lift has vertical inboard stabilisers front and rear.

Power is supplied by a 37kWh lithium battery giving a range of 120km. The charging socket is a standard type at the front of the vehicle for easy connection to charging stations or the industrial/domestic power supply. The aerial platform is powered by an integrated hybrid module containing a 5kWh lithium 48 volt battery driving the motor and hydraulic pump. The platform automatically goes into standby mode after a few minutes of non-use cutting all power consumption.



Mutitel's full electric MT 162 Axon mounted on a 3.5 tonne Iveco eDaily 35S10 has a 16.2 metre working height

ANOTHER CTE ZETA

CTE has unveiled the second model in its new Zeta range of articulated truck mounts with the 24 metre Zeta 24 J. Mounted on a 3.5 tonne chassis it joins the 22 metre Zeta 22 launched a year ago. Both feature a dual sigma type riser, the lower arm being shorter than the upper, with the two connected by a boomerang shaped linkage. The riser mechanism is topped by a three section telescopic boom, the 22 has an end mounted platform, while the Zeta 24 J has a long jib, to provide the additional reach. It is also equipped with CTE's S3 EVO platform management system, which controls the automatic jack levelling and 'Home' functions.

A wired radio control is available on request, with a seven metre cable that replicates the controls of both the ground and platform controls. The lifts are mounted on Iveco or Isuzu chassis.

OIL & STEEL

Oil & Steel's has launched several new truck mounted lifts including the 20 metre articulated Snake 20FB and 16 metre Scorpion 16 telescopic - both on Isuzu chassis. The Snake 20FB has a maximum outreach of 9.4 metres with 150kg or 7.3 metres with the maximum capacity of 250kg. The Scorpion 16 has a three section boom offering up to 11.3 metres of outreach with 250kg in the platform.

Oil & Steel's 20 metre Snake 20FB



NEW DANILIFT

Danilift may be unfamiliar to most of our readers. It is based in Farsø, Denmark in northern Jutland, and began building platforms in 1991, when it acquired the rights from a failed company. It builds small truck and van mounts and custom products and recently launched a slightly unusual vehicle mounted lift - the Danilift PV155V - available on a five tonne truck or van chassis, including an all-electric chassis. The lift features a telescopic vertical column which extends to a 4.3 metre up and over height. Maximum working



The Danilift PV155V is available on a five tonne truck or van chassis and features a telescopic vertical column which extends to a 4.3 metre up and over height

height is 16 metres and outreach is 9.8 metres with 100kg, or just less than eight metres with 230kg in the platform when using the stabiliser jacks. The PV155V can also work free on wheels.

PALFINGER PROTOTYPES

Palfinger Platforms unveiled three prototypes last October, using the fully electric chassis - the 22 metre P 220 BK eDrive, 25 metre P 250 BK eDrive and 28 metre P 280 CK. The electric superstructure drive has been available on the larger P 370 KSE for some time. The Palfinger P 250 All Terrain lift is mounted on a Unimog chassis with a working height of 25.3 metres, making it ideal for utility work where it is appreciated for its quiet operation, making it easier for those in the platform to communicate more easily with those on the ground.

LEADERS STILL GROWING

The past few years have seen several changes in the leadership of the vehicle mounted lift market. US based Time/Versalift has become the clear market leader, having acquired Germany's Ruthmann in early 2021 along with France Elévateur and its Spanish affiliate Movex in June 2022. The ownership of the group has also changed. The company was acquired by private equity firm the Sterling Group from long term owners O'Flaherty Holdings of Ireland in 2017, launching a buying spree acquiring BrandFX and Aspen Aerials as well as Ruthmann. Sterling sold the group in 2021 to another private equity firm H.I.G. Capital and group revenues now top €500 million. In the past year or so the European arm of the group has been working hard to bring the diverse companies closer together, under the leadership of Kim Bach Jensen, president of Time Manufacturing Europe. In terms of the corporate reporting structure Ruthmann remains as a stand-alone entity alongside the other companies.

One of Versalift's latest truck mounted platforms is the 24.2 metre VTX-240 G3 with 12.5 metres outreach at and up and over height of 11.5 metres. New features include longer outriggers for up to six degrees of levelling, bottom mounted platform and the ability to work 3.3 metres below ground level as well as a 'home' function and one touch outrigger set up.

A sign that the companies are starting to work more closely was seen with the appointment of Laurent Leclerc as director of export sales and market strategy for the Versalift, France Elévateur, and Movex brands in Europe. He was previously



Palfinger P250 All Terrain

technical/R&D manager at France Elévateur. Then last month Versalift Ireland took delivery of its first five France Elévateur platforms, for mounting on local van chassis at its base in Tallaght, south west Dublin.

IN THE KLUBB

The main rival to the Versalift branded products is French company Klubb. The group which has also been on the acquisition trail has taken over EGI, CPL, Mondia, Mobitec and last year added Italian aerial lift and recovery truck manufacturer Isoli, including its 77,500 square metre plant. Klubb

now claims revenues in the region of €200 million with around 650 employees, all from a sort of standing start in 2015.

It has also been the target of private equity investors. Private equity firm Andera Partners acquired a "significant" but minority stake in the company through its Andera MidCap fund in mid-2021 and helped fund the Isoli acquisition.

Isoli was founded in 1946 by the Isoli brothers to design and manufacture aerial work platforms, tow trucks and special equipment, including



Klubb has an extensive Green range of truck and van mounts



The 24.2 metre Versalift VTX-240 G3

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The 25.5 metre Klubb Xtenso 5



A new underbridge platform manufacturer Weico and its new Hercules 2.0



The 29m Isoli PNT 290 was developed just prior to the acquisition by Klubb

MTE 230 HYBRID

Multitel has also launched a new hybrid, the MTE 230 Hybrid on a 3.5 tonne chassis, with a maximum working height of 23 metres and an outreach of 15 metres with 100kg or 10.4 metres with the 250kg maximum platform capacity. The superstructure is powered by a 48 volt lithium battery pack driving a high efficiency synchronous electric motor with speed and torque control for a claimed eight hours of typical work cycles. Multitel claims the battery can be charged from a 230 volt charger in about four hours. Features include an automatic standby mode which reduces battery consumption, while a button on both the ground controls and in the platform allows switching between electric motor and standard engine PTO mode.

All functions can be carried out in full-electric or PTO mode, the front and rear stabilisers are deployed within the width of the machine, while all hoses and cables are routed internally within the aluminium boom.



MTE 230 Hybrid

HYBRID OPTION?

Ruthmann has now started delivering its 7.5 tonne, 30 metre T300 XS Hybrid truck mounted platform, the first going to German rental company Gerken. Launched at Bauma it features a five section telescopic boom topped by a jib with up to 185 degrees of articulation, providing up to 23 metres of outreach with 100kg or just over 17.5 metres with the maximum platform capacity of 350kg. A choice of 7.5 tonne MAN or Iveco diesel powered chassis is available, while the superstructure is powered by a 12.8kW lithium battery pack - good for up to 13 full working cycles - which can be recharged by the truck engine when travelling between jobs or simply plugged into the mains with a full recharge taking four hours. It can also operate as a normal machine from the truck's PTO pump. Function speeds are said to be close to that of the standard diesel model.

UNDERBRIDGE REVIVAL?

Several new truck mounted underbridge inspection platforms have been launched this year, including the Weico Hercules 2.0 and Italian built Airplatform Special TB22-9 distributed by Oxley Piattaforme.

Mounted on a 3.5 tonne chassis the Airplatform TB22-9 can work above and below ground, with a working height of 21.8 metres, a maximum 12 metre outreach with 230kg capacity. It can also reach nine metres below ground level and up to seven metres behind a bridge edge at a parapet height of just over two metres.

Another newcomer is the Weico, based in Feldthurns in South Tyrol, northern Italy managed by Christof and Hubert Weisssteiner. The Hercules 2.0 has an overall weight of 32 tonnes and features an 18.6 metre long deck at up to 10 metres below ground level. Platform width is 1.6 metres and it has a 4.5 metre parapet/barrier clearance at a distance of up to three metres from the truck edge. It has six, 800mm diameter solid wheels which are lowered for stability and drive while working. The unit only requires a single operator helped by the integrated cameras to observe the surroundings while working. A comprehensive monitoring system employs electronic measuring bolts to capture load weight on the platform, the moment when the platform is fully extended, and the total load.

ASPEN AERIALS

Time Versalift has been marketing its Aspen Aerials products in Europe for just over two years, having started with the A-62 in 2021. It is typically mounted on a four axle Volvo FM 430 8X4 chassis. Its triple boom configuration consists of two fixed arms with a slew ring between them, a two section telescopic boom and a two section telescopic jib. It offers up to 18.8 metres of horizontal underbridge reach at up to 3.9 metres below deck, or up to 20.6 metres of vertical reach below deck height with underbridge reach of around 8.5 metres. The unit can either be used with a regular work platform or a smaller inspection basket, both with a capacity of 272kg. ■



The Aspen A-62 has up to 20.6 metres of vertical reach below deck height



A 35m Multitel MX350 Hybrid in the blazing colours of rental company Ottone Noleggi



On the Oxley stand at GIS the new TB22-9 underbridge inspection platform on a 3.5t chassis



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A rear wheel of this Dingli BT30RT boom punched through a pavement in Edinburgh, Scotland

AVOIDING TURN OVERS

It has been almost 20 years since the first C&A outrigger pads and ground protection mat feature, and while there is much greater awareness regarding their use, there are still far too many incidents involving the overturning of cranes and access equipment due to a total lack of pads/track or using inadequate items.

To be fair, most users of equipment with outriggers carry and use pads/mats. More of a problem today appears to be with the larger wheeled powered access equipment - booms - with users not appreciating the total weight of the machine and the massive difference in the forces exerted during operation. A JLG 1500 telescopic boom for example weighs about 22 tonnes however depending on the position of the boom, most of this may be concentrated over one wheel. Even moving the boom can have its problems.

A good example of this happened a few months ago in Edinburgh, Scotland when a large Dingli BT30RT punched through a pavement. The boom had been driven onto the pavement - after being unloaded or ready for collection - and one of its rear wheels found a void and sank. The rear wheels carry more weight when in the transport position because of the position of the base boom and counterweight. The machine has an overall weight of 19 tonnes so rather than 4.75 tonnes per solid poly filled tyre, the rear wheels probably carry almost six tonnes. Thankfully no one was hurt, and the damage was limited to the pavement assuming there were no sewage drains or gas mains below.

Knowing the load bearing pressure of the ground is always an issue. A few weeks ago a crane

operator in Waterford, Ireland had a lucky escape when the 50 tonne crawler crane he was working with overturned. The crane was installing sheet piles when the ground appeared to have given way causing a bank to collapse and the crane to go over. Again, thankfully the operator was unhurt but the incident could have been so much worse.

THE UNKNOWN ELEMENT

The awareness of the 'unknown' element when working on any ground surface - including concrete and tarmac - is perhaps the reason why mat manufacturers such as Timbermat have seen a change in the market over the past 12 months with customers requesting thicker, heavier duty timber mats, particularly made from tropical hardwoods which offer a more robust roadway. Azobe (Ekki) mats are the most popular due to its strength and durability in all weather conditions.

Perhaps it is also because of the increasing amount of extreme weather conditions both in the UK and around the world with increased rainfall and flooding in many areas affecting ground stability.

Timbermat is one of the UK's leading independent suppliers of temporary roadways and ground protection solutions.

"More and more customers are currently requesting bespoke sizes over and above the standard sizes within our industry, which we



A crane operator in Waterford, Ireland had a lucky escape when his 50 tonne crawler crane overturned when the ground gave way



Azobe (Ekki) mats are popular due to their strength and durability in all weather conditions



200mm wide by six metre long FSC certified mats from Timbermat used on a barge protection at London City Airport

can offer with our in house manufacturing," said Timbermat managing director John Roberts. "Our FSC certification also gives our customers the peace of mind that all our timber products are sourced legally and from sustainable sources."

Based out of Manchester, with depots in London & Edinburgh, Timbermat's ground protection mats or bog mats have been tested and approved by both the Utilities and Rail industries through the UVDB and Link Up Supply chain network.

"We have an extensive stock whether it is for a one tonne excavator or a 250 tonne crane and can usually have mats on site the same day, or within 24 hours of the enquiry," he said.

The company also offers a ground protection mat installation service consisting of articulated loader crane mounted vehicles operated by qualified staff. A complete design package, risk assessment and method statements are provided, and all works are carried out to comply with current health and safety regulations and any site rules provided by the customer.



A stricken excavator rescued using timber mats

NEW PARTNERSHIPS

Finding the right dealer to distribute can also be difficult. Earlier this year Dutch outrigger mat manufacturer Nolim appointed Access Platform Sales as its UK distributor.

Nolim mats and pads are manufactured in Europe from high molecular polyethylene (HMPE), which it says guarantees product consistency and durability. The lightweight material does not absorb moisture and will not break or splinter. It also withstands diesel oil and most chemicals. Nolim says that in the 30 years since it has been producing the mats it has never received a report of one of its mats breaking. It also adds that they are highly sustainable, given their long service life. Based in Tilburg, the Netherlands, Nolim has stepped up production following a move to a new larger facility in 2021 which is twice the size of its previous premises. The company hopes that the



Nolim's outrigger mat sales rose by 15 percent in 2022

partnership with APS will allow it to significantly extend its reach in the UK market at a time when sales across other markets is also growing.

Nolim is part of APS' recently formed parts business which will stock a range of its most popular outrigger mats in order to guarantee delivery within three to five working days.

Nolim Chief Executive Rogiér de Laat said: "Our outrigger mat sales rose by 15 percent in 2022. We have been selling into the UK market for eight years, but with APS now behind us, I am confident many more customers will get to use our products."

MASTCLIMBER PADS

Another recent partnership is between US outrigger mat and rigging block manufacturer Dica and Canadian mastclimber manufacturer Hydro Mobile, to develop 'Safetytech Support Pads' for mastclimbers. Each pad/mat weighs around 26.5kg and features four recessed Hi-Viz green 'TuffGrip' handles for easier handling and storage.



Dica and Canadian mastclimber manufacturer Hydro Mobile developed the 'Safetytech Support Pads' for mastclimbers

Dica chief executive, Kris Koberg said: "When Hydro Mobile wanted a single pad design made from our patented thermoplastic material that was lightweight, durable, and would work with all four series of its mastclimbers, we knew we had a challenge. We worked with them to define their needs and ground bearing pressure criteria to ensure the support pad could work in multiple

configurations based on the equipment being used."

Rob Faro of Hydro Mobile added: "We started working with Dica in 2017 to develop a pad that would provide effective support for our M2 series platforms. Earlier this year, we decided to partner with Dica again to modify the Safetytech to work with all four of our product lines."

The Safetytech Support Pads are designed for the Hydromobile M series mastclimber



In September Dica appointed Ingo Schiller as a strategic advisor. Schiller was previously chief executive of Tadano America for more than six years but left the business in January of this year. In his new role he will be responsible for helping the company expand its distribution programmes, advising the sales team and expanding previously established Dica/OEM partnerships.

HALF LOADER SPREADER MODULE

Another new product was launched at Vertical Days earlier this year. Alimats' Half Load Spreader Module was designed using Finite Element Analysis (FEA) specifically for use with mobile cranes to achieve a more even load spread and higher safe working outrigger loads. The Half Loader spreads the outrigger load across two locations rather than one and replaces crane pads in the Alimats system.

Weighing 48kg the Half Loader is manufactured from EN AW 6005TA T6 certified high-grade recycled aluminium and comes with CO2 per life cycle stage analysis.



Alimats' Half Loader spreads the outrigger load across two locations rather than one

"Once we had the idea for the Half Loader, we carried out further FEA on our existing Alimats system," said the company. "By going through a Safe Working Load process with FEA, and then a theoretical design, it proved that if we removed the outrigger load location away from the centre of the mat by distributing it across two locations, we could achieve a significantly lower applied pressure, and better load spread distribution below the mat surface."

"During development, we wanted to understand what was going to be the stiffest Half Loader profile, yet still be handleable for two operatives. We achieved it by reverse engineering from a defined weight of 48kg that we were not willing to exceed. Next, we had to come up with the stiffest profile possible based on an extruded



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OUTRIGGERS & PADS

aluminium truss design. Then we talked to our manufacturing partner in Belgium, to see what was physically practical to produce out of the eight profile shapes we analysed. Structurally, some of the most beneficial truss profiles may perform brilliantly in simulation but aren't possible to manufacture, something we had to embrace."

"We ended up with the Truss Profile 7. The selection came about through a beam bending test where we loaded the profile as a simply supported beam in the middle. When we analysed deflection from those tests, it proved that Profile 7 is three times stiffer than a standard Alimats profile. For completeness, we carried out a compression test to ensure high outrigger loads would not punch through, specifically when modules are sited on hard ground. The results far exceeded any loads that would be applied from mobile crane outriggers."

The new module is fully patented and moves the load way from the centre of the mat system, subsequently reducing the pressure applied to the supporting ground. It is suitable for use with cranes, access platforms, concrete pumps and scaffolding.

NEW RESOURCE FOR DETERMINING SOIL BEARING CAPACITY

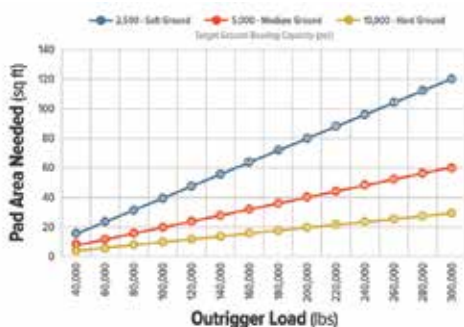
In an effort to help users better assess and understand ultimate soil strengths and allowable ground bearing pressures, Dica has released a new resource page 'Determining Your Soil Bearing Capacity'.

Before setting up a crane or other equipment with outriggers, it's essential to evaluate the ground conditions to properly position the equipment and to use appropriate pads (size/area, strength and stiffness) to ensure it can operate safely. Knowing the strength of the ground helps planners and operators identify the pad area needed to reduce bearing pressures to levels the ground can withstand.

"Undersized outrigger pads create risk and can lead to unstable conditions," said Kris Koberg, head of Dica. "However, oversized pads increase weight, product cost, and ongoing transportation costs. Dica uses its 'Everyday Fitting Process' to help owners and users determine and define assumptions, which result in identifying the correct outrigger pad or support system."

The resource page defines important terms such as Ultimate Bearing Capacity and Allowable Ground Bearing Pressure. It also includes a Soil Bearing Capacity Chart (see below) that outlines the Ground Type and Density of State to determine the Ultimate Ground Bearing Capacity and the Allowable Ground Bearing Capacity. ■

Outrigger pad sizing graph



Alimats' Half Load Spreader Module was designed using Finite Element Analysis (FEA) specifically for use with mobile cranes to achieve a more even load spread and higher safe working outrigger loads

10 MOBILE CRANE SAFETY TIPS FOR A SUCCESSFUL CRANE SETUP

1. Know your responsibilities.

In the U.S., OSHA states that cranes must be assembled on ground that is firm, drained and graded sufficiently in conjunction with supporting materials - such as blocking, cribbing, pads, mats - to provide adequate support and levelness. (OSHA 1926.1402)

ASME states that outrigger blocking or cribbing must have sufficient strength to prevent crushing, bending or shear failure. And it needs to be of such thickness, width and length as to completely support the float, transmit the load to the supporting surface and prevent shifting, toppling or excessive settlement under the load. (ASME B30.5-2011)

In the UK under the Health and Safety at Work, etc. Act 1974 (HSWA) and associated regulations employers have to ensure the safety of employees and others not in their employment (including members of the public). Part of that duty is ensuring the stability of construction plant on site by assessing and managing the ground on which it stands. In addition, plant manufacturers, plant dealers and rental companies have a duty under both HSWA (Section 6) and the Supply of Machinery (Safety) Regulations to provide adequate information to enable a piece of construction plant to be used safely. This will include the loads imposed by the machine on the ground in all possible configurations.

2. Know the bearing strength of the ground and soils.

Because this is an extremely complex combination, it's a good idea to seek the advice of a geotechnical engineer. A low-cost way to determine ground conditions is to use a Dynamic Cone Penetrometer, which is portable and easy-to-use. This information can be compared to ground bearing pressure charts for different soil types.

3. Identify any sub-surface hazards and avoid if possible.

4. Evaluate and improve the ground if needed.

Ways to improve the ground include compaction, removing un-compacted surface layers, or bringing in rock or other dense inorganic material. If the ground is wet, allow time to get the moisture out.

5. Know the maximum pressure the crane/access platform will exert on each outrigger during the operation, or the maximum outrigger reaction force.

Manufacturers provide this information for each model which is generally found in the operation manual. Many also offer free software solutions that allow you to input the lift data, which then outputs the outrigger reaction forces that will be generated.

6. Select the right size outrigger or crane pad.

Undersized pads can put the machine in an unstable condition, but oversized pads are inefficient in terms of purchase, installation and transportation costs. Several sizing methods are commonly used in the industry and one should be chosen that takes into account ground conditions (ground bearing capacity), and actual outrigger loads.

7. Choose crane pads or outrigger pads that are designed and constructed to meet or exceed the bearing, flex and shear strength required.

Their purpose is to distribute the load from the outrigger float over a large enough area that the bearing pressure to the ground surface is acceptable. They must be stiff enough that the equipment will not go out of level as the load swings.

8. Never place blocking, cribbing, pads or mats under the outrigger beam - use only under the outrigger pads.

9. Monitor every lift.

If the outrigger pad or crane mat is showing significant deflection or bending, stop the lift - the outrigger force is greater than the pad and ground can support. Additional appropriate blocking or cribbing should be added. If the pad or mat is being driven into the ground, stop the lift - the pressure under the pad exceeds the ground bearing capacity. A larger pad, blocking or cribbing is needed to spread the load over a larger area, or the ground needs to be improved to adequately support the load.

10. Use common sense.

If it doesn't look right, stop. If it doesn't act right, stop. If it doesn't feel right, stop. Products are never a replacement for common sense.

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POWERED ACCESS SOLUTION AT LONDON'S EUSTON STATION

Outrigger mat company Brilliant Ideas/Alimats created a tracking and operating load spread solution for three large, powered access machines working for Premier Modular - one of the UK's leading offsite modular building specialists - at Euston Station in London, UK. Roughly 75 metres long, the track was made up of 354 Alimats interlocking mats in three module sizes - 1,740mm, 3,480mm and 2,175mm. For good practice, the company also put down a compressible layer of 164 Ethafoam sheets to sit under the mat surface allowing the modules to deflect and therefore correctly spread the load.

"The Alimats extra-long modules were set-up to accommodate the three onsite machines - two articulated booms including a 20.4 tonne, 135ft Genie Z135 and a 4.4 tonne, 34ft JLG 340AJ - and a 26ft Genie 2669RT Rough Terrain scissor weighing 3.2 tonnes - with varying track widths," said Dan Westgate at Brilliant Ideas/Alimats.

"We set the modules at an angle to make sure the load spread occurs across the interlock as it spreads perpendicular to the direction of travel. This will also mitigate any rippling that could occur if the system was installed straight. If the system is rippling then the tracking load is not being spread. For the operating loads - which were significantly higher than tracking loads - we introduced an additional layer, so the system works as outrigger mats, but under the wheels. The temporary works design required a minimum 2.01 square metres and we provided a top layer of

modules which provided 2.52 square metres once installed."

The enquiry, load spread solution and purchase order were all completed within one week, including completing Premier Modular's comprehensive Pre-Qualification Questionnaire. The Brilliant Ideas/Alimats inhouse team installed the system.

"The Alimats interlocking modules enable load spread, load transfer and access track solutions for access platforms and other powered access," said Westgate. "Developing load spread solutions can be complex, involving a great deal of temporary works which is why we often visit site and work with clients to calculate the loadings based on the machine spec, taking into account the machine weight, track width, wheelbase, maximum wheel loads and wheel contact area. We follow this up with an Alimats working drawing and pricing and install the system." ■



Roughly 75 metres long, the track was made up of 354 Alimats interlocking mats in three module sizes





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THE THRILL OF THE AUCTION

Used construction equipment is now a global commodity that washes around the planet to where it is needed most. Good, fresh, late, low hour machines are always in high demand and with most manufacturing plants hit by closures and supply chain issues during the pandemic, used equipment values escalated. Dealerships were unable to get new stock and the heavy equipment auctions came to the rescue, providing a ready supply of good used kit.

Covid showed us new ways to do business - online and on Zoom - with most live machinery sales suspended, as many big auction houses chose to conduct their business totally via the internet. We spoke with Euro Auctions - which claims to be the world's largest privately owned auction house for used machinery - which was the exception, stating clearly that it still values the thrill of a live sale.

"Machine operators and dealers have diesel in their veins. They thrive on the smell of oil, diesel fumes, hydraulic fluid, kicking the tyres and meeting their peers, who, like them, have probably just stepped off a machine to come and bid for their next one. There is nothing like the big sale day. It's wild and noisy, with the constant chant of the auctioneer, planting a rhythmic earworm inside your head. Visually the scale of the event is mindboggling as every type of machine is on offer... in multiples."

"The crowds mill around watching the ramp, networking, catching up with old friends, checking prices, looking for a bargain, taking a punt on a new machine, acting on impulse and making a snap purchase. It's a cacophony of sounds and smells with the crowds jostling to see the action and for all attending it's typically the best day on the calendar."

Once a place where old and broken kit was sent for one last gasp, one step away from the scrap heap, now, the used machinery sale is a highly sophisticated, multi-billion dollar business and is

the place where good fresh low hour machines can be purchased. Rental companies dispose of their rental fleets with confidence that the auction will provide the best price for their inventory simply and quickly. Contractors use auctions to stock up ahead of new contracts. Businesses diversifying their fleets can sell at auction, injecting cash into their balance sheet. Retiring directors can top up their pension pots. Whatever the reason for selling at auction, vendors and buyers are usually satisfied with the results of the sale. And this has changed purchasing trends, showing good fresh machines are out there and operators are happy to buy them, over new.

Technology has changed the auction landscape, providing vendors and buyers access to a global marketplace. Where once, local buyers would attend a sale, now buyers from around the world participate. Buyers can search for the exact specification of machine they require - in multiple quantities if required - and a robust selling platform allows bidders to search, save searches and buy in several ways.

Onsite - at live sales, customers can turn up in person and following a simple process of registration and payment of security deposit, buyers obtain a bidder number to participate and bid during that sale.



Online - via the internet bidding service, buyers can track each physical 'live' sale online and bid on the lots they are interested in, from anywhere in the world. Euro Auctions streams live video and audio of all the auctions, meaning the online bidder has an equal footing to those onsite.

Pre-Bid - if a customer is unable to attend a scheduled physical sale, buyers can place a Pre-Bid, up to a maximum amount of their choosing. Euro Auctions' systems will 'live bid' on your behalf during the sale up to the maximum amount specified by the buyer. Pre bidding is currently available when the equipment is listed on the website.

Timed Auctions - this is an 'Internet Only' auction, and rather than transport equipment across a continent or around the globe, Timed Auctions are where multiple lots can be sold simultaneously via the internet. Bids can be placed online, and the sale remains open on each selected lot until a pre-determined time and date.

CRANES AND ACCESS FOCUS

In recent years Euro Auctions has established itself as one of the leading specialists for the disposal of mobile cranes and access equipment in the UK, conducting the three most important sales in the sector in 2022 - M&M Crane Hire, NMT Crane Hire and Quinto Crane Hire. Working with crane companies, that may be expanding or diversifying their fleets by disposing of older units to free up capital for new, as well as conducting retirement sales or working with liquidators. A critical requirement for success in the sector is global reach to crane buyers anywhere in the world, reaching out to such buyers can help create real interest in the specific sales.

SPECIALIST TEAM EXPANSION

A recent addition to the Euro Auctions team is Scott McCall, the new Lifting & Access sales manager. Speaking of the business, he said: "Machinery auctions are now an essential component of many leading contracting and rental company business plans, and not just at the point of disposal. With significant sector experience and sale data/trends to hand, our industry experts can assist procurement and finance teams to understand how a purchase today may affect the balance sheet later."



Scott McCall



"One recent example using our market experience and understanding, enabled a customer to take advantage of a yearend deal he was offered by a manufacturer. Normally the machines he was trading out would have been retained for another two to three years but working with us to facilitate a deal meant they could take the new kit and reduce monthly finance costs. The result - average fleet age lowered, monthly finance costs lowered, and more fleet in warranty."

"When it comes to disposals at auction, good sound industry advice on values and residuals can help consignors decide what to send to auction and what not to send. In another example, a customer identified some younger assets that he believed would achieve or exceed a specific value," says McCall. "After speaking with us he realised that those particular assets depreciate faster in the early years so his target total wouldn't be hit. Reviewing some older equipment, we identified machines in the fleet that were more desirable and that would return the required cash. So, the customer ended up keeping the fresher kit in his fleet while still raising the cash required by the bank."

BROKERS?

The used listings for cranes, aerial work platforms and telehandlers are often overrun with brokers selling machines they do not own. Choosing a broker tends to elongate the sales process and leaves a depreciating asset sat in a yard for some time. Auctions can provide the opportunity to realise assets, turning them into cash much quicker, and with an extremely low cost of sale.

"Auctions have moved on from being a 'dealer only' buyer event, to end users and rental companies trusting the process to buy, as well as sell. Net result prices for the vendor improve as the auction can cut out the middleman. In the case of high value items such as cranes this can add significant sums to the vendor's bank account. As traditional sales avenues dry up and manufacturers or distributors become reticent to take trade ins, auction provides a guaranteed sale route." says McCall.

"We have also worked alongside manufacturers, to enable significant new machine orders to be delivered, most recently a package of 200 new machines for leading UK access rental company

GTAccess, in exchange for 147 used scissor lifts. These machines have been split across several of our European auction sites, so the local market does not become swamped. This also helps the manufacturer deliver good fresh used equipment into markets where they may not yet be strong, helping with brand profiling."

"The market is also set to change as the latest EN280 demands 10 year 'strip down' overhauls as well as the usual six month Loler inspections. There is a sense of naivety in the market with those not directly involved in the lifting business. A good deal of education is needed, and the market must be vigilant, as operators are hanging onto access equipment for far too long and the disposal routes for old machines are changing. There are too many accidents with aging equipment, and the Health & Safety Executive will be more vigilant and more litigious."

SALES GET RESULTS

In a market where assets have predominantly been disposed of at private sale, auctions now offer good solid returns. The three major crane sales in the UK last year included M&M Crane Hire with a total sale value of £4.6 million, 14 cranes from NMT Crane Hire took £3.68 million and Quinto Crane Hire, which achieved £5.1 million.

NMT auction prices

| Make | Model | Year | Sale price |
|-----------|------------|------|------------|
| Terex | AC220 | 2014 | £340,000 |
| Terex | AC220-1P | 2011 | £275,000 |
| Terex | AC160 | 2015 | £365,000 |
| Terex | AC100L | 2016 | £330,000 |
| Terex | AC100L | 2013 | £234,410 |
| Terex | AC100L | 2011 | £235,000 |
| Terex | AC60 | 2012 | £190,000 |
| Terex | AC60 | 2012 | £216,000 |
| Liebherr | LTM1060 | 2017 | £310,000 |
| Liebherr | LTM1045 | 2014 | £155,000 |
| Terex | AC53L | 2006 | £57,000 |
| Kato | CR350 | 2017 | £170,000 |
| Böcker | AK42 | 2017 | £197,000 |
| Spierings | SK2400 AT7 | 2007 | £242,500 |

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David Betts of Euro Auctions said: "We have been working with crane operators for the last 10 years and we believe are one of the few auction specialists that understands the crane sector from a buyer and sellers' point of view. As a result, we have hosted three extraordinary crane sales over the past 12 months, attracting a truly international group of buyers. The ability to organise an external 'off site' sale anywhere in Europe, also enables us to create the perfect sale partner."

"That word 'partner' is relative when disposing of machines, as not only can we sell a company's cranes, but we can also settle outstanding finance agreements, as well as work with administrators. Our global reach and targeted marketing campaigns across more than 100 countries enables us to present a vendors cranes to a truly interested audience, creating a better financial outcome and pain free disposal service."

MARKET PRICES

Equipment prices are currently falling however this is a more a result of the market returning to normal following the Covid related spike caused by a shortage of new equipment as anything else. Here are a few examples of equipment prices at recent European auctions.

Zaragoza, Spain - October 2023

Telehandlers

| | |
|------------------------------------|---------|
| 2014 JCB 540-170 Turbo Powershift | €33,000 |
| 2013 Merlo P38.14 LOX Turbo | €26,500 |
| 2014 JCB 535-140 Turbo Powershift | €27,000 |
| 2012? JCB 535-140 Turbo Powershift | €22,000 |
| 2010 Manitou MT1436R Turbo | €24,500 |
| 2012 JCB 535-125 Turbo Powershift | €22,000 |
| 2012 Genie GTH 2506 | €21,000 |

Abu Dhabi - October 2023

Telehandlers

| | |
|-----------------------------------|----------|
| 2017 JCB 540-170 Turbo Powershift | \$54,000 |
| 2016 JCB 540-170 Turbo Powershift | \$50,000 |
| 2015 JCB 540-170 Turbo Powershift | \$50,000 |
| 2018 Dieci Icarus 40.17 Turbo | \$38,000 |
| 2007 Manitou MT1740 Turbo | \$17,000 |
| 2008 Caterpillar TH360B | \$14,000 |

Cranes

| | |
|--|----------|
| 2007 Terex RT660B 4x4 RT crane | \$43,000 |
| 2007 Terex RT555-1 4x4 RT crane | \$44,000 |
| 2006 Terex RT555-1 4x4 RT crane | \$38,500 |
| 2009 Shenlong KFM5420JQZ 8x4 mobile crane | \$22,500 |
| 2014 XCMG QY50B crawler crane | \$20,500 |
| 1995 International CH50-40 50t crawler crane | \$14,500 |

Aerial Work Platforms

| | |
|---|----------|
| 2007 JLG 450AJ articulated boom lift | \$8,000 |
| 2006 JLG 450AJ-S2 articulated boom lift | \$7,500 |
| 2013 Palazzani TSJ30.1 spider lift | \$12,500 |
| 2008 JLG 4394 RT scissor lift | \$5,250 |

Leeds, UK - October 2023

Aerial Work Platforms

| | |
|---|---------|
| 2018 - Genie Z-45/25XC 4x4 diesel articulated boom, secondary guarding | £22,500 |
| 2010 - Hinowa Lightlift 23.12 spider lift, diesel, 230v motor | £21,000 |
| 2012 - JLG 800AJ 4x4 diesel articulated boom | £19,500 |
| 2012 - Genie Z80/60 4x4 diesel articulated boom | £19,000 |
| 2014 - JLG 600AJ 4x4 diesel articulated boom, secondary guarding | £18,000 |
| 2014 - JLG 510AJ 4x4 diesel articulated boom, secondary guarding | £16,000 |
| 2013 - Niftylift HR21D 4x4 diesel articulated boom | £16,000 |
| 2015 - JLG 450AJ 4x4 diesel articulated boom, secondary guarding | £15,500 |
| 2014 - JLG 450AJ 4x4 diesel articulated boom, secondary guarding | £14,000 |
| 2015 - Genie Z-45-25J 4x4 diesel articulated boom | £14,000 |
| 2012 - Teupen Leo 15GT spider lift, diesel/230V electric, non-marking tracks | £14,000 |
| 2019 - Niftylift TD120TN 12m spider lift, diesel | £11,500 |
| 2015 - Haulotte Star 10 mast boom | £6,750 |
| 2014 - Genie GS2669RT 4x4 diesel scissor lift, deck extension, stabilisers | £6,500 |
| 2014 - Haulotte Compact 12DX 4x4 diesel scissor lift, stabilisers, deck extension | £6,500 |
| 2014 - Genie GS4047 electric scissor lift, deck extension | £5,500 |
| 2008 - JLG E300AJP electric articulated boom, rotating jib, non-marking | £4,500 |
| 2008 - JLG E300AJP electric articulated boom, rotating jib, non-marking | £4,500 |
| 2014 - Skyjack SJ6832RT 4x4 diesel scissor lift, deck extension, stabilisers | £4,500 |

Cranes

| | |
|--|---------|
| 2002 KATO CR-100 YOM All Terrain crane | £17,000 |
| 2005 GROVE GMK3055 YOM All Terrain crane | £95,000 |
| 2005 GROVE GMK2035 YOM All Terrain crane | £52,000 |

Telehandlers

| | |
|---|---------|
| 2019 - Merlo P27.6 PLUS Turbo Telehandler, Joystick Controls, QH, WLI, A/C, Bucket (Reg. Docs. Available, Declaration of Conformity Available) | £26,500 |
| 2017 - JCB 535-95 Turbo Powershift Telehandler, Reverse Camera, WLI, Forks | £26,500 |
| 2018 - Manitou MT932 100D ST3B S1 Turbo Telehandler, Joystick Controls, WLI, QH, Forks | £31,000 |
| 2019 - Manitou MT625H Comfort Turbo Telehandler, Joystick Controls, QH, Reverse Camera, WLI, Forks (Reg. Docs. Available) | £31,000 |
| 2021 - JCB 540-170 Turbo Powershift Telehandler, Joystick Controls, Fork Positioner, Sway, WLI, Forks | £52,000 |
| 2021 - JCB 540-140 Hi Viz Turbo Powershift Telehandler, Fork Positioner, Reverse Camera, WLI, Forks (Reg. Docs. Available, Declaration of Conformity Available) | £45,000 |
| 2012 - Merlo P40.14 PLUS Turbo Telehandler, Joystick Controls, Sway, QH, WLI, Loading Bucket, Forks (1881 Hours) | £44,000 |
| J2016 - JCB 535-95 Turbo Powershift Telehandler, WLI, Forks, (Reg. Docs. Available) | £26,500 |
| 2015 - JCB 531-70 Turbo Powershift Telehandler, WLI, Forks | £26,500 |
| 2019 - Merlo P27.6 PLUS Turbo Telehandler, Joystick Controls, QH, WLI, A/C, Bucket (Reg. Docs. Available, Declaration of Conformity Available) | £26,500 |
| 2012 - JCB 535-125 Hi Viz Turbo Powershift Telehandler, WLI, Forks | £23,500 |



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Dormagen, Germany - August 2023

Truck mounted lifts

| | |
|--|---------|
| 2012 Nissan Cabstar 4x2, Multitel MX205, 20m | €18,000 |
| 2011 Nissan Cabstar 4x2 CTE ED20C, 20m | €19,000 |
| 2016 Nissan Cabstar 4x2, Klubb K26 | €10,250 |
| 2015 Nissan Cabstar 4x2, Time ETL 30, 11m | €10,000 |
| 2014 Nissan Cabstar 4x2, Topy11, 11m | €9,250 |

Telehandlers

| | |
|-----------------------------------|---------|
| 2014 Manitou MT1840A | €48,000 |
| 2015 JCB 540-170 Turbo Powershift | €34,000 |
| 2013 Manitou MT1440 Turbo | €33,000 |
| 2011 Manitou MT1440 Turbo | €26,500 |
| 2008 Manitou MT1436R Privilege | €23,000 |
| 2014 Haulotte HTL3614 | €22,500 |
| 2008 JCB 535-140 Turbo Powershift | €26,000 |
| 2007 JCB 535-140 Turbo Powershift | €27,000 |

25TH ANNIVERSARY

Euro Auctions celebrated its 25th anniversary in April this year. Its sale in Leeds, UK the same month posted record figures with more than 6,000 lots fetching around €60 million. The Keys family which founded the company, hosted its first equipment auction in Dromore, Northern Ireland in 1998. That first auction included 371 lots selling for a hammer price approaching £1 million. 25 years later the Leeds auction included 6,171 lots from 578 vendors across 28 countries, selling to 4,888 bidders from 90 countries with a final hammer price of almost €60 million and an average lot value of £9,624.

84 percent of the 4,888 registered bidders taking part in that auction bid on line, however, with floor bidders and the camp followers who like to turn up at each auction for the buzz of the 'big sale', the crowd on the day was one of the largest Euro Auctions has ever seen. Around 20 percent of those registered to bid at the Leeds sale were new to Euro Auctions and 15 percent of them made at least one purchase.

FURTHER EXPANSION

Early last month Euro Auctions acquired Canadian equipment auction house Michener Allen Auctioneering, a leading Canadian Industrial Equipment and Automotive auction company. The company says that the acquisition is intended to strengthen its existing North American operations that operate in the USA under the Yoder & Frey brand. Founded in 1971 Michener has 50 employees operating from three permanent sites in Edmonton and Calgary in Alberta, and Winnipeg in Manitoba. The family-owned business typically conducts 50 auctions a year.

Derek Keys said: "We don't see this as just an acquisition, but more of a coming together of two strong family businesses, sharing the same core principles to deliver the best customer service by treating both buyers and sellers equally. We have always kept a keen eye on the Canadian market with the ambition of entering it one day, so we are delighted with this opportunity." ■



This 2017 Tadano ATF130 G-5 fetched £555,000



A Tadano TM25Z-1 was sold for £12,500

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SANY 60T AT ENTERS THE UK

The crane division of Chesterfield based Sany UK received its first All Terrain crane this summer - the 60 tonne three axle SAC600E. The crane marks the beginning of Sany's push to strengthen its presence in the European market which is currently minimal. It has already sold six of the cranes in France and is clearly doing well in Australia.

In the UK, Sany Cranes is currently operating from the offices of Sany/Putzmeister in Chesterfield and is looking to build a dedicated crane facility in the area sometime in the future.

Andrew Snow has been recruited to lead the crane division in the UK and Ireland overseeing all aspects of operations, sales and customer support. He previously worked for Tadano UK, having joined with the acquisition of Terex/Demag Cranes where he was employed for more than 21 years, most recently as a regional sales manager.

Snow has already had some success, selling three telescopic crawlers including a 60 tonne SCE600TB. A fully electric 80 tonne telescopic crawler has also been sold and is awaiting delivery.

60 TONNE AT

In the UK the focus as you might expect will initially be on 60 to 80 tonnes telescopic crawlers as well as the 60 tonne AT.

"I think the 60 tonner is probably the most popular sized All Terrain in the UK at the moment," says Snow. "The SAC600E has a very good initial specification requiring few options and can be delivered very quickly - about six weeks plus shipping time."

Snow estimates the UK All Terrain market at around 160 units with up to a third being 60 tonners. However, there are plans to bring in 120 and 250 tonne All Terrains in the future.



Andrew Snow heads up Sany Cranes UK



60 TONNE SPECS

The SAC600E features a six section 50 metre main boom and can handle its 60 tonne nominal capacity at three metres over the rear. A 16 metre bi-fold swingaway extension with offsets of 20 and 40 degrees give a maximum working height of 66.5 metres. With its maximum 13 tonnes of counterweight installed it can take 800kg to a radius of 39 metres. With full counterweight and hook block on board axle loads are less than 16 tonnes. With 4.2 tonnes of counterweight axle loads are less than 12 tonnes.

The new carrier cab has three seats which fold into a bed, a 10.1 inch touch screen including reversing camera and multimedia. The superstructure cab tilts up to 20 degrees and features a 10.4" LMI display. A wireless remote for outrigger and main boom operation is also standard.

Power is supplied by a Stage V MTU diesel driving an Allison transmission and Kessler axles. The front and rear axles are driven while all three are steered for a 6x4x6 configuration. The MachineLink+ remote telematics package is standard showing machine position, status, maintenance management and alarm status. The unit has an overall length of just under 12 metres, 2.55 metres wide with an overall height of just under four metres. Maximum travel speed is 80kph.

"Two larger telescopic crawler cranes are due in 2024 together along with lattice boom crawlers from 60 to 480 tonnes, says Snow. Sany is also leading the electric crane revolution with 100 percent battery powered models available in both product ranges."



The SAC600E features a six section 50 metre main boom and can handle its 60 tonne nominal capacity at three metres over the rear.



The boom camera



Remote control unit



The carrier cab has three seats which fold into a bed

Sany SAC600E comparison

| Make/model | Sany SAC600E | Liebherr 1060-3.1 | Tadano AC 3.060-1 | Grove GMK3060L-1 |
|-------------------|--------------|-------------------|-------------------|------------------|
| Axles | 3 | 3 | 3 | 3 |
| Capacity @ 3m | 60t | 54.6t | 39.5t | 50t |
| boom length | 50m | 48m | 50m | 48m |
| Max tip height | 69m | 67m | 69m | 66m |
| Cap @Max radius | 700kg @ 46m | 900kg @ 48m | 800kg @ 44m | 800kg @42m |
| S/A Extension | 9.2-16m | 9.5-16m | 8.5-16m | 8.7-15m |
| Max counterweight | 13.0 tonnes | 12.8 tonnes | 12.1 tonnes | 13.6 tonnes |
| O/A length | 11.99m | 11.97m | 11.67m | 11.41m |
| O/A width | 2.55m | 2.55m | 2.55m | 2.55m |
| O/A height | 3.93m | 3.78m | 3.66m | 3.69m |
| Max speed | 80kph | 85kph | 85kph | 80kph |





DECARBONISATION AND DIGITALISATION

In early November Liebherr held an information tour for the international trade press in Ulm and Bad Schussenried, Germany where it revealed its latest developments. The trip, which marked 50 years of Liebherr press tours, mainly focused on the work the company is doing in terms of the environment and new technology.

Liebherr has grown from a small family business set up by Hans Liebherr in 1949 in Kirchdorf an der Iller, with the development of one of the world's first mobile tower cranes - the TK10 - for his small construction company. Its success formed a solid base on which the company grew and grew into a diversified global group companies with revenues last year of €12.6 billion but is still family owned and managed.

FINANCIALS

By 2019 Liebherr's revenues had reached €11.75 billion but sank back to €10.3 billion in 2020 as the pandemic stuck. This year's figures are expected to come in at around €13.5 billion - this in a year when its sales of equipment machines to Russia we hampered by sanctions. Steffen Günther of Liebherr International says the company has 'lost' about €200 million of sales into Russia - mostly to Chinese built equipment. "The downturn in the construction and housing sectors meant that there was reduced demand for tower cranes and also household appliances," he said. "However, the company takes a long-term approach to investment spending €863 million on research and development last year, compared with €742 million in 2022. We have also added an additional 520,000 square metres of space at the Ehingen, Germany facility for mobile and crawler cranes as well as expanding the hydraulic cylinder plant and central logistics in Oberopfingen,

Germany and adding a new manufacturing site for welded components and pre-assembly work for cabs in Nambenheim, France."

Stephen Albrecht, managing director of Liebherr International added that decarbonisation and digitalisation is driving technology development for the company to be net zero by 2050.

ALTERNATIVE DRIVES

In 2022 Frontier Economics conducted a life cycle analysis of greenhouse gas emissions for construction equipment and concluded that no single power source/drive system can reduce the maximum emissions for all types of equipment. It found that low and zero emission technologies include:

Electrification: Plug in AC, battery, Plug in and battery combinations and hydrogen fuel cell.

Clean internal combustion: Hydrogenated Vegetable Oil (HVO) and E-fuels, Hydrogen and Hybrid - Internal combustion/Electric

Other areas: mostly improving the efficiency of existing power trains.

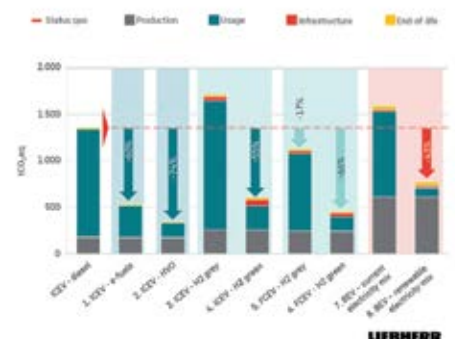
An example of the CO2 lifecycle assessment for a 60 tonne LTM 1160-5.1 All Terrain crane carried out by Frontier Economics - including production, usage, infrastructure and end of life - is quite revealing.

Using the base line of the diesel powered LTM 1160-5.1, it compared how various power sources affect the total CO2 emitted during its life.



(L-R) Steffen Günther managing director Liebherr International, Stephen Albrecht managing director Liebherr International and Heinz Klemm head of Liebherr Digital Development Centre

Liebherr Group Frontier Economics: Lifecycle assessment of a mobile crane LTM 1160-5.1



How the total output of CO2 of a Liebherr LTM 1160-5.1 All Terrain crane compares with various power sources

Perhaps surprisingly simply switching to HVO fuel for the standard machine resulted in the greatest reduction - 74 percent. This was followed by green Hydrogen with a 66 percent reduction and then E-fuels with 60 percent. The worst result with a significantly higher CO2 level was grey Hydrogen.



The LPO 100E battery power pack mounted on a trailer

ALTERNATIVE DRIVE TECHNOLOGIES

Liebherr is already using different drive technologies on some equipment. Its new 50 tonne LTC 1050-3.1 city type All Terrain crane features an electric motor for superstructure movements in addition to its conventional chassis engine. Using HVO fuel reduces the CO2 emissions by up to 90 percent.

The latest hybrid MK 88-4.1 E mobile self-erecting tower crane can be powered with HVO for the chassis and AC grid electricity for crane functions allowing the crane to operate locally with zero emissions and little noise. Alternatively, Liebherr's Liduro Power Port (LPO) system can supply the electricity. The LPO 100E battery power pack can be mounted on a trailer if required and has a constant power output up to 160kW. This allows hybrid or electric equipment to be operated or charged locally. Liebherr says other sizes of LPO will be available in the future.



The hybrid MK 88-4.1 mobile self-erecting tower crane

The company has also made a significant investment into hydrogen engine development and test facilities. Its first hydrogen engine - the six cylinder H966 - is being used in a 100 percent hydrogen fuelled R 900 series H2 tracked excavator. Liebherr also has a battery electric wheeled loader. Its new Betomix and Mobilmix concrete batching plants use frequency drives



Liebherr's first hydrogen engine - the six cylinder H966

on the mixer and skip to avoid power peaks cutting energy consumption by 30 percent, while reducing wear on mechanical parts.

When asked about flywheel technology for saving energy with tower cranes, Albrecht said that Liebherr would be taking the battery rather than mechanical route but that whatever the solution it would be included with the crane rather than a separate package.

He also highlighted the company's remanufacturing programme with components including transmissions offering customers a greener alternative to new parts, resulting in savings of up to 75 percent in raw materials and 60 percent in CO2.

DIGITISATION

Liebherr's digital development centre was set up in July 2020 and is based in Ulm. Marcel Flir, head of digital business and strategy said: "The aim of our digital solutions is to create measurable added value for our customers and partners, through greater efficiency, safety and operating comfort leading to time and cost advantages."

There are many apps and platforms for use with much of the equipment - here are a few related to cranes.

MYLIEBHERR

The central platform for digitalisation is MyLiebherr where all the digital services are bundled together. It works across all applications and plays a crucial role in every division of the group offering digital services and application software. It can also be used to contact Liebherr and its service partners.

TOWER CRANE PORTAL 2.0

The central digital platform of the tower cranes division has undergone a comprehensive update and is now fully integrated into MyLiebherr. The digital crane details have been redesigned and contain all the essential machine data at a glance - sales information, operating instructions, technical information, data sheets or service forms are all centrally available, including via smartphone.



The central digital platform of the tower cranes division has undergone a comprehensive update and is now fully integrated into MyLiebherr

CRANE PLANNER 2.0

With the operation planner for mobile and crawler cranes under MyLiebherr, customers can easily plan crane operations, integrate them into the real environment via Google Maps or generate 3D representations. From this, planning reports including visibility of all set-up codes, ground pressures, bottlenecks and the required footprints, can be created without the need for a knowledge of CAD.

CRANE FINDER

After entering data on the load, required height and desired radius, the Crane Finder displays a range of mobile and crawler cranes that can

handle the job - including possible configurations. The objective is to find the right crane for a given lift quickly and easily. The Crane Finder web application is available free of charge via the MyLiebherr portal and can be used on a variety of devices.

DIGITAL MOBILE CRANE OPERATOR

The Liebherr eLearning course on digital mobile crane operation is intended to provide training support on how best to avoid pitfalls. Learning is carried out online independently and at flexible times. More than 18 units of around 60 minutes are available.



The Liebherr eLearning course on digital mobile crane operation is intended to provide training support on how best to avoid pitfalls

MYNOTIFIER

The MyNotifier monitoring tool provides real time data for wind conditions and battery status. The wind sensors on the boom of a crawler crane constantly measure wind speeds and taking the boom and jib configuration and machine set up into consideration, continuously adjusts and controls the available load charts. An early warning system informs the operator of any anticipated critical wind speeds, in order to provide sufficient warning of any anticipated dangerous situations - so that in extreme cases the boom can be lowered if need be. For the new Liebherr Unplugged machines, MyNotifier also shows the live status of the battery.

PERFORMANCE MOBILE CRANES

In addition to the machine's location data, the fleet data management solution for mobile and crawler cranes shows a host of other live data, such as fuel consumption, current wind speed, the weight of the load on the hook or when the next service is due for the crane. The customer can also generate their own reports in the system for a specific construction site, including fuel consumption or CO2 emissions. New cranes will increasingly have the necessary cellular modem on board as standard. Cranes in the field can also be retrofitted, while Liebherr will cover telecommunication costs.



In addition to the machine's location data, the fleet data management solution shows live data including fuel consumption, current wind speed and the weight of the load on the hook

LIDURO POWER PORT APP

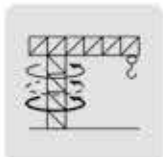
The Liduro Power Port app allows remoted monitoring of functions and status of the power pack, including state of charge, power input and output, energy input and output or location. Advanced functions included energy input and output measurement for specific time ranges and a lock mode. ■

CTT 292-12

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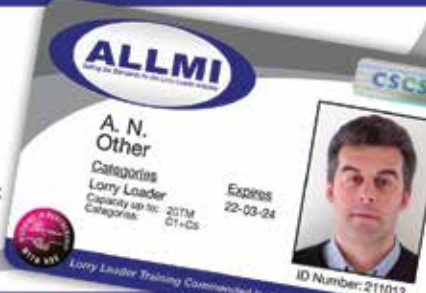
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£250K FOR SUSPENDED PLATFORM PLUNGE

UK company Zarafa Height Solutions and Giraffe Access Company were fined £120,000 each plus costs of £7,983 following an incident in June 2020 in which a suspended cradle plunged nine floors - almost 30 metres - when one of its support beams broke away from the residential building they were working on in London.

It appears that manufacturer Zarafa Height Solutions had provided the wrong size of end stops for the support beam which allowed it to come away. When sister company Giraffe Access installed the cradle and support beams its staff failed to identify that they were defective when carrying out their safety checks prior to commissioning.

HSE inspector Kevin Smith said: "This incident could have ended in a double tragedy. Both of these men suffered injuries but were fortunate to escape with their lives."

MANAGING WORK RELATED STRESS

The UK's HSE has launched a free interactive tool as part of its 'working minds campaign' to promote better mental health in the workplace. It features six modules with guidance on how employers can meet their legal obligations and also understand how to include stress in workplace assessments.

Liz Goodwill, head of work related stress policy at the HSE, said: "More than half of small and medium sized businesses we visited knew they had a legal duty to assess the risk of stress, but the number who did this was low. This new tool should help employers understand the actions necessary to help bridge this gap."

In the past three years the annual cost of poor mental health has increased by 25 percent in the UK and costs employers and the economy up to £56 billion a year.



CPL OPENS IPAF TRAINING CENTRE

UK vehicle mounted sales, installation and service company CPL has opened an in-house IPAF training centre at its headquarters in Kettering, Northamptonshire.

The courses will begin at the start of next year, while the new centre will be led by technical supervisor Stephen Gormley, who is now a fully certified IPAF trainer.

Managing director Paul Murphy said: "Becoming an IPAF training centre is a significant milestone for CPL."



Stephen Gormley

FATAL FALL COSTS £16K

UK company ELP Broadcast and Events was fined £16,000 plus costs of £2,970 for the death of Russell Bowry, 52, a self-employed rigger who fell 10 metres while assembling a rehearsal stage in March 2018.

The HSE found that ELP had failed to plan and implement a safe system of work and also failed to implement its own health and safety policy or ensure there was adequate supervision.



WHO TRAINED THEM THEN?

A reader spotted a couple of men online using a cheap steel scaffold tower and wheel loader to work at height. The two installed the tower in the bucket and the driver raised the structure to full height and drove it into position. His colleague in the bucket then climbed the tower to install a lamp head. On looking around the internet it seems this technique, usually with farm tractors, is fairly widespread.





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ALLMI & BMF COLLABORATION

A key part of ALLMI's activities involves engaging in collaborative work with related industry associations and bodies. To this end and as a further development to an existing relationship, ALLMI has agreed a mutual exchange of membership with the Builders Merchants Federation (BMF).

ALLMI chief executive Tom Wakefield said: "The BMF represents builders' merchants and associated suppliers, with the objective of raising standards and facilitating excellence. As such, their values and goals are very much aligned with our own and so we're delighted to conclude this agreement, which will enable improved communication and cooperation on areas of shared interest."

Richard Ellithorne, BMF membership services director added: "Clearly there is a degree of common ground between the aims, activities and membership of ALLMI and



the BMF. This agreement strengthens the link between the organisations, and we look forward to working more closely with ALLMI to the benefit of our respective industries."



TRAINING COURSE DATES FOR 2024

ALLMI has released its training schedule for 2024. ALLMI is the UK's only accrediting body providing specialist training for all members of the lorry loader lifting team, as well as engineers, instructors and managers. ALLMI's courses are approved by CSCS.

Courses available from ALLMI include:

Booked through an ALLMI training provider:

- Lorry loader operator
- Slinger/signaller

Booked through ALLMI directly:

- Crane supervisor
- Appointed person
- Thorough examiner
- Manager - PUWER 9.2
- Instructor



Course information, dates and training provider's details can be found at www.allmi.com/training

PRE-OPERATIONAL CHECKS CAMPAIGN - REMINDER

The effective maintenance of a lorry loader is an essential part of the equipment's safe operation and pre-operational checks are an important element of this regime. Pre-operational checks are also a legal requirement in the UK, and the Driver & Vehicle Standards Agency (DVSA) has the authority to issue on the spot fines for non-compliance. For these reasons, it is imperative that pre-operational checks are carried out and that lorry loader operators undergo the necessary training in order to fulfil this part of their job role.

As a key part of its ongoing campaign to raise awareness and further improve industry practice in relation to this important topic, ALLMI makes the following tools available:

- An online video: 'Pre-Operational Checks', broken down into three sections, covering the most common lorry loader applications, i.e., hook, builders' merchants and utilities.
- A ready made toolbox talk template for use by supervisors and managers.
- Pre-Operational check pads and associated windscreen holders.

These tools can be accessed through ALLMI's website. www.allmi.com



MANAGER COURSES - ARE YOU COMPLYING WITH PUWER 9.2?

ALLMI's range of one day manager courses continues to be popular, with companies across the lorry loader industry looking to bolster their compliance with the requirements of PUWER 9.2:

PUWER 9.2: "Every employer shall ensure that any of his employees who supervises or manages the use of work equipment has received adequate training for purposes of health and safety, including training in the methods which may be adopted when using the work equipment, any risks which such use may entail and precautions to be taken."

ALLMI technical manager Keith Silvester said: "The manager courses are abbreviated, attendance based (i.e. no assessments) versions of our standard training programmes, covering all of the same topics and, in many cases, also including a practical element."

"The provision of manager courses has a direct impact on the level of knowledge, appreciation and competency within the lorry loader industry. It enables managers and supervisors to gain an enhanced understanding of the technical, legislative and operational issues relating to areas of the business for which they are responsible, and to form a greater empathy of the challenges faced by front line staff."

ALLMI provides the following courses for managers:

- Lorry loader operator
- Slinger/signaller
- Crane supervisor
- Appointed person
- Thorough examiner

Andy Woodward, after sales director for ALLMI member Palfinger UK, attended recent Thorough Examiner and Appointed Person manager courses. Speaking about it, he said: "The use of ALLMI manager courses is in keeping with our ethos at Palfinger UK as we strive to continually improve upon our high standards. The training was excellent, and we would certainly recommend these courses to other companies in the lorry loader industry, as they will raise awareness levels and lead to the development of safer, more efficient working practices."



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

IN THE NEXT ISSUE OF

C&A

Place your products in front of 28,000 crane, telehandler and powered access buyers & users who will be reading the December/January issue of **Cranes & Access**...



THIS ISSUE WILL INCLUDE FEATURES ON:

TRUCK MOUNTED AND ALUMINIUM CRANES

In this feature we will take a look at some of the latest developments in this sector where commercially mounted traditional truck mounted cranes are making a bit of a comeback, while the 'aluminium truck crane' sector continues to grow and spread. If you have news or information to add, we'd love to hear from you.

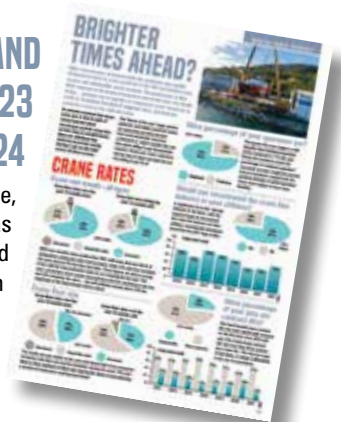


VERTICAL LIFTS AND MAST BOOMS

Given the increasingly wide choice of products now using a telescopic mast for elevation, we will look at both mast type lifts, which fit between low level work platforms and micro scissor lifts, along with the latest mast boom developments and new entrants into coming into the market.

RENTAL RATE SURVEY AND GUIDE FOR 2023 AND PROGNOSIS FOR 2024

The annual C&A survey provides an indication of latest crane, access and telehandler rental rate trends in the UK and Ireland as well gauging the mood of the sector both looking back and forward and how it will influence rental company capital expenditures in the year ahead.



TELEMATICS SOFTWARE

We look at the latest developments in telematics and how many fleets are really benefiting from the potential that the technologies offer. Contributions or suggestions most welcome?

LOOK BACK AT 2023

We take a look back at both the lifting industry and world events in another eventful year!



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 **CPA, ALLMI, and IPAF**.

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CPA CONFERENCE TOPICS & DISCUSSIONS

The challenges facing the equipment rental industry were discussed at the CPA's annual conference in early November. The conference, the eighth, was the best attended to date with around 200 delegates. The first session addressed current issues facing the industry with four panellists: Asif Latief of Boels Rental, Chris Gill of L Lynch Plant Hire, James Atkinson at Rouse and Mark Anderson from the GAP Group.

The speakers agreed that current challenges also bring opportunities owing to the cyclical nature of construction and the ability of rental fleets to respond quickly to new market requirements. Companies also need to ensure that their fleets continued to match customer needs in terms of profile and numbers, and that they embraced the potential benefits offered by digitalisation and Artificial Intelligence. A common sentiment was that the government should listen more to the needs of the construction industry.

Five industry professionals participated in the second discussion - 'Fuelling the Future' - which focused on the challenges of transitioning away from diesel. They included Adam Nicholson and Jim Haigh of Eagle Platforms, Alasdair Reiser of the Civil Engineering Contractors Association (CECA), Matt O'Hara of Sunbelt and Paul Mabey of JCB.

Panellists agreed that different energy sources - such as batteries, solar and hydrogen - suited different machines and applications. Site managers and rental companies should work together to devise the optimum solution while recognising that in certain cases, clean diesel machines with Stage V engines would remain a sensible solution for some time.

Adam Nicholson believed a learning curve remained for customers wishing to go green. He cited one client that wanted to use battery machines during the day while charging overnight with a diesel generator. Adequate infrastructure is an essential requirement. Meanwhile, transitional fuels like HVO will play a role in replacing diesel, especially if the government encouraged its use through a rebate scheme, although the panel agreed this was unlikely.

Eagle's Jim Haigh felt more benefit could be derived over the shorter term from using machines with the cleanest and most efficient diesel engines, while believing that battery technology still needs to improve and that hydrogen is not yet available on a practical scale.

Session three explored challenges identified by the CPA's Special Interest Groups, with Kirsty Archbold-Laming of Southern Hoist Services and chairman of the Construction Hoist Interest Group, Peter Gibbs of Ainscough and chairman of the Crane Interest Group and Steve Featherstone of Sachle Consultants who chairs the Rail Plant Association.

Archbold-Laming said that the nature of the lifting equipment rental market was that any construction slowdown typically took several months to have an impact and that business



CPA chief executive Stu McInroy opens the conference



Panel session two speakers included Adam Nicholson and Jim Haigh of Eagle Platforms

remained steady. However, to mitigate disruption, Southern Hoist Services had diversified into other markets such as events and film production, as well as overseas contracts.

A common frustration she expressed, was that customers expect equipment to arrive and be installed with minimal preparation having been done on their part. However, advances had been made in training since the Interest Group's formation, with dedicated courses on aspects of hoist inspection and usage. A course in basic training for new installers is due in January.

Peter Gibbs said that when new kinds of equipment and power sources are being developed, risks and responsibilities change also. Rental companies and users should work together to find the safest solutions, often the onus was placed squarely on the rental company.

The final session covered equipment theft and fraud, with panellists including Andy Huddleston of the national rural crime unit, Ian Elliott of the Clancy Group, Joel Babb from Falanx Cyber and Kevin Howells of the CESAR scheme from Datatag ID.

Speakers agreed that both equipment theft and cybercrime were increasing, especially following

the ban on equipment sales to Russia which has led to a thriving black market. Rental companies and site managers must take preventative measures.

CPA chief executive Stu McInroy described initiatives being taken to address industry challenges including responding to the Confederation of British Industry request for suggestions regarding what the UK chancellor's autumn statement should address and commissioning the Oxford economics consultancy to compile an impact assessment which should be published by June 2024.



Peter Gibbs of Ainscough Crane Hire and chairman of the Crane Interest Group



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CERTIFICATION SCHEME AIMS TO BOOST STANDARDS IN IRELAND

By the end of 2024, rental businesses in both the North and the Republic of Ireland will need to achieve IPAF Rental+ certification in order to become an IPAF member.

IPAF Rental+ certification was created to demonstrate that a powered access rental company has been independently audited and meets appropriate health and safety, quality and environmental standards.

IPAF's Irish country manager Damien O'Connor said: "Our Rental+ certification scheme was created to ensure that customers can hire equipment with confidence. Our Irish Council introduced IPAF Rental+ certification as a membership requirement to reinforce members' commitment to quality and safety in the industry and ensure consistent standards."

IPAF general manager Richard Whiting added: "Our Irish council's decision to mandate IPAF Rental+ Certification for its rental members is a positive step and signifies a collective commitment to maintaining and improving standards."



IPAF EXTENDS eLEARNING INTO CHINA

IPAF has launched its eLearning programme for operators of aerial work platforms in China. The launch in Shanghai kicked off with the announcement that both Sinoboom and Haulotte China have already signed up to offer the programme free of charge.



The programme covers a range of topics, allowing operators to progress to higher levels of certification, and can contribute to their attainment of the internationally recognised PAL Card.

Managing director Peter Douglas said: "China is the fastest growing equipment market in the world, with a rental fleet that already includes hundreds of thousands of machines, as well as nearly five million equipment operators. A growing sector means more operators, and it is important that industry colleagues are equipped with the knowledge and skills to stay safe and work effectively."

Chinese regional manager Tim Mo added: "Offering the training in Chinese will help to ensure that the important safety principles covered by the programme are fully understood. It is essential that industry takes a lead in ensuring safety and providing access to training."

Alongside the eLearning provision, IPAF currently has 10 approved training centres in China and hopes the new online provision will encourage more to open over the next five years.

IPAF GUIDANCE TO HELP KEEP FESTIVE DECORATION WORK SAFE

Anyone planning to use an aerial work platform to install and remove seasonal decorations is encouraged to take a look at IPAF's technical guidance booklet that can help avoid safety issues and mitigate risks involved with working at height in public areas.

Brian Parker, IPAF's head of safety and technical said: "At this time of year, there is often pressure placed on operators to try to save time and money by omitting to do a proper site assessment or to disregard safe practices. So, we urge all those planning and undertaking such operations to view the document which contains information on the key risks involved and the recommended ways to minimise and manage them."

The document is available in multiple languages and is free of charge to download at www.ipaf.org/resources

IPAF'S ELEVATION CONFERENCE

'It's all about the people' was the theme of this year's IPAF Elevation conference held in conjunction with the company's 40th anniversary.

Managing director Peter Douglas, spoke about key moments in IPAF's growth since 1983, including the launch of its accident reporting initiative.

He also highlighted the record increase in membership in 2022 with 2.5 million operators to date completing training for their powered access licences.

Jake McCanney, a cyber underwriter at Aviva Insurance, spoke on ways to avoid or deal with the rising tide of cybercrime. He highlighted staff training as one of the best strategies open to companies, helping ensure that all employees understand how to spot phishing attacks and other cyber tricks, in addition to robust IT security systems.

Leadership development consultant Ali Moore talked about 'the science of relationships' and how company culture will be crucial to successfully attract and retain the workforce of the future.

Penny Mallory, the first woman to compete in the World Rally Championships, spoke on how she developed mental toughness using personal examples of how she picked herself up from any negative experiences and worked to overcome imposter syndrome.

The conference closed with a networking dinner and entertainment from comedian Simon Evans.



Penny Mallory



GOING UP IN THE WORLD



A history of Simon Engineering, the development of the powered access industry and a lifetime as an engineer, by Denis Ashworth

Ashworth was a keen engineer and from an early age found himself in at the very start of the modern powered access industry.

His book is an unusual combination of autobiography and history of Simon Engineering Dudley, a pioneer of the powered access industry and at one time, the world's largest manufacturer of aerial lifts.

The coffee table sized book, is highly readable and includes around 150 photographs and drawings from the very beginning of the industry. It is a 'must read' for anyone who is interested in powered access, the hydraulic equipment industry or in comparing modern day engineering challenges with those of an entirely different era.

The book is available direct from the publishers at £19.50, plus £4.50 postage and packing.

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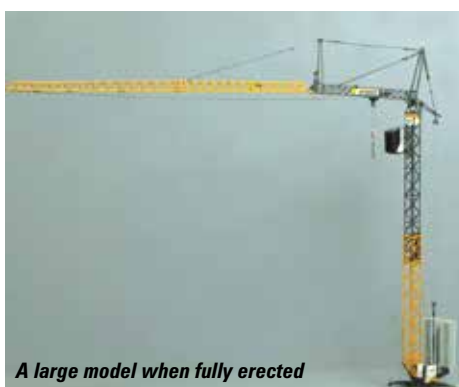
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*In transport mode
(truck is not included)*



Detailed cabinets



A large model when fully erected



*Optional
cab attached*

LIEBHERR 81 K.1

The Liebherr 81 K.1 self-erecting tower crane has a maximum capacity of six tonnes and a maximum radius of 48 metres. This 1:50 scale model is by NZG. An instruction sheet is provided which is in both English and German, but it is a complex model to assemble.

The crane can be folded with care, and a tie needs to be used to keep the folded jib in position. Two transport dollies can be attached to the crane and it looks very good in a transport configuration.

The base of the 81 K.1 has metal outriggers with simple screw thread pads, while metal spreader plates are included. The equipment cabinets are metal and nicely decorated, and the two winches are modelled well but an excess of rope hinders performance.

The counterweight is a complete metal block with the Liebherr name embossed, while step irons add detail. An extra four slabs are modelled to help improve the model's stability.

The tower or mast sections are a good metal casting. The rope operated mast raising system is

modelled with small sheaves and increasing the tower height using the winch is implemented, and it works well enough.

The cab is a separate part, complete with access platform, and it has heavily tinted windows. It can be fitted or left off, but it is a pity it does not have a lifting point so that self-assembly can be posed.

The complex jib consists of three main metal sections, the geometry and profile of the erected jib is very good. The suspension cables and rods are high quality. The trolley can be positioned anywhere along the jib by hand and the hook can be raised and lowered, but it helps to have some load on it. A short length of lifting chain is also included. The model is quite large when fully erected, and optionally the pinned end of the jib can be removed.

The 81 K.1 is an interesting and complex crane, although some modelling compromises mean some of the functionality of the real crane could not be implemented. Although it is not really a model for a beginner, it certainly is impressive and costs around €235 from the Liebherr web shop.



*Stacked
counter-
weight has
step irons*

CRANES ETC MODEL RATING

| | |
|--------------------|-----|
| Packaging (max 10) | 8 |
| Detail (max 30) | 25 |
| Features (max 20) | 16 |
| Quality (max 25) | 19 |
| Price (max 15) | 11 |
| Overall (max 100) | 79% |

To see the full review, including a full unpacking and set up video, visit www.cranesetc.co.uk

7th March 2024

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READERS LETTERS

KNOWING THE PRICE OF EVERYTHING AND VALUE OF NOTHING!

Dear Leigh,

I read with interest your piece relating to Wilmott Dixon unilaterally instructing that all sites must have booms with the new Nationwide "Harness on" feature. I am minded to share with you an experience I had in the distant past:

Many years ago, whilst owning Clements Plant, I received an emergency call on a Saturday morning from a Wilmott Dixon Site Manager desperate for help.

It seemed he had a Nationwide S65 on site and needed to complete some snagging on a Care Home that was to be handed over the following Monday. The Operator had not turned-up and had taken the machine's key with him.

An impassioned plea and corroborating e-mail from the Site Manager resulted in me despatching a Mobile Engineer (on time & a half) with a key with the clear instruction for him to identify and ensure he was the Wilmott Dixon employee and for him to be given the key.

The man was most grateful and amazed at our service as all the calls that morning to Nationwide had gone unanswered. He promised to get Clements onto the Wilmott Dixon supply chain, as we'd "saved his bacon" and he was due to start a big job needing access platforms in the near future.

On that basis, we waived any charges for our time and the key.

He copied me into e-mails asking the purchasing department to start the process.

These were promptly answered by the department with the terse response that Nationwide (yes, the one's who didn't answer their phones that Saturday for an emergency) were their preferred supplier, and they were not interested in adding my company to their supply chain.

So, the moral of this story here is fancy gadgets, gimmicks and gizmo's on machines are brilliant at deflecting average service. Oh, also beware of purchasing departments who know the price of everything and the value of nothing!

Kind Regards,

Jim Longstaff.

(See page 7 for Harness On story)

BACK TO NATURE FOR HISTORIC CRANE

An eagle-eyed reader sent us photographs and a link to a video taken by a crane enthusiast in Taiwan which charts their discovery of an abandoned 500 tonne Gottwald AMK 500-93 telescopic truck crane left to rot on a patch of wasteland in Taiwan, apparently following a boom collapse some years ago. In the six years or so since it was left to rot, nature has started to take over.

Several other readers identified the crane as having been built for UK rental company Hewden Stuart in 1981. The crane was very similar in its construction to Gottwald's 1,000 tonne AMK-1000-103, for several years the largest telescopic crane in the world.

Both feature a large cross section removable boom and a dedicated, purpose-built Gottwald boom carrier. The Hewden crane was first registered in the UK in 1982. In the late 1980s - we believe - it was sold to Long Hook in Taiwan.

You can see the video at: <https://www.youtube.com/watch?v=-hE-ZFu5hfk&t=65s> give it 40 seconds before it gets to the AMK 500-93.



The historic crane as she is today



The crane as it was with boom carrier behind



THE HISTORY OF PRIESTMAN

Dear Leigh,

I am writing on behalf of my father, who while in a nursing home now, still thinks about the History of Priestman Brothers and has recently read the draft he had prepared before falling ill. He has been in touch with Bill Bromwich who worked with him on the original draft, they both still hope that their efforts could find its way into print.

We would very much appreciate your input on this.

With many thanks,

Lucy-Jean Lloyd

The main point in publishing this letter is to gauge readers views. We would be more than happy to publish it, particularly if we are able to cover most of the net design and print costs, but we are looking for input and possibly further contributions in the form of old photographs etc.

Please let us have your thoughts via editor@vertikal.net

Leigh Sparrow

A TRUE HERO

We covered a major fire at a high rise construction project in Reading, England in November - a man working on one of the floors was trapped as the flames moved ever closer to the corner of the building where he was stranded. Tower crane operator Glen Edwards, 65, came to the rescue with a man basket and saved the trapped man from injury or death.

The following are just a few of the comments from our readers:

Mr Edwards, You and your crew deserve high praise. Because of your quick thinking and actions, a man went home to his family safe and sound. I salute and commend you all !!

Red

The manual gets thrown out the window at times like this. Clearly a true professional with experience on how to fully utilise his equipment under pressure.

Not all hero's wear capes! I'm sure he isn't looking for any plaudits, but he needs to be recognised fully for saving a life.

TRay

Great thinking from the team to use the crane, and I guess great thinking from the driver to stay in the crane rather than evacuate when the fire broke out, assuming he thought that having an operational tower crane could only help the emergency services.

Graeme Davison

Thank God the crane operator was there to rescue the man trapped on the roof as it could have been a catastrophic deeply sad event otherwise. A personal thank you from me for your courageous effort, I can't imagine what thoughts must have been racing around both of your minds up there. What could have been so flammable for the fire to be so intense?

Kevin Morris



Glen Edwards



JOE SPENCER FOOT 1956-2023

We received the sad news in early November that crane and access veteran Joe Foot, owner of California based UpRight Scaffold North America has died.

He passed away on October 12th as a result of injuries from a road accident that occurred as he was being driven to a physical therapy appointment on October 9th - he never regained consciousness. He was 67.

Joe had been involved in another road accident a few years earlier, which left him with serious spinal injuries, that left him an 'incomplete quadriplegic'.

Although he was confined to a wheelchair he had been making progress, gaining enough strength and co-ordination to the point he was able to stand and walk on his own for short distances. He is survived by his daughters Sasha and Alexandria, his former partner Dawn and brother Jim.

Joe Foot was an out and out salesman and larger than life character. He came into the access business in 1995 when he joined Los Angeles based rental company Horizon High Reach, which had been acquired by UpRight's owner Rick Stowe in 1989. Foot was recruited to take the company into tower sales and rental and became involved with its aviation maintenance related business. He left the company in 2003 and joined Coast Crane as a territory manager where he stayed until 2010, when it was acquired by Essex Crane. After a number of unrelated jobs, he set up his own company at the end of 2012 in the form of UpRight Scaffold North



Joe Foot

America, selling a version of Instant UpRight's alloy tower system.

A tribute to him by the Bodega Bay Church said: "Joe was an outstanding musician and drummer. He played in bands most of his life. He also ran Upright Scaffolding North America, setting up scaffolding jobs for major construction projects. He was fun loving and hard working throughout his life. Although his previous accident robbed him of his mobility he would often say it was the best thing ever to happen to him. It caused him to draw closer to God and change his life for the better.



Joe played drums in the Bodega Bay Church band for nearly five years. Although he could not use his hands, we strapped his drumsticks to his wrists, and he was able to play very well. Over time he became the heartbeat of our Church band and was an amazing encouragement to all of us."



MERRY CHRISTMAS AND A HAPPY NEW YEAR

THANK YOU FOR YOUR SUPPORT

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

We wish you all a very safe and happy holiday season and a healthy and prosperous year in 2024.

FROM ALL OF US AT

Vertikal
Press

FRANK SUMSION 1926-2023

Long retired UK crane rental veteran and, more recently, crane industry historian, Frank Sumsion, has died.

He passed away peacefully in his sleep in the early hours of Tuesday morning November 29th at the age of 97. He is survived by his two children, Mike and Julie, and four grandsons, David, Lee, Barry and Sam along with four great-grandchildren. Jane, his beloved wife of 64 years, sadly passed away in 2013.

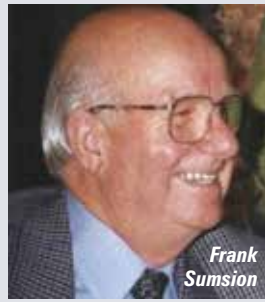
Frank Sumsion was born in the village of Combe Down, Bath, in July 1926. He left school just after his 15th birthday, and before the year end this involved a £2 fine, which he says, was levied back then for leaving school early. His parents paid it reluctantly on the understanding that he would repay them from his earnings.

His first full time job was as a truck driver's mate - yes that was a thing until not so long ago - and he was paid 25 shillings a week - £1.25p. His work involved collecting coal from the LMS railway sidings which they delivered all over the local area. Later he joined his uncle working as an apprentice at the local water works but was lured away after a couple of years with the offer of a truck driver's job at a local mushroom farm, followed by a similar role driving a small tipper truck for a builder.

In 1944, Frank signed up for a seven year stint with the British Army, as it allowed him to choose what he did, and he was keen to be a driver. His tours of duty included a spell in the British Mandate of Palestine, until partition in late 1947 and British withdrawal. The next stop was Kenya where the early rumblings that eventually led to the Mau Mau uprisings were of concern.

Arriving back in the UK, in October 1948, he married his wife Jane just 10 days later. They had met during the war and kept in touch. In the UK he was posted to Farnborough, where he was supposed to take up the role of a drill instructor. But when he arrived the position wasn't vacant, so he managed to step into a sudden vacancy as mess sergeant, a role that, after some negotiation on his part, came with married quarters. He was discharged from the Army in 1952 having more than served his seven years.

His career in the crane industry came in 1958, when he joined a young up and coming business in Bath - G.W Sparrow & Sons - as a crane operator and employee No 12. His first crane was one of the Sparrow brothers' home-built models based on US Army surplus Chevrolet gun tractors, with



Frank Sumsion



Frank Sumsion with wife Jane around 2011



Alf Sparrow (L) and Frank Sumsion with the company plane

a manual boom luffing winch. His operator training was conducted by company founder and the crane's designer and builder Alf Sparrow.

Pic 3](One of the home made Sparrow Quad cranes that Frank Sumsion started out on, working here in a gas pipeline in the late 1950s - note the manual boom/jib luffing winch at the rear)

In 1964, he left Sparrows, apparently due to an argument over his brother, who had also joined the business. Frank started his own business and did well until 1968 when he was obliged to sell up. He went back to driving a truck until a chance meeting with Alf Sparrow led to him rejoining Sparrows as a crane operator later that year. He was paid the equivalent of 33p an hour but often worked an 80-hour week. In the four years he had been away, Sparrows had grown beyond all recognition and was by now running a fleet of 140 cranes and 30 trucks from several locations.

In 1971, he hung up his driving boots when he was promoted to salesman at the company's newly opened London depot. Only a few months later, he had the opportunity to become assistant depot manager in the firm's Swansea depot followed quickly by a move to Scunthorpe where he was made depot manager.

In 1974, Frank got his biggest break when he was promoted to managing director of Sparrows Heavy Crawler cranes. The London based company had been formed from the acquisition of Plant Sales Ltd and Stanley Butterworth Cranes. A few years later a new division was created with the merging of Sparrows Heavy Cranes with all of the company's cranes over 200 tonnes.

Frank Sumsion headed the new division and moved back home to Bath. During this time, he also became involved with the Sparrow overseas operations, which included the Rezayat Sparrow joint venture in the Middle East, as well as the company's Universal Equipment acquisition in Houston, where he was based for a while.

In 1981 he was asked to take on a new role as group sales and marketing director, not one he relished, as he never considered himself a marketer. After two years in the job, he persuaded the Sparrow brothers to let him take up the vacancy of senior sales executive at Rezayat Sparrow, based in Saudi Arabia on a two year contract.

On returning to the UK, he moved back into sales and marketing, but in 1985 the company faced several challenges, involving the brothers, the Sparrow family and a slower market. This led to a hostile takeover bid from BET Plc. Before the bid moved to a conclusion he was offered and accepted early retirement at the age of 59.

After departing from Sparrows, he worked as a heavy crane consultant for a few companies, including Bateman Chapman, a loss adjuster specialising in the oil and gas sector and in 1994, he joined Grayston White and Sparrow for two years.

After retiring from consulting work in the early 2000s, Frank became a prolific historian of the crane industry, writing a book about the Sparrow business called 'Flying with Sparrows'. The book was self-published in a small print run, and he later set up a website hosting news, memories and photographs from the Sparrows Cranes business pre-BET. He also made numerous contributions to TV programmes such as the BBC's WW2 People's War with information about the Bath Blitz, and The Bath Blitz Memorial project, as well as writing about his memories of Combe Down in the 1930s.

Frank Sumsion's funeral will be held in Lincoln.

I worked with Frank for many years with Sparrows Heavy Crawler Cranes. Frank was universally admired by all who met him. He was competent, knowledgeable and knew his subject (cranes) well. His friends and work mates will always remember him for his humility and graciousness. Personally, I owe Frank a great deal for what he taught me. RIP Frank.

I had the privilege of getting to know Frank as a competitor. He was a true gentleman and epitomised Sparrows and what the crane hire sector was all about in the 70's and 80's.



Frank Sumsion the historian

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http://www.arashow.org/

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Date to be confirmed 2024
Crane safety conference organised by the
Institution of Mechanical Engineers and
supported by the Vertikal Press London, UK
Tel: +44 (0)207 973 1251
https://events.imeche.org/
ViewEvent?e=7624#

Platformers' Days 2024

September 6-7, 2024
German Access and lifting exhibition
Karlsruhe, Germany
Tel: +49 721 3720 5096
https://www.platformers-days.de/

Vertikal Days 2024

September 11-12, 2024
Newark showground, Nottingham, UK
UK/Ireland Crane, access and telehandler
event. Venue to be confirmed
Tel: +44 (0) 8448 155900
www.vertikaldays.net

JDL Expo

September 25-27, 2024
French cranes and access
exhibition/event Beauce, France
Tel: +33 (0)1 45 63 68 22
https://jdlexpo.com/

CICA National Conference 2024

Date to be confirmed 2024
The annual conference of the
Crane Industry Council of Australia
Perth – Western, Australia
Tel: +61 03 8320 0411
www.conference.cica.com.au

The Utility Expo

October 7-9 2024
Previously The International Construction &
Utility Equipment Exposition /Demo Expo -
is the US utility industry's largest show
Louisville, Kentucky, USA
Tel: +1 414-274-0644
www.theutilityexpo.com

Glasstec

22.-25. October 2024
Exhibition for glass, windows and glass
handling Düsseldorf, Deutschland
Tel: +49 211 456001
www.glasstec.de

Bauma China 2024

November 26-29, 2024
bauma in Shanghai
Shanghai, China
Tel: +49(0)89 9 4920251
Fax: +49 (0)89 9 4920259
www.bauma-china.com/

Bauma Conexpo India

December 11-14 2024
Preliminary dates for the bauma/Conexpo
exhibition in India Noida, Delhi, India
Tel: +49 89 949-20255
www.bcindia.com/en/

2025**Baumag**

January 26-29, 2023 Swiss construction
equipment show Lucerne, Switzerland
Tel: +41 56 204 20 20
www.baumaschinen-messe.ch
/htm/home.htm

Bauma 2025

January 23-26 2025
World's largest construction equipment
show Munich, Germany
Tel: +49 (0)89 51070
www.bauma.de/index-2.html

SC&RA Annual Conference

April 21-25, 2025
Annual Conference of the US cranes and
heavy transport association including the
Jobs of the Year awards, Arizona
Biltmore Hotel, Phoenix, Arizona, USA
Tel: Tel: +1(703) 698-0291
https://www.scranet.org/SCRA/Content/
events/Annual-Conference.aspx

GIS 2025

Date to be confirmed, 2025
Italian crane, access and heavy transport
exhibition Piacenza, Italy
Tel: +39 010/5704948
www.gisexpo.it

2026**The ARA Show 2026**

February - Dates to be confirmed
The American Rental Association's
annual conference and exhibition
Orlando, Florida, USA
Tel: +1800 334 2177
www.arashow.org

Conexpo-Con/Agg 2026

March 03-07, 2026
The leading US construction show
Las Vegas, Nevada, USA
Tel: +1 414-298-4133
www.conexpoconagg.com

Samoter

May, 6-9, 2026
International earthmoving and building
equipment show Verona, Italy
Tel: +39 045 8298111
www.samoter.it/it

SC&RA Annual Conference

April 20-24, 2026
Annual Conference of the US cranes and
heavy transport association including the
Jobs of the Year awards
Omni Amelia Island, Amelia
Island, Florida, USA
Tel: +1 (703) 698-0291
Website: https://
www.scranet.org/SCRA/Events/

Apex 2026

June 2026
International powered access
trade show Maastricht, The Netherlands
Tel: +31 (0)547 271 566
www.apexshow.com

Smopyc 2025

November - Dates to be confirmed
Spanish construction equipment
exhibition Zaragoza, Spain
Tel: +34 976 764 700
www.feriazaragoza.com/smopyc

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



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Exhibitor registration now open www.vertikaldays.net

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www.vertikal.net/en/cranes-and-access/advertise

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Purchasers to provide their own transport and export documentation loading by ourselves here in Southampton GB included in purchase price.

| Part Numbers ID's | Description |
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| M-44109-05 | 5m Jib Section |
| Z-10680-04 | 4.935m Jib Tie bar |
| CG-3400kg-55A-0520-009-0 | 3.4t Jib Counter Weight |
| CP-2950kg-55A-0520-026-0 | 2.95t Jib Counter Weight |
| CM-2250kg-55A-0520-027-0 | 2.25t Jib Counter Weight |
| Z12A | 3 section 3.8m Cross Shaped Base |
| Block BA 2,500kg | 2.5t Base Ballast Weight |
| Block BD 5,000kg | 5t Base Ballast Weight |
| SR26E | 10.5m x 1.2m x 1.2m Mast Section |
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Access Platform Sales Ltd - Leewood Business Park, Upton, Huntingdon, Cambridgeshire. PE28 5YQ



FOR SALE



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Due to the pending retirement of the owner, a well-established Central Midlands based Crane Hire and Contract Lifting Company is available for sale.

The company was established in 2000 and has grown a steady pace in the years since, to become a highly successful and well established regional Crane Hire and Contract lifting business. The current fleet comprises ten modern small to medium cranes and support vehicles, along with a well-equipped in-house accessory stock. Including Man-riding equipment, Mod spreader Beams and Mat Systems to name but a few.

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The owner is seeking a solid buyer for his business - expressions of interest can be made in the strictest of confidence via box cosale@vertikal.net.

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For more information contact:

Lir Prela JB Property Ltd

Tel:

+44 7838 917249

email:

ilirprela@gmail.com





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We are currently conducting live trials on our new online Marketplace for buying and selling anything involved with cranes, access equipment, telehandlers or lifting equipment.

The Vertikal Marketplace is a very simple format, in which buyers or sellers can upload an advert either using artwork or just plain text and photos.

For the next few weeks anyone can advertise in the Online Marketplace totally free of charge. Attractive 'bolt on' packages will also be available for anyone wishing to add their adverts to the Cranes & Access magazine - both print and digital versions.

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| Alimak | www.alimak.com |
| Almac | www.almac-italia.com |
| ATN | www.atnplatforms.com |
| Böcker | www.boecker.de |
| Bravi | www.braviisol.com |
| Bronto Skylift | www.brontoskylift.com |
| CLM Construction Supplies | www.clm-supplies.com |
| CMC | www.cmclift.com |
| CPL | www.cpl-ltd.com |
| CTE | www.ctelift.com |
| Denka-Lift | www.rothlehner.com |
| Dino Lift | www.dinolift.com |
| Dingli | www.cndingli.com |
| Easylift | www.easy-lift.it |
| Falcon Lifts | www.falconlifts.com |
| GEDA | www.geda.de |
| Genie | www.genielift.com |
| GSR | www.gsrspa.it |
| Haulotte | www.haulotte.com |
| Hinowa | www.hinowa.com |
| Holland Lift | www.hollandlift.com |
| Imer Access | www.imergroup.com |
| Iteco | www.imergroup.com |
| JCB | www.jcb.com |
| JLG | www.jlg.com |
| Klaas | www.klaas.com |
| Klubb | www.klubb.com |
| Leguan Lifts | www.leguanlifts.com |
| Manitou Group | www.manitou.com |
| Omme Lift | www.ommelift.com |
| Palazzani Industrie | www.palazzani.it |
| Palfinger Platforms | www.palfinger-platforms.com |
| Platform Basket | www.platformbasket.com |
| Ruthmann | www.ruthmann.de |

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| Saeclimber | www.saeclimber.com |
| Skyjack | www.skyjack.com |
| Snorkel | www.snorkellifts.com |
| Socage | www.socage.it |
| Teupen | www.teupen.com |
| Versalift UK | www.versalift.co.uk |
| XCMG European Sales and Services | www.xcmgess.de |
| Zoomlion | http://en.zoomlion.com |

PLATFORM RENTAL

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| AA Access (Specialists) | www.aaaccess.co.uk |
| Acrolift | www.acrolift.co.uk |
| Ahern Rentals - USA | www.ahern.com |
| AFI- Uplift | www.afi-uplift.co.uk |
| Dragon Access | www.dragon-access.co.uk |
| Drammen Liftutleie AS | www.drammenlift.no |
| Hird | www.hird.co.uk |
| JMS Powered Access | https://jms.co.uk |
| Kran Cranes | www.kran.ro/inchiriere-macara-constantina |
| Rental Romania | |
| Monitor Lifts - AUS | www.monitor.net.au |
| Mr Plant Hire | www.mrplanthire.co.uk |
| Platform Sales & Hire | www.platformsales.co.uk |
| Power Platform Services | www.pps.co.uk |
| Rapid Platforms | www.rapidplatforms.co.uk |
| Viking Access | www.vikingaccess.co.uk |
| Warren Access | www.warrenaccess.co.uk |

NEW & USED PLATFORMS

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| Access Platform Sales (APS) | www.accessplatforms.co.uk |
| AFI Resale | www.afi-resale.co.uk |
| A.J. Access Platforms | www.accessplatforms.com |
| Gantic, Norway | www.gantic.no |
| Genie | www.genielift.com |
| GSR Aerial Platforms UK | http://en.gsrspa.it |
| Haulotte | www.haulotte.com |
| Hird | www.hird.co.uk |

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| Independent Access Sales | www.iasales.co.uk |
| International Platforms | www.internationalplatforms.co.uk |
| INTEQ UK and UAE | www.inteq.uk |
| JLG | www.jlg.com |
| JMS Powered Access | https://jms.co.uk |
| Kunze GmbH | www.kunze-buehnen.com |
| Mr Plant Hire | www.mrplanthire.co.uk |
| Rothlehner | www.rothlehner.com |
| Platform Sales | www.platformsales.co.uk |
| Promax Access | www.promaxaccess.com |
| Rapid Platforms | www.rapidplatforms.co.uk |
| TVH - Group | www.tvh.com |
| Vertimac | www.vertimac.com |

CRANE MANUFACTURERS

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| Böcker | www.boecker.de |
| Ernest Doe & Sons Ltd. | www.ernestdoeladercranes.com |
| Grove | www.groveworldwide.com |
| Jaso Tower Cranes | https://jaso.com |
| Jekko Minicrane | www.jekko.it |
| JMG | www.jmgcranes.com |
| KATO | www.rivertekservices.com |
| Klaas | www.klaas.com |
| Kobelco | www.kobelcocm-global.com |
| Liebherr | www.Liebherr.com |
| Linden Comansa | www.comansa.com |
| Maeda | www.maedaminicranes.co.uk |
| Manitowoc | www.manitowoccranes.com |
| Potain | www.manitowoccranes.com |
| Raimondi | www.raimondi.co |
| Spierings | www.spieringskranen.nl |
| Tadano | www.tadano.com |
| Tadano Faun | www.tadano.com |
| Tadano Demag | www.demagmobilecranes.com |
| Unic Cranes | www.unic-cranes.co.uk |
| Valla | www.valla-cranes.co.uk |
| Wolffkran | www.wolffkran.de |
| XCMG European Sales and Services | www.xcmgess.de |
| Zoomlion | www.zoomlioncranes.co.uk |

LORRY/TRUCK LOADER CRANES

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| Ernest Doe & Sons Ltd. | www.ernestdoeladercranes.com |
| Palfinger | www.palfinger.com |

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| Cotac Oy | www.crane.fi |
| Crowland Cranes | www.crowlandcranes.co.uk |
| Delden Cranes | www.deldencranes.co.uk |
| Ernest Doe & Sons Ltd. | www.ernestdoeladercranes.com |
| Gantic, Norway | www.gantic.no |
| HighSparks | www.highsparks.co.uk |
| Hird | www.hird.co.uk |
| Kobelco | www.kobelco-cranes.com |
| Rivertek Services | www.rivertekservices.com |
| Terex Demag | www.terex-cranes.com |
| Valla | https://valla-cranes.co.uk |

CRANE HIRE

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| Cadman Cranes | www.cadmancranes.com |
| Cork Crane Hire (Liverpool) | www.corkcranehire.com |
| Delden Cranes | www.deldencranes.co.uk |
| HighSparks | www.highsparks.co.uk |
| Hovago | www.hovago.com |
| John Sutch Cranes | www.johnsutchcranes.co.uk |
| Kran Cranes | www.kran.ro/inchiriere-macara-constantina |
| Rental Romania | |
| Ladybird Tower Crane Hire | www.ladybirdcranehire.co.uk |
| McNally Crane Hire | www.cranehire-ireland.com |
| Sangwin | www.sangwin.co.uk |
| Schaften Leasing B.V. | www.schaftenleasing.nl |

MINI CRANE HIRE

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| GGR | www.unic-cranes.co.uk |
| JT Mini Crane Hire | www.jtminicranes.co.uk |
| Lift Limited | www.liftminicranehire.co.uk |
| Hird | www.hird.co.uk |

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| Cork Crane Hire | www.corkcranehire.com |
| John Sutch Cranes | www.johnsutchcranes.co.uk |
| Ladybird Tower Crane Hire | www.ladybirdcranehire.co.uk |

TOWER CRANES

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FURNITURE HOISTS

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TELEHANDLER MANUFACTURERS

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| Faresin | www.faresindustries.com |
| Genie | www.genielift.com |
| Haulotte | www.haulotte.com |
| JLG | www.jlg.com |
| Magni | www.magnith.com |
| Manitou Group | www.manitou.com |
| Skyjack | www.skyjack.com |
| Snorkel | www.snorkellifts.com |
| Merlo | www.merlo.co.uk |

NEW & USED TELEHANDLERS

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| Gantic, Norway | www.gantic.no |
| GT Lifting Solutions | www.gtlift.co.uk |
| TVH Group | www.tvh.com |
| Vertimac | www.vertimac.com |

TELEHANDLER RENTAL

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| JMS Powered Access | https://jms.co.uk |
| Mr Plant Hire | www.mrplanthire.co.uk |

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| Alimak | www.alimak.com |
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| GEDA | www.geda.de |
| Klaas | www.klaas.com |
| Saeclimber | www.saeclimber.com |

SPECIAL/BESPOKE ACCESS & LIFTING SOLUTIONS

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| Platform Sales & Hire | www.platformsales.co.uk |
| Warren Access | www.warrenaccess.co.uk/hire |
| Working At Height Ltd | www.workingatheightltd.com |

SPECIAL & NICHE ACCESS

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| Acrolift | www.acrolift.co.uk |
| DENKA Narrow | www.rothlehner.com |
| JMS Powered Access | https://jms.co.uk |
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| Smart Platform Rentals | www.smartplatforms.co.uk |

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| Collett & Sons, UK | www.collett.co.uk |
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| Alfa Access Services | www.alfa-access-services.com |
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INDUSTRY ASSOCIATIONS

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| 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 |

HEAVY LIFT MANAGEMENT

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| DWLS | www.dwls.co.uk |
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HEAVY LIFT PLANNING & RISK ANALYSIS

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| DWLS | www.dwls.com |
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AUCTION HOUSES

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| Ritchie Brothers | www.rbaction.com |
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BATTERY SUPPLIERS & MANUFACTURERS

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| Battery Service Hub | www.batteryservicehub.com |
| DC Battery Technologies | www.dcbattery.tech |
| C&D Technologies | https://www.cdtrajan.com |
| Leoch Battery UK | www.leochbattery.co.uk |
| Platinum International Ltd | Platinuminternational.co.uk |

LOAD CELLS & LOAD MONITORING SYSTEMS

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| PCE Instruments UK Ltd | www.pce-instruments.com |
|------------------------|--|

CONTROL SYSTEMS

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|-----------------|--|
| MOBA Automation | www.moba.de |
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GENERATOR SALES & RENTAL

| | |
|--------------------|---|
| JMS Powered Access | https://jms.co.uk |
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ONLINE TECHNICAL HELP

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

OUTRIGGER PADS, MATS & ROADWAYS

| | |
|---------------------------|---|
| Brilliant Ideas / Alimats | https://brilliantideasltd.co.uk/alimats/ |
| DAWSON-WAM Steel Mat Hire | www.SteelMatHire.co.uk |
| Mat & Timber Services | www.sarumhardwood.co.uk |
| Nolim | www.nolim.co.uk |
| 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

| | |
|------------------------|--|
| PCE Instruments UK Ltd | www.pce-instruments.com |
| Tele Radio Group | www.tele-radio.com |

WIRE ROPE & CABLE

| | |
|----------------|--|
| Rope and Sling | www.ropeandsling.co.uk |
|----------------|--|

LIFTING GEAR MANUFACTURERS

| | |
|----------|--|
| Britlift | www.britlift.com |
|----------|--|

PARTS & SERVICE SUPPLIERS

| | |
|------------------------------|--|
| Alfa Access Services | www.alfa-access-services.com |
| Crowland Cranes | www.crowlandcranes.co.uk |
| Ernest Doe & Sons Ltd. | www.ernestdoeloadercranes.com |
| Gantic, Norway | www.gantic.no |
| Haulotte | www.haulotte.com |
| IPS | www.ipspartsonline.com |
| JLG | www.jlg.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 |
| Vertimac | www.vertimac.com |

RECRUITMENT

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

SAFETY EQUIPMENT

| | |
|---------------------|--|
| Load Systems UK Ltd | www.loadsystems.co.uk |
|---------------------|--|

RENTAL MANAGEMENT SOFTWARE

| | |
|-----------------------------------|--|
| Higher Concept | www.higherconcept.co.uk |
| HireHop Equipment Rental Software | www.hirehop.co.uk |
| HireHop Equipment Rental Software | www.hirehop.com |
| Infosystem | www.levaplus.ch |
| inspHire | www.inspire.com |
| Matusch GmbH | www.matusch.de |
| MCS Rental Software | www.mcsrentalsoftware.com |
| vWork | www.vworkapp.com |

STRUCTURAL REPAIRS

| | |
|----------------------------|--|
| Crowland Cranes | www.crowlandcranes.co.uk |
| John Taylor Crane Services | www.jtcranes.co.uk |

TRAFFIC MANAGEMENT

| | |
|--------------------------|--|
| Atlas Traffic Management | www.atlastm.co.uk |
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TECHNICAL & SAFETY CONSULTANCY

| | |
|--------------------------|--|
| Access Safety Management | www.accesssafety.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 Platform Sales (APS) | www.accessplatforms.co.uk |
| Astra Access | www.astratraining.co.uk |
| Ainscough | www.ainscoughtraining.co.uk |
| AJ Access | www.accessplatforms.com |
| Boss Training | www.bosstraining.co.uk |
| Certora Training | certoratraining.co.uk |
| Haulotte | www.haulotte.com |
| IAPS | www.iapsgroup.com |
| Lift-Manager | www.lift-manager.com |
| 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 Access Training | www.warrenaccesstraining.co.uk/courses/ |

SAFETY TRAINING

| | |
|-----------------|--|
| Atlas Cranes UK | www.atlasgmbh.com |
|-----------------|--|

TRAINING SERVICES

| | |
|----------------------------|--|
| JLG Training | www.jlg.com |
| Liebherr Training (UK) | www.liebherr.co.uk |
| Lifting Equipment Training | www.letltd.co.uk |
| Mr Plant Hire | www.mrplanthire.co.uk |
| Rapid Platforms | www.rapidplatforms.co.uk |
| TH White | www.thwhite.co.uk |
| Terex Atlas (UK) Ltd. | www.atlascranes.co.uk |
| TVH Group | www.tvh.com |

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