

# cranes & access

June 2022 Vol.24 issue 3

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LOW LEVEL  
ACCESS

ALL TERRAIN  
CRANES

TELEHANDLERS

REMOTE CONTROLS

VERTIKAL  
DAYS REVIEW



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## LOW LEVEL ACCESS 17

Falls from heights of less than five metres are the biggest cause of life changing injuries and fatalities. Using low level work platforms increase safety as well as being more cost effective. We review the sector as well as visiting the latest access manufacturer Metal & Modular to find out more about its new all mechanical Navigator 6.0.

## ALL TERRAIN CRANES 27

In Europe the All Terrain crane has been the mainstay of most crane rental fleets for more than 30 years. We take a brief look at the development of the two and three axle models as well as the

changing face of the sub 55 tonne mobile crane sector which used to make up around 70 percent of the market.

## TELEHANDLERS 37

The telehandler has established itself as a hugely popular and essential materials handling machine in many countries around the world, particularly in the construction and agricultural sectors. We take a look at the latest new model introductions and product developments from the compact to the all-electric.

## VERTIKAL DAYS REVIEW 47

This year's Vertikal Days returned to the East of England Showground in Peterborough at its traditional time of year. This extended review is purely pictorial but even then, with so many products and exhibitors it was impossible to cover every stand or exhibit.

## REMOTE CONTROLS 59

Since the turn of the millennium, there has been a radical change in the way an increasing range of crane types and models are operated. Will North spoke to Potain's Remi Daporte about the changing face of remote controls in the self-erecting tower crane market.

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## ON THE COVER

The brilliant Fat Cat Brass band entertained the evening Networking event at last month's Vertikal Days



**IN THE NEXT ISSUE** Scheduled for publication late July, the next issue of Cranes & Access will include features on Tower cranes, Scissor lifts, Equipment for arborists, along with the first preview of the Bauma show and our annual source guide. 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

## TRAINING IS NOT COMPETENCY

Europe and North America appears to be experiencing a massive and growing labour shortage which threatens economic stability. The latest UK statistics for example indicate a record 1.3 million vacant positions, coupled with very low official unemployment. The situation is exasperated by 900,000 people who have apparently dropped out of the labour market altogether, while those that could work, lack the required skills or even the aptitude for the jobs available. As a result, most if not all industry sectors are struggling to find suitably qualified people.

For as long as I can remember, the UK construction industry has lobbied the government for help to solve the skills shortage problem through improved education and training policies. Yet the net result has simply seen more 16 to 18 year olds go down the academic path towards university and 'office based' careers, rather than apprenticeships and a skilled trade. As a result, good people are becoming harder to find, exacerbated by the number approaching retirement age.

With unemployment rates throughout Europe and North America at a record low, who is going to fill those vacancies?

UK ministers have spoken of creating "Super Talented" people, however their idea of education sounds as though it may create 'Super Educated' rather than Super Skilled people? Training does of course play a vital role in creating highly skilled people, but it requires much more than successfully completing a course, no matter how long it is. On-the-job experience and mentoring is perhaps even more critical.

In recent years anecdotes abound of nurses - now trained to degree level at Universities - with little ability or aptitude to actually 'care' for patients when they start work proper. The term 'over

educated and under qualified' springs to mind. Thankfully these remain the exceptions rather than the rule... hopefully.

Some companies appear to have little or no respect for experience, gained through years of honing skills in the real world. Witness the recent P&O Ferries debacle in the UK, or the government's notion that agency train drivers can be brought in to cover for proposed national rail strikes. Where are all these competent people when you need them?

Good quality, varied training combined with real work experience is what leads to competency.

There are thankfully signs of encouragement among the young. The CPA's Stars of the Future programme in the UK recognises exceptional apprentices/trainees in the equipment sector. The judging involves carefully evaluating those outstanding individuals that are nominated, looking for serious commitment, enthusiasm, a hunger to learn and grow, and that added 'X factor', marking them out as future stars. For the second year running the judges have been hugely impressed with all of those making it to the final stage. As one judge said while struggling to choose a winner: "Looking at these people, our future is in very good hands, it is heart-warming to see so many talented, enthusiastic young people coming into our industry."

The world needs far more of them, but that requires a complete change in attitude and funding from companies and governments. And you never know, it may also solve a few social issues along the way?

**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*

# TWO NIFTY NEW ALL-ELECTRIC BOOMS



Niftylift has launched two new 'low weight' all-electric booms - the 45ft HR 15E and 50ft HR17E. Both weigh in at less than five tonnes and have the classic dual sigma type riser configuration topped by a two section telescopic boom and jib with 150 degrees of articulation. The HR17E's extra height comes from slightly longer riser arms. Working heights are 15.7 metres and 17.2 metres respectively with working outreach of 9.4 metres with the unrestricted 225kg platform capacity at an up & over height of 5.8 metres on the HR15E and seven metres on the HR17E.

The overall width is two metres with an overall height of 2.1 metres and stowed length of 6.35 metres which can be reduced to 4.8 metres for transport. The HR15E weighs 4,680kg and the HR17E 4,970kg. Drive comes from electric wheel mounted drive motors supplied by AGM maintenance free batteries, with a full monitoring and protection system. The company claims that a new highly efficient electrical power system allows these units to complete a typical four day shift before needing a recharge.



## MORE DUAL CAPACITY LGMG BOOMS

LGMG has also announced four new 'H-Series' high/dual capacity diesel telescopic boom lifts. They include the 65ft T65JH/T20J, 72ft T72JH/T22J, plus the new 85ft T85J-H/T26J, and 92ft T92J-H known as the T28J in Europe. Working heights are 22, 24, 28 and 30 metres respectively. Dual platform capacities on all four are 300kg unrestricted and 450kg with a reduction in the maximum outreach.

All four units feature articulating jibs, triple entry platforms, four wheel drive, four wheel steer, oscillating axles, 360 degree slew and automatic engine speed control.



*The new T65JH - the T20J in Europe*

## NEW GENERATION LGMG SCISSORS

LGMG has launched a second generation of CE/ANSI slab electric scissor lifts. The 14 model slab scissor range comprises seven base models with working heights to 16 metres - all of which are available with either hydraulic or 'E' direct electric wheel motor drive. They include: the 19ft S0607II/S0607EII, the 20ft S0608II/S0608EII, the narrow aisle 26ft S0808II/S0808EII, 1.2 metre wide 26ft S0812II/S0812EII, 32ft S01012II/S01012EII, 39ft S01212II/S01212EII and the 1.27 metre wide 46ft S1413II/S1413EII.

The new machines have platform capacities ranging from 230kg to 450kg and are rated

as two person for indoor use or one outdoors. The lower control panel features a seven inch display, complete with multi-lingual support and Bluetooth for remote control. Other changes include upgraded components, a new swing out component tray with improved component layout and more water resistant electrical components. The new models are available with a lithium ion battery option.



## NEW 29 METRE ISOLI

Isoli has launched the new 29 metre PNT 290 articulated truck mounted platform on an 11 tonne, two axle chassis. The new lift offers a maximum outreach of 16.5 metres at an up & over height of 12 metres with its unrestricted platform capacity of 250kg with a 2.2 metre by 750mm top mounted basket. The lift mechanism comprises classic dual sigma riser topped by a four section telescopic boom with internal power track and brush type debris protectors between sections.

Slew is 400 degrees, while the aluminium basket has been designed to be quickly and easily removed and stowed on the deck, reducing the overall length, but also allowing it to be replaced with a lifting hook for light duty crane work. The overall stowed length is 8.1 to 8.2 metres depending on the installation, with an overall height of 3.43 metres.



## MAMMOET'S ACTION AGAINST HUISMAN ILLEGAL

A court in the Netherlands has ruled that Mammoet's February 2022 allegation that Huisman had infringed its intellectual property rights with the 3,000 tonne ringer crane it was building for BMS was unsubstantiated and illegal and it has been ordered to communicate this publicly.



# CRANELESS BLADE INSTALLATION

Airpes - the Spanish manufacturer and distributor of weighing systems and handling devices owned by Crosby since last year - has introduced a new 'craneless wind turbine rotor blade exchange system'.

The system uses winches on the ground to hoist or lower a single blade into position - an alternative to the increasingly large cranes required as hub heights exceed 100 metres and blades measure up to 80 metres and weigh 24 tonnes.

The 'crane less' solution involves installing a lifting rig within the nacelle to support the shackles and sheaves required for the cables coming from the winches below. The blade to be replaced is then rotated to the six o'clock position with the cables attached to the hub end of the blade. The lift from horizontal requires a small mobile crane to tail in the blade to the vertical before the winches hoist it into position so that it can be bolted in place. The process is said to be considerably less expensive and more energy efficient.



## A NEW GROVE TTS9000-2

Grove has added a new model to its North American truck crane line with the launch of the four axle 115 ton/100 tonne TTS9000-2 with all-wheel steer. It features a six section 51.6 metre Megaform Twin Lock boom to which a 10.5 to 17.6 metre bifold swingaway extension can be added, plus an eight metre insert for a maximum tip height of 80.3 metres. The extension can be offset hydraulically by up to 45 degrees.



The outriggers have four working width settings - fully retracted but down, 57 and 79 percent partial extensions and fully extended with a seven metre spread. Nine counterweight configurations are available from zero to 22 tonnes.

The crane - which joins the current TMS 9000-2 with which it shares a good deal of commonality - has an overall travel width of 2.57 metres and an overall length of just under 13.5 metres, while the chassis is just under 11.5 metres long. The overall height is 3.58 metres. Possible travel weight configurations range from 36.4 tonnes to 50.5 tonnes.

The new crane, available now throughout the Americas, has improved ground clearance as well as approach and departure angles with all-wheel steer while the rear two axles are drive and steer. Top speed is 65mph. Other features include 20 degrees of cab tilt and a remote controller for rigging.



# POTAIN TO BUILD MCT 135 IN INDIA

Manitowoc is to build the Potain MCT 135 flat top tower crane at its production facility in Pune, India. Introduced at Potain's facility in Zhangjiagang, China in 2021, the company is expecting local production of the new model will increase its popularity in India and the surrounding markets. The Pune plant already builds the smaller Potain MCT 85 flat top.

As the new crane goes into production, the company will gradually phase out production of the MC 125 saddle jib tower crane. The MCT 135 is a stronger crane, which is also easier to transport and assemble compared with the MC 125.



## TEREX ALL-ELECTRIC UTILITY PLATFORM

Terex Utilities has launched a 16.8 metre all-electric truck mounted aerial lift/bucket truck for the North American market. The superstructure of the Terex Optima platform is already available with battery power using the Hypower SmartPTO system from Viatec. However, the unit was mounted on a diesel powered Class 6/7 Medium Duty chassis. It will now also be available on a 15 tonne International eMV Series chassis from Navistar.

The Terex Optima 55 eMV Series offers a working height of 18.8 metres, with over the side outreach of 14.7 metres. The chassis has travel range of 135 miles, while the work platform has enough battery power to cover a full working day on a single charge. First deliveries are due to begin this month.



# NEW PRODUCTS AT VERTIKAL DAYS 2022

Vertikal Days returned to Peterborough last month. Visitor numbers were high on both days buoyed by the raft of new product launches from more than 200 manufacturers and suppliers represented. A pictorial round-up of the show can be found on page 47 but the following are a couple of launches. The next Vertikal Days is scheduled for May 10th & 11th 2023.

## NEW ZOMLION ELECTRIC BOOMS

Zoomlion launched the 86ft ZT88JE/ZT26JE all-electric telescopic boom lift, the 32ft ZA32RJE/ZA10RJE compact zero tailswing boom lift with an 11.5 metre working height and the new 64ft ZA64JE/ZA20JE electric articulating boom lift with a 21.5 metre working height. All three are equipped with a large battery pack and direct electric AC drive motors.

The company showed two new scissor lifts, the 53ft ZS5390RT full size Rough Terrain, and the 22ft ZS2242C 22ft compact tracked model.



*Zoomlion launched several lifts including the ZA32RJE/ZA10RJE*

## GENIE Z-45/25J RT RELAUNCH

Genie has re-released its classic 45ft Z-45/25J RT articulated boom lift - a machine that was phased out in Europe and North America in 2019 in conjunction with the launch of the new Z-45 XC. Now it is available again in Europe, the Middle East, Africa and India following strong demand. The lift features a new 24hp/18.5kW diesel engine, updated design and enhancements to improve maintenance. The 49hp/36kW Z-45/25 J RT will continue to be offered in South America, Asia and China.

## ...AND LAUNCHES S-60 FE

Genie also unveiled the prototype of the S-60 FE all-electric and hybrid versions of its new 60ft S-60 4x4 telescopic boom lifts. The new booms offer a working height of 20.6 metres and a maximum outreach of 12.3 metres with a 1.83 metre jib with an unrestricted platform capacity of 300kg. Displayed on UK distributor Workplatform's stand, they feature the well-proven AC electric wheel motor drive system from the company's 60ft Z-60 DC/FE articulated boom. Four wheel drive, electronic traction management and active oscillating axles are standard, the S-60 DC weighs 7,983kg while the FE weighs 8,051kg.

The new machines will be built at the company's Italian plant in Umbertide, with deliveries set to begin during the third quarter in Europe, the Middle East, Africa, and India, and in North America and rest of the world from early 2023.



*The updated and relaunched Genie Z-45/25J RT*

*Genie unveiled the S-60 FE all-electric and hybrid versions of its new 60ft S-60 4x4 telescopic boom lift*

## SKYJACK XSTEP

Skyjack launched its new XStep step up platform and its latest secondary guarding system the SGLE (Secondary Guarding Lift Enable). The XStep can be installed on a scissor lift, mounted to the mid rail it features a swing down base with full height guardrails to provide an extra 480mm of height with a fully guard-railed platform and self-locking swing gate.

The SGLE system for scissor lifts comprises a heavy duty shroud on the control box to protect the controller from inadvertent operation, along with two handed operation that obliges the operator to remain in an upright position and away from the guardrails, thus mitigating the risk of entrapment. The system is tamper resistant, simple to use and unobtrusive.

Other new products included the 12 and 16ft SJ12 E/16 E self-propelled mast lifts with electric drive, plus the new 45ft SJ45 AJ+ and 60ft SJ60 AJ+ articulating booms.



*The Skyjack XStep*

## THE BRONTO CHALLENGE

Bronto kicked off its 2022 Challenge Tour at Vertikal Days with follow up heats running through the rest of the year, culminating with Bauma in Munich, in October.

The Challenge is to operate one of the manufacturer's truck mounted lifts through a pre-defined route in the shortest time and minimum unnecessary movements on its brand new VR Bronto One Simulator. Scoring at the show was surprisingly high with the best score set by Matthew Hudyma of Wilson Access, who achieved 260 out of a possible 300 - could it be a winning score?

*Matthew Hudyma of Wilson Access scored an excellent 260 out of a possible 300 and currently leads the Challenge.*



*Skyjack's new direct AC electric drive 12ft SJ12E*

# SOLAR POWERED LIFT

Finnish trailer lift manufacturer Dexter Lifts unveiled a rubber tracked version of its 20ft XD800 trailer mounted scissor lift at the Maxpo fair last month, with power coming from a solar panel. The DSX 800 has an eight metre working height, is 1.5 metre wide and has a 300kg platform capacity with an 850mm roll out extension. The unit uses outriggers for both levelling and stability. The solar panel is backed up by a Honda power pack/generator for days when light is limited. Whether it is a practical solution remains to be seen.



*The Dexter  
DX 800  
Solar*

## FIRST EURO-BUILT SINOBOOMS

Sinoboom has shipped the first units to come off the assembly line at its new production facility in Poznań, Poland. The first delivery - a batch of slab electric scissor lifts - arrived at the Sinoboom Europe distribution centre in Ridderkerk, the Netherlands earlier this month.

The new plant is part of Sinoboom's global strategy to 'provide products and services with a more localised focus'. It is located on a five acre/20,000 square metre plot and features fully automated assembly lines. The facility has an ultimate annual production capacity of 20,000 units.

## ATN FOR SALE

French manufacturer ATN is up for sale following the appointment of an administrator - insolvency practitioner CBF Associés - which is seeking offers for the business which had revenues last year of €13 million and employs 56.

The company, based in Fauillet east of Bordeaux, manufacturers a range of mast booms, plus two self-propelled boom lifts, a big deck Rough Terrain scissor lift and a spider lift. It is also the French distributor for Jekko cranes and Sinoboom aerial lifts.

ATN was founded in 2000 by Daniel Duclos - the originator of the Toucan mast boom and founder of rental company Accès Industrie. Paris-based private equity and investment firm Entrepreneur Venture invested in the business in 2013, and went into administration in 2018 when it was rescued by Italian loader crane manufacturer Fassi.



*ATN mast boom*



*The Sinoboom facility in Poznan, Poland*

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# ENERPAC PREVIEWS NEW E-MOVER

Heavy lifting and jacking specialist Enerpac unveiled its new EMV-Series E-mover battery powered self-propelled load skate at a customer event at its facility in Hengelo, the Netherlands. The event - attended by about 170 customers - included its full array of equipment with demonstrations of many of its products.

The E-mover, which is due to be launched officially in July, is operated by a wireless remote controller, has a 50 tonne capacity and is designed to be used in conjunction with the company's standard MLS-Series wheeled skates.

Enerpac says that battery life is expected to be between three to five hours depending on usage.

*The new battery powered EMV-Series E-mover*



# 50 LGMGS FOR NATIONWIDE

UK-based Nationwide Platforms - a division of Loxam Access - has purchased 50 units of the 52ft LGMG SR1623D Rough Terrain scissor lift. The 2.3 metre wide 4x4 SR1623D has a working height of 17.9 metres, an overall platform capacity of 680kg and has been ordered with the optional longer dual deck extensions with 230kg capacity on each, providing a 7.4 metre long super deck when both are fully extended. The machines come with auto levelling jacks and a maximum drive height of eight metres. The first unit was displayed at the recent Vertikal Days.



## BESPOKE COMANSA

Comansa has designed and built a customised 21LC1050 flat top tower crane for Norway's Aibel offshore shipyard in Haugesund, north of Stavanger. The 50 tonne crane is mounted on a 10 metre portal and was designed to cope with working alongside the sea and to cope with the resulting harsh weather conditions, including the D25 wind zone standards.

The crane is fitted with a vision camera on the trolleys to view the loads, high luminosity LED lights on the boom, counterweights protected with galvanised steel frames, stainless steel electrical cabinet, activation of the wind release system from the base of the crane and a Geda operator hoist.

The crane has been installed with an 80 metre jib on the construction site of the Johan Sverdrup Phase 2 (JSP2) process platform - Aibel's largest project to date - where it has been used to lift a wide variety of different loads 24 hours a day, seven days a week.



*The 10m portal*



The single crane is able to reach the entire platform with more than enough capacity in hand for all of the lifts required. Comansa supplied the crane through its local distributor Rental Group, which also helped with the design specification.

## LIEBHERR UPGRADES LHM HARBOUR MOBILES

Liebherr has unveiled details of its new LHM mobile harbour crane range, which the company claims will be 'more digital and more efficient' with a more modern look, an updated cab, a new crane control system, advanced sensor integration and digital information transmission and partial automation systems. They also include Liebherr's Pactronic hybrid system.

The range will include the same seven models with maximum capacities from 42 to 308 tonnes but with a major upgrade that the company says will create a much more digital, networked and smarter crane.

At the core of the changes is the new 'Master V' crane control system which includes a new more efficient software architecture, forming the base for integrating future remote assistance and partial automation systems over the working life of the crane. The second generation Liebherr Pactronic 2.0 hybrid drive system provides two operating modes - Boost and Green - depending on the work situation.



# MASTCLIMBER ALERT

The UK's Health & Safety Executive has issued an alert regarding a serious technical issue relating to mechanical faults in drive units found on some mastclimbing work platforms. If left undetected it can cause a sudden drop of the platform, resulting in "serious injury or even death".



**Mast climbing work platforms:** Failure to detect mechanical failure in drive units leading to uncontrolled fall of platforms

**Health and Safety Executive - Safety alert**

**Report name:** HSG22 (Mastclimber Safety and Construction Issues)

**Bulletin number:** 300201-0100

**Issue date:** 11/02

**Target industry:**

- Construction sector and other industry sectors
- Directors, managers and employees who carry out design, planning, control – directly or indirectly – for supply, installation, use, inspection, servicing, maintenance, and through examination of plant, building work platforms, etc.

The problem exists with platforms that rely on two separate drive motors per mast. The Alert states that they are not always equipped with sufficient means to prevent the platform dropping in an overspeed situation, especially if damaged or poorly maintained.

See: [www.hse.gov.uk/safetybulletins/mast-climbing-work-platforms-mechanical-failure.htm](http://www.hse.gov.uk/safetybulletins/mast-climbing-work-platforms-mechanical-failure.htm).

# FE OPENS NEW ASSEMBLY HALL

France Elévateur has opened a new 1,800 square metre sub-assembly building at its plant in Flavigny sur Moselle, south of Nancy. The new facility assembles the superstructure - turret, telescopic boom and platform - and will also be used for electrical adjustments and finishing operations.

The additional space brings FE Group's total production area in France and Spain to almost 25,000 square metres and is part of a programme to increase exports from 25 to 50 percent within five years.



# ONLINE WARRANTY FOR SNORKEL

Snorkel has launched a new online warranty services portal, allowing owners to digitally manage warranty claims and information.

New users can create an account to submit a claim, search and view claim history and submit labour rate declarations.

The company said: "There is no change to how claims are processed, we are simply improving the experience to submit and track warranty claims, hopefully improving claim processing times. The new warranty services portal is part of our customer support digitisation campaign. While we still accept scanned/mailed paper copies of warranty claim submissions, this will be phased out over the coming months."

See: [www.snorkellifts.com/warranty](http://www.snorkellifts.com/warranty).



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AERIAL PLATFORMS

# FINANCIALS ROUND-UP

UK rental group **Vp** - owner of telehandler rental company UK Forks, MEP and Brandon Hire - reported revenues of £350.9 million, up 14% and its strongest pre-tax profits in years at £35.6 million compared to a £2.3 million loss last year. The company is seeking a potential buyer.



## US rental group REIC (Rental Equipment Investment Corp)

has acquired two new heating and ventilation rental companies - **Cahill Services** of Canada and **TCR** of Wilmington, Delaware.



**Snorkel** achieved sales of \$155 million in 2021, up 40% on 2020 although lower margins left the business with a loss of just over \$12 million compared to a loss of nearly \$15 million last year. First quarter 2022 saw revenues of \$41.7 million - almost 33% higher than the same quarter last year - however, lower margins and higher costs resulted in a net loss of \$4 million, up from a loss of \$3.2 million a year ago.



**Alimak** has reported first quarter revenues of SK936 (€89.4 million), up 11% on the same quarter last year. Pre-tax profits came in 10% higher at SK91 million (€8.7 million). Net debt was almost halved to SK354 million (€33.8 million) at the end of March.



US rental company **United Rentals** has posted a record first quarter with revenues of \$2.52 billion, up almost 23% on the same quarter last year, most of this was due to more than 30% increase in rental revenues. Pre-tax profits jumped more than 75% to \$483 million. The full year revenue projections have been raised to around \$11.1 billion.



**Manitowoc Cranes** - which includes Grove, National Crane and Potain - achieved first quarter sales of \$459 million, almost 30% up on last year, in spite of \$15.8 million unfavourable change



in foreign currency exchange. Order intake was \$481.5 million, marginally outpacing shipments and two percent higher than a year ago. Pre-tax profit increased from \$1.1 million last year to \$9.6 million.



Loader crane and aerial lift manufacturer **Palfinger** has reported revenues during the three months to the end of March of €485.6 million, up 19.6% on last year. The company also said that record order intake resulted in a record order book. Pre-tax profits fell 24% to €29.4 million due to high material costs which could not be passed on, as well as higher R&D and other costs.



International tower crane group **Upério** has acquired French tower crane sales and rental business **LaurentKeller** in order to expand its coverage in eastern France.



LAURENTKELLER

**Briggs Equipment UK** has acquired Scottish rental company **Access Plus** and its training division, **TrainingPlus**. Access Plus runs a fleet of around 700 aerial work platforms, as well as telehandlers from three locations in Scotland.



Wrexham, Wales-based **Graham Jones Cranes** - which entered administration earlier this year - will be 'wound up', although the operating business will continue under the trade names of G Jones Holdings and Graham Jones Contract Lifting, following a pre-pack purchase. Covid lockdowns hit revenues from £5.1 million in the year to July 2019 to £3.7 million in the 18 months to January 2021.

**Palfinger** has acquired the 35% minority stake in **Guima Palfinger** that it does not already own from Compagnie Générale Vincent, converting the business into a wholly owned subsidiary. Palfinger acquired its original 65% stake in Guima in 1999 when the company was the second largest hook loader manufacturer in the world.



Load handling and rigging equipment manufacturers US-based **Crosby** and Japan's **Kito** have signed a merger agreement to

combine the two businesses. The merger will be transacted by a cash tender offer by Crosby for all 21 million shares in Kito for ¥2,725 (\$21) per share - a total of \$442 million - which represents a premium of 64.3%. The Crosby revenues are not disclosed but have been estimated at more than \$270 million. Kito had revenues for the year to the end of March of ¥62.5 billion (\$483 million) with pre-tax profits of ¥6.4 billion (\$49.6 million).



US-based Rubber Tired Gantry (RTG) Crane and port handling equipment manufacturer **MI-JACK Products**



has acquired German collision avoidance and work zone protection specialist **Yardeye**.



Safe. Time.

Telehandler and light equipment manufacturer **Wacker Neuson** has completed the acquisition of all the equity of Spanish concrete compaction equipment manufacturer **Enar/Enarco**.



Irish/UK rental group **AER Rents** - part of Ireland's **O'Flaherty Holdings** group - has acquired **Chippindale Plant** which operates from eight locations in the north of England. Chippindale has revenues of £19.5 million with around 120 employees. The AER Rents group also includes Mr. Plant Hire, Mainline Group, Drogheda Hire & Sales & Welfare 4 Hire.



**Sarens** has formed a Joint Venture with Scotland's **PSG Marine & Logistics** to expand its offshore wind support operations in the country.



**Hirepro Holdings UK** has acquired **Liftright Access** in an all-share deal brokered by **The Hire Exchange**. Liftright Access was established in 2009 as a sales and service company. It was acquired by Gary and Caroline Fleckney in 2010 who added a rental operation. Based in Bedfordshire it serves the Bedford, Luton and Milton Keynes area. The couple plan to stay with the business.



# GENIE SPILL GUARD

Genie has launched its Lift Tools Spill Guard hydraulic oil containment system for its E-Drive slab electric scissor lifts. The system needs to be factory installed on the direct electric drive models from 14 to 40ft platform height - 6.2 to 14 metres working height. It comprises a single swing-out rectangular tray with an absorbent pad for catching any hydraulic oil leaks. Genie says the tray is built-in and does not rely on magnets to remain in place. Another small tray is located below the hydraulic steer cylinder.



*The only hydraulics on board E-Drive models are the lift and steer cylinders which eliminate 70% of hydraulic fittings reducing the chance of leaks. The spill guard protects against the rest.*

# A NEW PERSPECTIVE

Last month JLG held a number of 'New Perspective' open days at its new Power Towers/JLG UK production facility in Leicester. The events were held instead of attending this year's Bauma exhibition.

Several new product launches were on display including the CE version of the new 670 SJ Self-Levelling 67ft telescopic boom lift, the RT4769 Quik Level Advanced self-levelling compact Rough Terrain scissor lift, the latest 45ft/52ft electric articulated boom lifts - the EC450AJ and EC520AJ - and the 22 metre telescopic X22S JL spider lift built for the company by Hinowa. Also on show was the recently launched battery electric conversion kit for the 66ft 660 SJ diesel boom lift, now available with a lithium battery pack option.

A number of new low level Power Towers models and features were also unveiled,

including a new 5.9 metre work height Power Tower.

For more information on the Power Tower models see the low level access feature page 17.

*One of the open days at the Leicester plant*



*Some of the low level models*



*JLG 670 SJ SL on the uneven ramp*



*The RT 4769 Quik Level*



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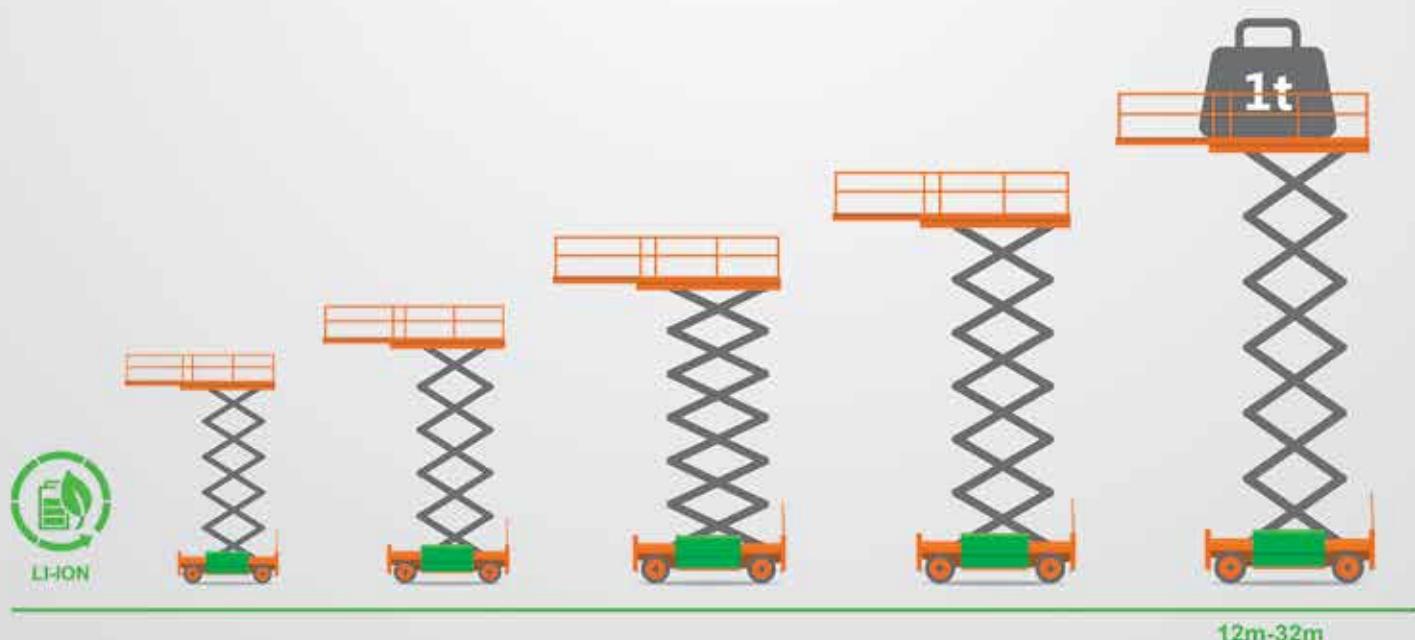
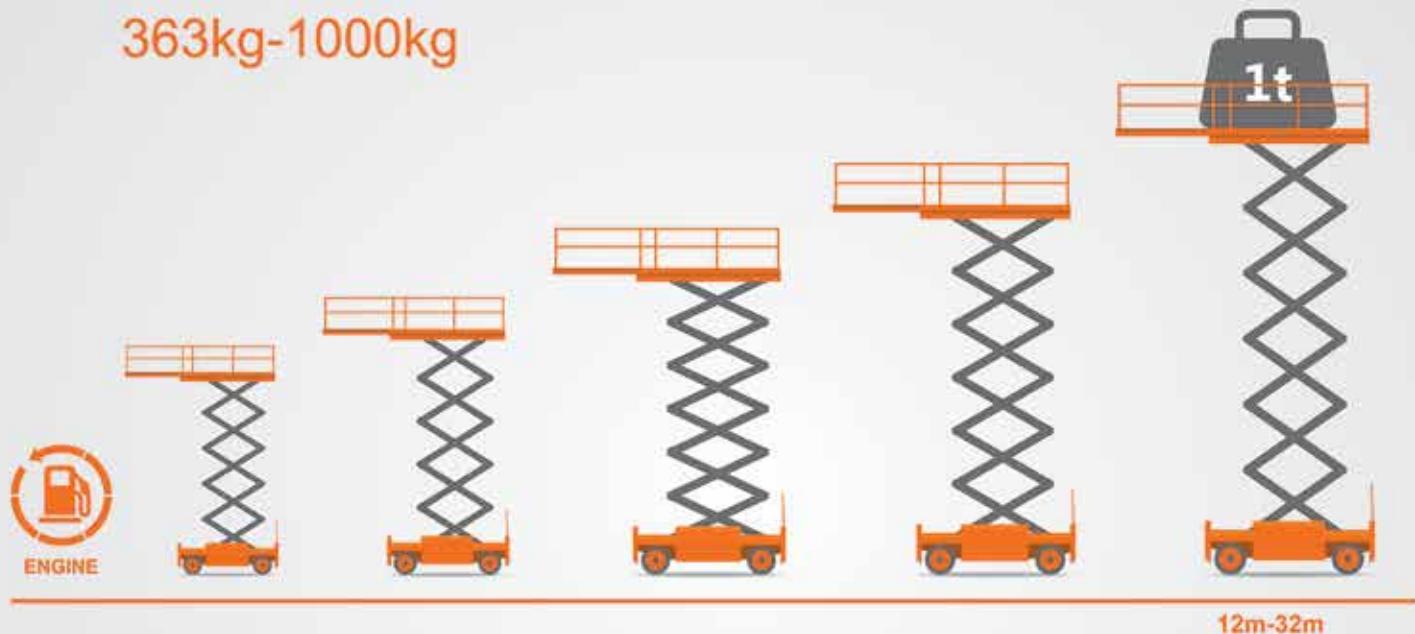


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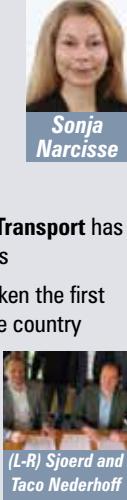
# NEWS HIGHLIGHTS

- **Kalmar** is to upgrade and expand its manufacturing plant in Ottawa, Kansas
- UK rental company **Bryn Thomas** has taken a second six axle **Spierings SK1265-AT6**
- German company **Gräber** has taken a 70t **Liebherr LTM 1070-4.2** and 150t **LTM 1150-5.3**
- The **NCCCO Foundation** has appointed **Fred Simmons** as chairman of the Crane Type Advisory Group following the retirement of **Dave Ritchie**




**Dave Ritchie**  
**Fred Simmons**
- Scotland's **Bernard Hunter** has taken its 35th Liebherr crane - a 110t **LTM1110-5.1**
- Singapore-based **LH Construction & Machinery Leasing** has taken the first two 100t **Tadano GR-1000EX-4 RT** cranes in Singapore
- **Sarens** has formed a JV with Scotland's **PSG Marine & Logistics**
- Finnish marine and industrial crane and handling equipment manufacturer **Konecranes** has appointed **Anders Svensson** as chief executive
- The **Department of Municipal Services (Zuk)** in Radom, Poland has taken a new 23m **Ruthmann Ecoline 230**
- French manufacturer **ATN** is up for sale following the appointment of an administrator earlier this year
- **JLG** owner **Oshkosh** has acquired Canadian fire and utility vehicle manufacturer **Maxi-Métal**
- **LGMG** has added to its European support team with **Roland Faber** as head of the European service, **Harold van der Made** as training manager for Europe and **Christian Fuchs** as service manager Germany, Austria, Switzerland and the Czech Republic.
- Ireland's **Kavanagh Crane Hire** has repeated an order for two new **Tadano** AT cranes - a 100t AC 4.100L-1 and a 220t AC 5.220L-1
- UK rental company **Select Plant Hire** has ordered its first two **Terex CTT 472** flat tops
- **Collé** has opened a new branch in Peine near Hanover, Germany
- **Palfinger** is setting up a pan European Works Council
- **EnerMech** has appointed **Kenny Anderson** as strategy director
- Germany's **Hofmann Kran-Vermietung** has taken three **Dinolift** T-model trailer lifts
- Spain's **Grúas Alhambra** has taken a new 250t **Grove GMK5250L-1 AT**

- French company **Lelieur Levage** has taken a 230t **Liebherr LTM 1230-5.1**
- **Mycrane** has appointed **Allan Taylor** as its franchisee in Singapore, Thailand and Indonesia
- Taiwan's **Huixiang Crane Lifting** has a new flagship - a 250t **Grove GMK5250XL-1**
- Germany's **Scholpp Kran & Transport** has taken a 700t **Liebherr LTM 1650-8.1**
- **Electroelsa** has appointed **Direct Hoist Sales** as its UK distributor
- **Uperio** has acquired French tower crane business **LaurentKeller**
- **Maxim Crane Works** has appointed **Sonja Narcisse** as chief human resource officer
- **Palazzani** has appointed **ScandKran** as its dealer for Sweden
- Dutch company **Schot Verticaal Transport** has ordered five more **Spierings** eLift's
- Serbian company **Beokran** has taken the first 150t **Liebherr LTM 1150-5.3** in the country
- A third generation of the Nederhoff family - **Taco and Sjoerd Nederhoff** are taking over the day to day management of the Dutch crane company **Nederhoff**



**(L-R) Sjoerd and Taco Nederhoff**
- UK crane company **Delden Cranes** has taken its tenth 160t **Liebherr LR 1160**
- US distribution company **Alta Equipment** reported first quarter sales up 232% to \$331.7 million thanks to acquisitions
- **Bernard Hunter** has taken Scotland's first Maeda MC 305 CB-3 eco spider crane
- **Haulotte Italia** has signed a distribution agreement with **Intralog** a network of 20 Toyota dealers, to distribute its products to Italian industrial and logistics companies
- German company **Hack Schwerlastservice** has taken a 45t **Tadano AC 3.045-1** city AT
- Welsh rental company **Davies Crane Hire** has taken the UK's first 450t **Tadano AC 7.450-1**
- **Kranlyft** has appointed **Ahern Ibérica** and **Ahern Denmark** as Maeda dealers for Spain and Denmark
- **LGMG Europe** has appointed **Sibel Aygül** as sales manager, Middle East
- Chicago-based **RentalMax** has acquired **A to Z RentAll and Sales** from **Kevin Hoffman** and family
- UK's **Bronzeshield Crane Hire** has taken a 300t **Grove GMK6300L-1 AT**
- **Haulotte** has appointed **Matech** as distributor for aerial lifts and telehandlers in Tunisia
- German crane company **Härzschei** has taken the world's first 80t **Tadano AC 4.080-1**
- UK rental company **Premier Platforms** has entered the UK spider lift rental market
- Switzerland's **Clausen Kran** has taken a 150t **Liebherr LTM 1150-5.3 AT** and 90t **LRT 1090-2.1 RT** - the first in Switzerland
- Brazilian company **Mills** has appointed **Caroline Pepe dos Santos Leonard** as CFO as well as **Tatiana Cristina Aranda Medina**
- Ireland's **East Cork Crane Hire** has taken a 25t **Kato CR-250Rv** city crane
- UK's Genie distributor **Workplatform** has promoted three directors - **Paul Harbey** as sales director, **Adam Smith** as service director and **Dean Brooks** as ops director



**(L-R) Dean Brooks, Adam Smith and Paul Harbey**
- France **Élévateur** has appointed **Elite Access Repairs** as its partner for the UK
- Italy's **Scandiuzzi Steel Constructions** has taken two 80t **Terex TRT 80 RTs**
- UK's **Lee Lifting Services** has taken a 60t **Liebherr LTM 1060-3.1** and 90t **LTM 1090-4.2**
- **Ahern Australia** will distribute **Ausa** products in Australia
- The £775 million acquisition of **Euro Auctions** by **Ritchie Bros** has fallen through
- Italian company **Magis** has taken an 800t **Liebherr LTM 1750-9.1 All Terrain**
- UK rental company **Speedy** has reported revenues and profits back to pre-Covid levels while CEO **Russel Down** has confirmed his retirement later this year



**Russel Down**
- **Haulotte** has appointed **RentEase BD** as its platform distributor for Bangladesh
- **Bobcat** has appointed **Stenderup** as its authorised dealer for Denmark
- UK's **GTAccess** has purchased 14 new **Multitel** truck mounted lifts
- Saudi Arabian **Expertise Contracting** has purchased 79 new **Tadano** cranes
- French manufacturer **Klubb** celebrated 20 years in business with a customer and dealer event.
- The US Port of Savannah - **Georgia Ports Authority** - has ordered 22 cranes from **Konecranes**
- UK's **Smart Platform Rental** has appointed **Joanne Rogers**, while **Rob Jensen** joins the board as operations director




**Joanne Rogers**  
**Rob Jensen**

See [www.Vertikal.net](http://www.Vertikal.net) news archive for full versions of all these stories

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# LOW LEVEL CONUNDRUMS

The term Low Level Access has crept into the industry's terminology and is now firmly entrenched. But speak to different people about what they understand by the term and you are likely to get a wide range of responses, especially if you ask for answers to be limited to a few words.

**Some think of push around scissor lifts, perhaps adding podium steps, others of step ladders or small self-propelled scissor lifts and others manually powered lifts. Ask about platform heights and responses range from two to six metres. Most commonly people think of working heights around five or five and half metres...so a 12ft mast lift might or might not qualify. And yet this year sees the arrival of at least two push around scissor/sigma lifts with working heights of six metres - or thereabouts. The introduction of lightweight scissor lifts with all the characteristics of push around models but incorporating a simple self-propelled drive system further confuses the sector.**

## NEW LEGISLATION CREATED A MARKET

Until now the Low Level push around lift phenomena has been limited to a few markets. The concept initially took off in the UK with the launch of the Pop-Up push around scissor lift at the start of 2006, followed by the original Power Tower in 2007, both in response to the implementation of the Temporary Work at Height Directive into UK law. Until that time, UK work at height rules generally considered work at height to apply to platform heights of more than two metres.

The new legislation considered work at height to be anything above ground level. Rumours abounded that ladders were banned from job sites as some contractors reacted to the threat of the new legislation without considering unintended consequences. The rumours caused the Health & Safety Executive to start a 'Myth Busting' section to its website to refute such claims. However, they arguably created a new product sector or more truthfully put rocket fuel under an ultra-niche, rag bag mix of products.



**Bravi introduced the first lift in 1995**

### Great health and safety myths



**Myth 1: Is safety overkill?**  
Safety is often seen as overkill, particularly in smaller businesses. In reality, it's a key factor in maintaining a competitive edge and avoiding costly accidents. By investing in safety, you're protecting your employees and your business's reputation.

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**Pop-Up**



**First Power Tower**

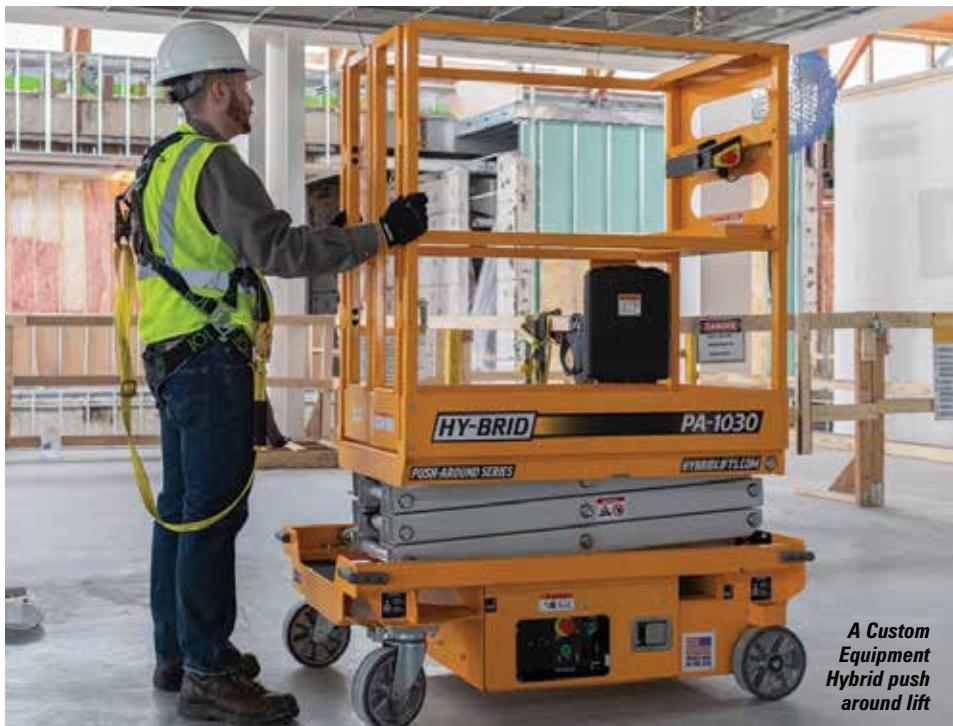
## LOW LEVEL ACCESS

Sales for the new products soared, Pop-Up sold or booked orders for 6,000 unit in its first year. Power Towers also got off to a strong start thanks to Nationwide Platforms taking its first year's production, and then some. Another beneficiary was the veteran of the industry Italy's Bravi which began manufacturing its Lui Mini in 1995 later becoming the Leonardo. Sales increased to such a degree that the company built an extra assembly hall at its plant in Pescara on Italy's east coast opposite Rome.

### SLOW GLOBAL ENTHUSIASM

Perhaps surprisingly in the 15 years or more since, the penetration seen in the UK has not really spread to other countries. There has been some significant take-up in France and the Netherlands and to a lesser extent Germany. More surprising is a strong take up in parts of the Middle East which seems counterintuitive, until you look deeper and find that it has been driven by UK-based contractors and construction managers who adopt the same work practices as in their home market.

The North American market is a hard one to judge. Several US manufacturers do very well in their home market with low level equipment, so that although market penetration is relatively low in terms of the total units sold it is likely to count as one of the larger markets for low level access, if not the largest. Manufacturers include Custom Equipment/Hybrid, GMG and MEC. All too often though contractors simply use a larger machine such as a 19 or even 26ft scissor lift, occasionally not even needing to the raise the platform to reach the work. That's fine if you have the



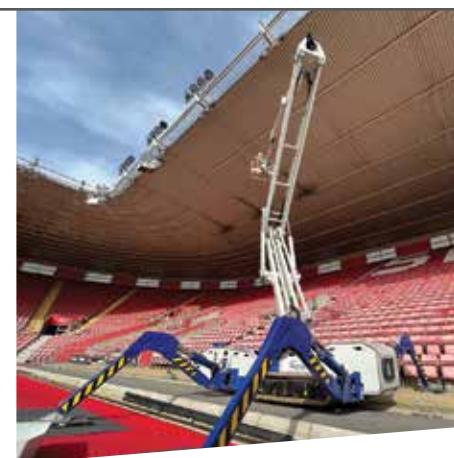
A Custom Equipment Hybrid push around lift

space and there are no floor loading restrictions, but with the trend towards multilevel 'big box' structures this factor is becoming more critical, as is space and guarantees against leaks or other contamination which raises another issue. But we are getting ahead of ourselves.

### THE ARRIVAL OF THE MAJORS?

The leading aerial lift manufacturers have tended to shy away from adding low level aerial lifts to their product lines, usually leaving it to smaller

companies, although Snorkel has actively participated in the market and at one time had a partnership with Pop-up. Today the company offers five models including the new S3210P with a five metre working height. Market leader JLG changed this trend when it acquired Power Towers in 2015 and has run the business as a separate unit within the company. That has begun to change in the past year or two as becomes more integrated. So far though JLG's ownership



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- suitable for sensitive floors
- perfect in congested areas



## LOW LEVEL ACCESS

JLG 1030



does not appear to have had a major impact on sales of Power Towers products into other markets. It is, of course always a challenge for a distributor or sales team to focus on a product range that runs too wide. Give a salesman a spread of products that runs from a \$3,500 low level platform to a \$150,000 boom lift and the focus is almost inevitably going to be on the larger kit.



Having said all that Haulotte has decided to dip its toe in the water with the introduction of a dual range product line up, which it appears to be badging rather than manufacturing itself. The company is keeping 'tight lipped' who is manufacturing them - possibly two companies?

### MICRO SELF-PROPELLED SCISSORS AND MASTS

At the other end of the product spectrum is a growing line up of 13 or 14ft micro scissors such as Genie's GS-1432m and Skyjack's SJ3014 which are sitting just above the low level classification, while the 12ft mast lifts from Skyjack, Snorkel and JLG are at the top end as are the 12ft scissor lifts such as the Dingli JCPT0607DCM.

When the 15 and 19ft 'elevator' type micro scissor lifts arrived in 1994, the challenge was how to produce them cost effectively compared

to existing 20ft models. Volume was the secret back then with companies like UpRight building more than 20 units a day. In today's more competitive market with its higher costs, that strategy will no longer cut it. It now requires a clever, clean sheet design with production and assembly considerations at the fore, combined with a sophisticated unautomated production line. And if you look at where the epicentre of this type of manufacturing is, you have to conclude that it is China. In fact, machines introduced by two of the early participants in the market, Pop-Up and Youngman/Boss X, were built by Chinese contract manufacturers.

The exception was Power Towers which managed to be highly competitive from a small assembly plant in Leicester, England, mainly due to low overheads, good sub-contractors and lots of owner led experience. Under JLG ownership it has moved into a substantially larger plant nearby and is now looking to ramp up production volumes.

*Micro self-propelled scissor lifts like this Imer Easy-Up 5SP could cut into the top end of the market*



**www.matilsa.es**  
**matilsa@matilsa.es**

A large white telescopic boom lift, model 444, is shown in a side profile view. The lift has a white cab and a white platform. The number "444" is prominently displayed on the side of the cab. The platform is extended downwards. The lift is parked on a rocky surface. The background is a plain grey wall.

# ELECTRIC power

An industry first, the new **Snorkel SR626E** is the world's first lithium electric powered rough terrain telehandler. Its full-time 4-wheel drive is powered by efficient lithium-ion batteries for long-lasting durable performance. Built compact, the SR626E is highly manoeuvrable with reduced noise and zero emissions, making it ideal for indoor and outdoor use.



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## LOW LEVEL ACCESS

### POWER OR NOT

As we touched on earlier, cleanliness is an increasingly important issue on site, as is power supply, both of which tap neatly into contractor's aims to reach 'Net Zero' as soon as possible. All of the early Low Level machines were powered by the classic battery - electric motor - hydraulic pump - and cylinder or motor drive train, from the first Bravi machines through to the Pop-Up and Power Tower, although the latter machines dropped the drive in favour of human push power.

Then in 2012 Power Towers launched the 3.5 metre working height Pecolift, with no hydraulics, no batteries, in fact no electrics or power at all. You simply pushed it around and turned a large flywheel to ascend or descend - 'simples'. The new model had a tiny footprint and weighed just 180kg. The gas spring assisted lift took the platform to full height in 11 seconds with very little physical effort, while four point automatic braking was activated as soon as the platform lifted off. The unit was an instant success, Nationwide alone taking more than 1,000 units in the first 12 months.



*The Power Towers Peco*

Contractors working on major projects at the time - such as the St Barts redevelopment and Heathrow's new terminal T2B - needed hundreds of small step ladders, podiums or ideally lifts to carry out the fit out work efficiently. The idea of having to place 200 or more small scissor or mast lifts on charge over night was a potential nightmare. The Pecolift concept solved all that in one clean sweep being the right machine at the right time.

### NON POWER - CHOICES GROW

Today there is a choice of manually operated work platforms. JLG has both the Pecolift and the Ecolift which offers a little more reach than the Pecolift with a 4.2 metre working height. Essentially it is a Pecolift with slightly longer masts, giving it a higher stowed height obliging you to climb a step into the platform. The extra height is a factor, although the penalty for that is more weight -



*The Ecolift*



A more recent introduction comes from Italian manufacturer Gromet which launched two new Low Level platforms under the Axolift brand last year. One was the manually operated Manulift 200 which offers a four metre working height, 125kg platform capacity 740mm x 640mm platform, low level entry and an overall weight of 249kg, possibly combining the best features of the Peco and Eco? The manual lift mechanism looks similar to the Pecolift, but apparently does not contravene the patent and does not use gas springs. We have yet to give it a test drive and the proof, as they say is in the eating. The other model is the battery powered Elift 350 push around with a 4.95 metre working height.



More recently the British-built Navigator 6.0 arrived on the scene a few months ago, featuring a scissor lift structure and manual flywheel elevation, with a six metre working height and many innovative features. See page 25.

### HAULOTTE ENTERS THE FRAY

In April Haulotte announced its entry into the sector with seven new lightweight models with working heights of less than six metres. Two push around mast lifts include the Move Up 4.6 and Move Up 5.6 with working heights of 4.6 and 5.6 metres respectively with 670mm x 660mm platforms and 159kg platform capacity. The overall width of the machines is 700mm with a stowed height of 1.8 metres and overall weight 288kg and 378kg respectively. Power for the masts comes from a single 12 volt AGM battery. The two push around scissor lifts include the Swift Up 3.8 and Swift Up 4.5 with working heights of 3.8 and 4.5 metres, a 1.04 metre x 570mm platform and 240kg platform capacity.



*Zarges Liftmaster U*



*Haulotte Swift 4.5 and Move Up 5.6*

## LOW LEVEL ACCESS

### NEW DEVELOPMENTS FROM JLG/POWER TOWERS

JLG held a series of open days at its Power Towers plant in Leicester last month. Although the focus of the events was not particularly on low level platforms, there were a number of innovations on display.

The most striking is a move towards vertical intermediate guardrails on its mast type lifts which included the Nano, Nano SP Pecolift and Ecolift, to prevent users from standing on the mid rail in order to gain 500mm or so more reach. The company says that in addition to solving a potential safety issue, it is easy to install and apparently has no impact on weight.

It is also working on a new slightly higher Power Tower with a working height of 5.9 metres, the new model looks similar to the original push around unit, but the sigma type lift mechanism has been tweaked to provide the extra 800mm of working height. This will allow it to go head to head with the new Navigator 6.0 but also some of the other self-propelled micro scissor lifts.

Also new on the Power Tower front is the updated Duo. Launched in 2019 for the Middle East market it incorporates outriggers or stabilisers to provide an outdoor rating. The company is now using the lift to add a material rack for sheet materials. ■

### NEW SNORKEL PUSH AROUND LIFT

The Snorkel S3210P launched last year, is the latest low level scissor lift in the company's range and features a working height of five metres, with a 1.1 metre x 520mm platform - a little narrow perhaps? Platform capacity is 240kg and overall width 810mm. The unit weighs a hefty 470kg, but has an outdoor rating and, if you need it, a decent platform capacity.



Snorkel S3210P

The overall length of both is 1.2 metres, the overall width 700mm, and weigh 270kg and 315kg respectively. Power comes from the same 12 volt AGM battery used by the Move Up mast lifts.

And finally, a three model Swift Up self-propelled scissor lift line - the Swift Up 4.5 SP, Swift Up 5.0 SP and Swift Up 5.9 SP - with maximum working heights of 4.5, 5.0 or 5.9 metres respectively.

Platform dimension on the 4.5 SP is 1.04 metres x 570mm while the two larger models have a 1.28 metre x 650mm platform. Capacity on all three is 240kg and overall width 700mm. The battery pack comprises two 12 volt AGM batteries and drive is direct electric wheel motors.

The new range will be initially available in Europe, but not the UK for some reason, and throughout the Asia Pacific region apart from South Korea, while in South America only the Swift Up SP range will be offered.



JLG Guard Rails



JLG Power Tower Duo

### COMPATIBLE WITH SOLO-GYPS



87mm GROUND CLEARANCE

### Leonardo HD

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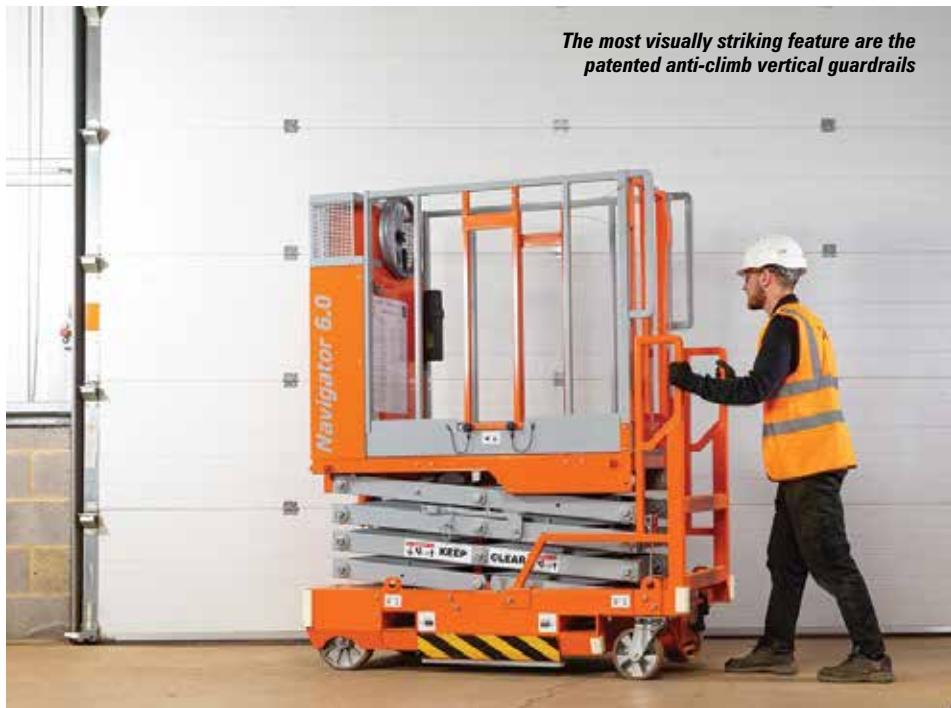
\* Restricted weight has an impact on working envelope reach dimensions.



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JLG



# CARBON ZERO, FULLY MECHANICAL... THE WAY FORWARD?

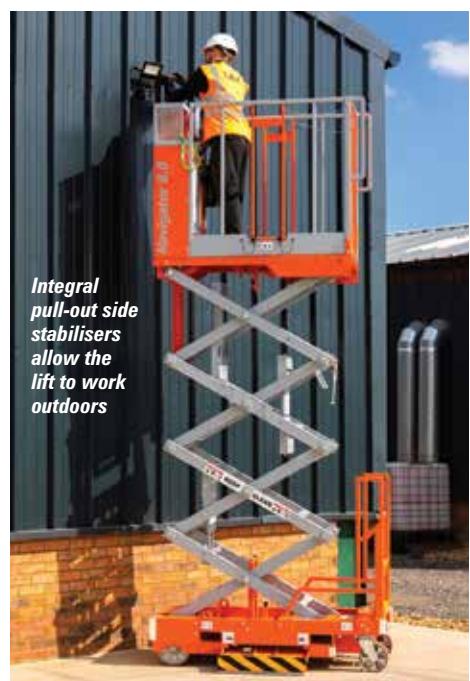
Launching a totally new aerial work platform brand in the current economic and political climate is bold. However, UK-based Metal & Modular Fabrication Services has done just that, unveiling its first access platform - the self-powered, fully mechanical, carbon zero, push around scissor lift, the Navigator 6.0 - in spite of having no experience in powered access market.

**With a working height of six metres, it not only claims to be the highest manually operated platform on the market, but it also includes several new and innovative features. And despite being a small manufacturing company in Flore, Northamptonshire, Metal & Modular has its sights set on taking on the major manufacturers with a well designed, high quality product with almost 100 percent English content. Aimed at the global market, its six metre working height means that it can cover the low level sector but also deal with the majority of work currently carried out by smaller self-propelled scissor lifts, from the start to the end of the project.**

Using its in-house design and manufacturing capabilities, Metal & Modular aims to develop high quality, bespoke safety, security and material handling equipment mainly helping to prevent the theft of tools and reduce the risk of accidents

on site. Its main products include mobile stores and workbenches, cutting stations, load trolleys, mobile pipe racks and stores. Those involved in low level access may also know its range of guards and tool trays for Power Tower/JLG Eco/Peco machines.

Its prototype push around scissor made its first appearance in February at the UK's Executive Hire Show. Since then it has undergone a weight reduction programme using aluminium rather than steel to reduce its overall weight from 670kg to just 500kg - making a huge difference to transportation. The lightweight aluminium unit was launched at Vertikal Days last month and is already attracting a lot of interest. The company says that it has booked orders for 200 units and is expecting several large orders over the coming months. It hopes to build around 500 this year - all staying in the UK - with the aim to ramp up production over the next few years as



## LOW LEVEL ACCESS

demand increases and it begins exporting. It sees the potential for annual production to rise into the thousands. The first machines to be produced are earmarked for Mr Plant Hire and should ship in July with units for Broughton Plant and Sales coming soon after.

"Initially we will concentrate on the UK market with Metal & Modular dealing with the major rental accounts but supported by our newly appointed dealer International Platforms," says Lee Crosse, strategic executive officer who previously worked with JLG and Power Towers. "However, because the product has a working height of six metres it will be also appeal for markets such as North America, France and Germany which look for higher working heights from push around lifts."

The Navigator's main designer, Michael Brown, has incorporated many unique features - several of which have been patented or are patent pending. The most visually striking feature are the patented anti-climb vertical guardrails - possibly a first for an aerial lift. The platform has also been designed so that the guardrails can be easily removed allowing an operator to be rescued more easily in the case of an emergency.

The unit can fit through a standard doorway, measuring 1.98 metres high, 730mm wide and 1.3 metres long. The platform dimensions are 690mm by 1.1 metres, but the length can be extended to 1.5 metres with the 400mm deck extension.

Integral pull-out side stabilisers allow the lift to operate both indoors and outdoors in windspeeds



*Lee Crosse with Vicki Allen of International Platforms*



*Turn handle to go up...*



*The integral pull-out stabilisers*

of up to 12.5 metres a second. As mentioned earlier the overall weight has been reduced to 500kg and the lift features high quality castors with a maximum capacity of 2,000kg with 800kg per fixed wheel. Other features include tethering accessories for tools, anti-surf brakes, transport and deck lock, a winch point and an optional brick guard.

The company is keeping the details of the mechanical workings that lift the platform close to its chest. The unit is fully mechanical with no hydraulic or electrical components. To raise the platform to the chosen height the operator simply turns the handle. Safety features mean that it cannot be raised without someone in the platform.

"We are all about a product that is carbon zero rather than producing an electric platform that requires charging which is not," says Crosse. "And although it is fully mechanical it is not a low level platform but has a very useful six metre working height."

The company also claims that the manufacturing process helps with its aim to be carbon zero. Its welding method for example, employs a mechanical strip which uses 80 percent less weld material, while the paint process is twice as quick and uses a much lower temperature than normal - both aimed at reducing carbon emissions.

The company says that the unit is also 'competitively priced'. While nothing has yet been confirmed, if the Navigator 6.0 is successful, Metal & Modular is likely to add to the range - perhaps with a smaller Navigator 4.0 or 4.5?

Watch this space! ■

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# CRANE MAINSTAY

In Europe the All Terrain crane has been the mainstay of most crane rental fleets for more than 30 years. It is easy to think it was always the case yet they only began to appear in the late 1970s and never took off until the 1980s. Until then most European rental fleets were made up of truck cranes while in North America it was a combination of truck and Rough Terrains, the vast majority less than 50 tonnes.

**In the following pages we look at changes to this market which has shrunk significantly and yet in China and other regions the 25 tonne truck crane still makes up most of the rental market. So, what has changed in the West?**

Economics and alternative solutions have played a role - low rental rates for two or even three axle All Terrains, combined with rising prices for new cranes undermined their financial viability. The cost of an operator which is the same for a two axle 40 tonner or a 100 tonne crane is also a factor. Alternatives include aluminium boomed truck cranes - from Böcker or Klaas - articulated loader cranes and telehandlers. Some jobs previously carried out by small ATs have also been taken over by spider cranes which can get closer to the lift and compete with larger cranes working at longer radii.

As a result of shrinking demand Grove dropped its two axle models a few years back while sales of Tadano's ATF40G-2 and Liebherr's LTM 1040-2.1 also waned. Conversely Irish company Rivertek began importing Kato city cranes into Europe, starting with the 20 tonne two axle CR-200Ri in 2015. The Kato relaunch has been highly successful, with an updated range now offered.



## BACK IN THE MARKET

Then Demag reintroduced its three axle AC45 City crane, while Liebherr updated its LTC 1050-3.1. More recently Tadano unveiled a new two axle All Terrain - the 40 tonne AC 2.040-1 - and we know that Grove was looking to re-introduce a two axle All Terrain this year or next, although we have no idea if this still remains a live project. Quite why manufacturers and their customers are ready to dip their toes back into the market has been hard to define. However, as the next few pages highlight, the market is now divided between two cab ATs and single cab City cranes. Their advantages over truck or loader cranes include compact dimensions as much as all wheel drive and steer.

If you look back to the birth of the All Terrain, Thomas Smith in the UK and Germany's Demag can claim to have designed All Terrain crane concepts in the 1950s, but it was Gottwald that commercialised the concept in 1966 with the AMK 45, an 18 tonne 'push-me pull-you' single cab machine. Eight years later France's PPM launched a high speed 14 tonne Rough Terrain, the 14.07 ATT - to all intents and purposes the first City crane - or a Rough Terrain crane with high travel speed and sprung suspension.

The concept of a pick & carry 4x4x4 Rough Terrain crane combined with the road manners of a truck crane has always been an attractive proposition. In Switzerland, Grove dealer Stirnimann converted 18 tonne Grove RT60S Rough Terrains into All Terrains by changing the transmission and installing a chassis cab with mechanical steering connection. The cab folded into the chassis when on site. A few years later Grove copied the



Gottwald with the 18 tonne AT180, which sold moderately well but was notoriously unreliable... as were the Gottwalds.

## THE GAME CHANGER

In 1977 two 25 tonne 'game changers' arrived, the P&H WS-250M based on its Rough Terrain model and built in Dortmund, Germany and Liebherr's 25 tonne LTM 1025. Both models were however also unreliable. Grove dropped the AT 180 after failing to overcome the reliability issues, and quit the AT market, only returning full force in 1995 with the Krupp acquisition.

Liebherr however, persevered and by the mid-1980s managed to overcome the reliability issues and the concept finally took off. P&H then introduced the 15 tonne Omega S-15 which also sold well - it looked right and was a handy little taxi crane. At this point all ATs had drive controls in both cabs and offered pick & carry capacities. Somewhere along the way superstructure cabs lost their steering wheels, although the city type All Terrain retains it of course. Perhaps that and the more compact dimensions are what makes them a popular alternative to small All Terrains?





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*The Grove GMK3050-3 All Terrain**The Tadano AC 3.045-1 City*

# INDOORS AND OUT

**At the lower end of the All Terrain market - 55 tonnes and below - a sharp distinction has emerged between two crane types - the classic All Terrain concept that first emerged in Germany which focuses on good road performance with off road capability, and 'city' cranes, with roots in Japanese Rough Terrain crane designs, which tend to focus on compact dimensions for tight spaces, often working indoors.** Will North reports.

**Design distinctions can be seen across most All Terrain classes. At higher capacities, some cranes offer exceptionally long booms and minimal set-up for jobs such as tower crane erection, while others focus more on offering a range of configurations for the heaviest lifts. In the mid-range market, a new generation of long boom cranes has begun to push out shorter boom counterparts.**

At a glance though, it can be hard to spot the difference between these crane types. That is not the case when it comes to the smaller All Terrains. The difference between a 'standard' All Terrain and a 'city' crane is immediately apparent: city cranes have a single cab and a boom that stows at a negative boom angle beside the cab when travelling.

The 'boom down' design (highlighted in the accompanying chart), and lack of a chassis cab, allows for significantly reduced carrier dimensions. For example, Kato's CR-250Rv city crane lifts 25 tonnes and has a 29 metre main boom but has an overall chassis length of just 7.31 metres. Liebherr's smallest All Terrain, the 30 tonne LTM 1030-2.1 - which dates back to 1997 with over 2,500 delivered - is a standard dual cab design, has a slightly longer 30 metre boom, but a carrier length of 8.53 metres.

On the road, a similar difference can be seen. Tadano offers two All Terrains between 40 and 45 tonnes capacity. The all-new classic two axle 40 tonne AC 2.040-1 has a 35 metre boom with an overall stowed length - including boom overhang - of 11.14 metres. Its 'city' counterpart, the 45 tonne three axle AC 3.045-1 has a 30 metre boom and an extra axle but is 2.44 metres shorter on the road and offers a tighter turning circle on the

*The Liebherr LTM 1030-2.1*

job site or in the confines of a factory.

The geography of countries like Japan and Italy - both long and narrow, surrounded by sea and with a mountainous spine - has perhaps helped shape the designs developed by their crane engineers. Both countries have developed ranges of compact crawlers, spider cranes, small truck cranes, pick & carry cranes, and Rough Terrains that allow owners to bring lifting power into tight spaces.

*The Kato CR-250Rv*

# ALL TERRAINS



**Gruas Roxu**  
lifts a Kato  
city crane on  
to a bridge in  
Spain



Japanese city cranes became popular, as the name suggests, for their ability to work in confined city centre job sites. In crowded cities like Tokyo, where land is expensive and developers make use of every inch of the building envelope, compact road going cranes are a vital tool in any fleet. City cranes, and their close cousins, roadable Rough Terrains, were developed for this market.

German cranes more obviously put the 'all' into 'All Terrain'. Even at lower capacities, these cranes are designed to offer finely tuned choices between roadability and taxi crane capacity. We can see this by again looking at those two Tadano cranes, the AC 2.040-1 and the AC 3.045-1 city. The two axle crane can carry 1.1 tonnes of additional counterweight within 12 tonne axle loads, or 6.5 tonne at 16 tonnes per axle. For customers in countries like the UK, which can make it easier to travel to site with all the counterweight on board.

The three axle city crane can only be configured with 10 or 12 tonne axle loadings, but with a maximum 5.3 tonnes of counterweight along with additional equipment including a 32 tonne hook block, 13 metre swingaway extension and a runner, used for reaching into confined



AC 2.040-1

low headroom spaces, as well as 400kg of additional payload. At the same axle loads, the two axle All Terrain can only carry only a 25 tonne block, 1.1 tonnes of its maximum 6.5 tonnes of counterweight and 150kg of payload, with no extension.

Over recent months, two new cranes (marked in bold in the accompanying chart) have launched in this capacity class. Both tell us something about the future of the industry. From Liebherr comes the new city type LTC 1050-3.1E, the first All Terrain crane with built-in electric lifting power, while the previously mentioned two axle Tadano AC 2.040-1, is the first crane designed by the combined engineering teams from the former Tadano/Faun and Demag facilities in Lauf and Zweibrücken.

## ELECTRI-CITY

Over the past couple of years, the mobile crane industry has begun to treat the idea of emissions free lifting more seriously. On the mobile tower crane side, Spierings now offers electric carrier drive on one of its cranes, the City Boy, and both it and Liebherr offer electric lifting. In the crawler market, Liebherr, Marchetti and P-VE now offer battery electric powered travel and lifting. More recently Tadano has announced plans to build an all-electric Rough Terrain. And, since 2019, both Tadano and Kato have offered electric power pack modules for their city cranes, allowing them to perform emissions free lifts when required.

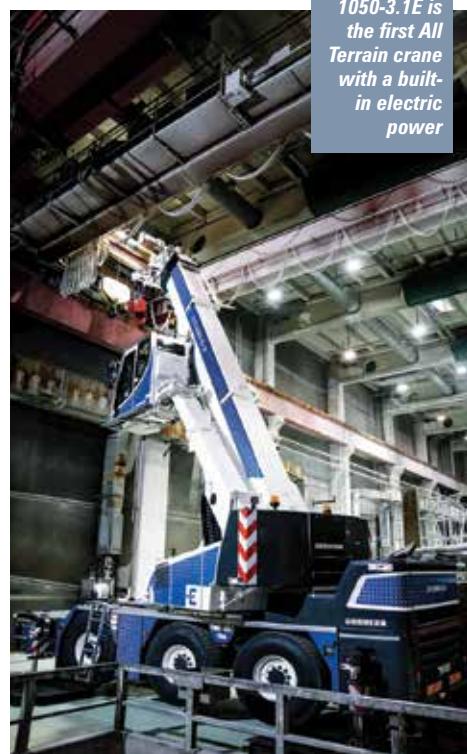
Liebherr's new LTC 1050-3.1E is the first All Terrain with an integral electric power pack, although it still has to plug into a 60 or 125 amp AC power outlet or battery pack. In some respects, it is just catching up - or leapfrogging - its rivals Demag/Tadano and Kato which have offered an electric power pack option since 2019.



Tadano AC 3.045-1 City



Liebherr's  
new LTC  
1050-3.1E is  
the first All  
Terrain crane  
with a built-in  
electric power



Manufacturer	Model	Capacity	Type	Boom	Hook height	Emissions-free lifting	Axes	Height	Carrier length	Transport length	Width
Kato	CR-130Rf	13t	City	24m	30m	Power pack	2	2.87m	6.00m	7.47m	2.00m
Kato	CR-250Rv	25t	City	29m	38m	Power pack	2	3.29m	7.31m	9.20m	2.40m
Liebherr	LTM 1030-2.1	30t	Taxi	30m	44m	N/A	2	3.55m	8.53m	10.31m	2.55m
Liebherr	LTM 1040-2.1	40t	Taxi	35m	44m	N/A	2	3.55m	8.53m	10.93m	2.55m
<b>Tadano</b>	<b>AC 2.040-1</b>	40t	Taxi	35m	47m	N/A	2	3.60m	9.22m	11.14m	2.55m
Tadano	AC 3.045-1	45t	City	31m	46m	Power pack	3	3.18m	7.22m	8.70m	2.55m
Liebherr	LTC 1050-3.1	50t	City	36m	48m	N/A	3	3.83m	8.92m	10.42m	2.55m
<b>Liebherr</b>	<b>LTC 1050-3.1E</b>	50t	City	36m	48m	Built-in	3	3.83m	8.92m	10.41m	2.55m
Liebherr	LTM 1050-3.1	50t	Taxi	38m	54m	N/A	3	3.79m	9.26m	11.83m	2.55m
Manitowoc	GMK3050-3	50t	Taxi	40m	51m	N/A	3	3.77m	8.77m	12.19m	2.55m
Liebherr	LTM 1055-3.2	55t	Taxi	40m	56m	N/A	3	3.70m	9.47m	11.35m	2.55m
Tadano	AC 3.055-1	55t	Taxi	50m	54m	N/A	3	3.61m	9.33m	11.50m	2.55m

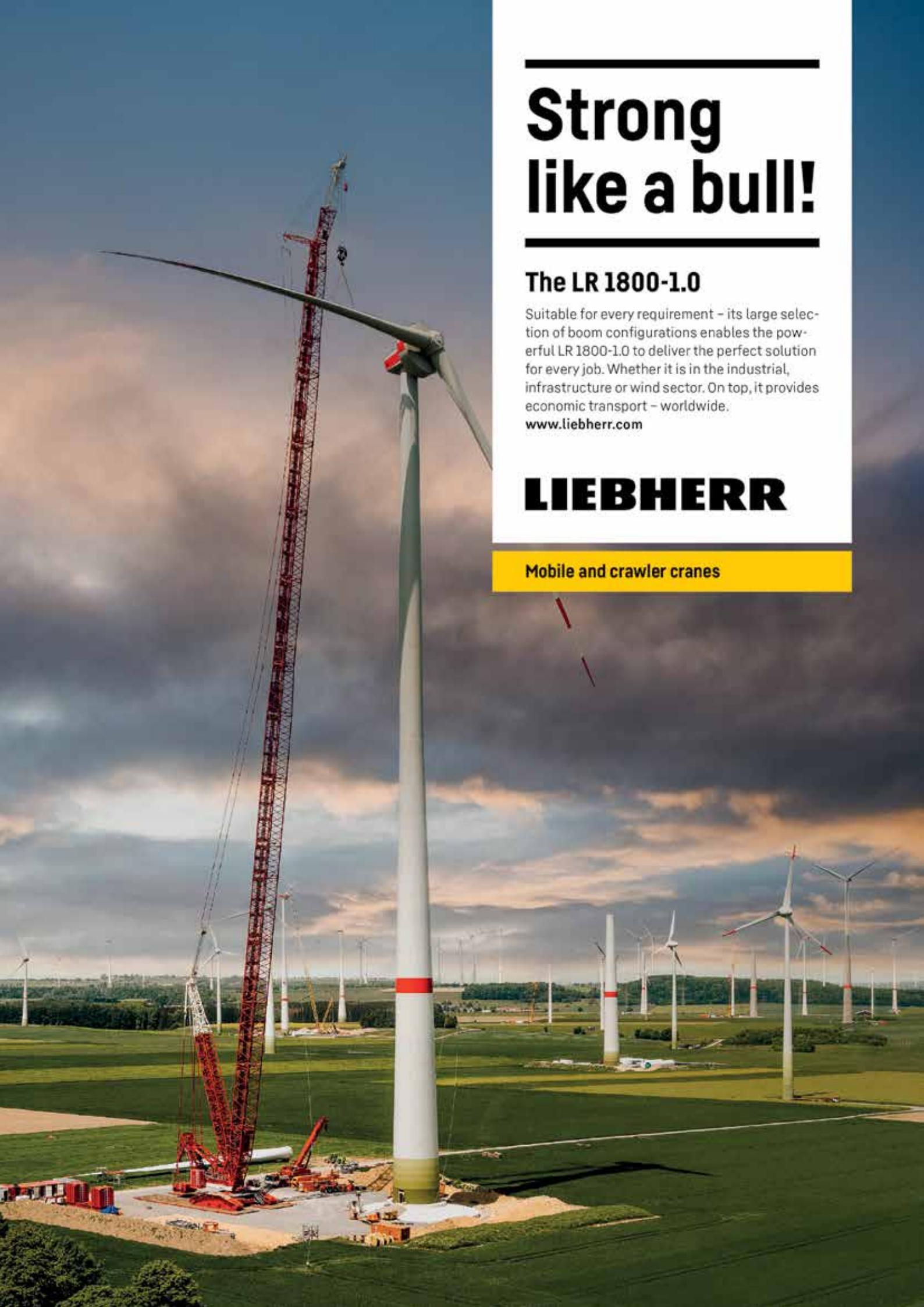
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# LIEBHERR

Mobile and crawler cranes



The approach for both power packs is similar. The crane must be specified for use with a power pack when ordered. This allows the hydraulic connections needed to be built into the crane. The power packs contain the electric motor, hydraulic pumps as well as a battery. The power pack can be unloaded by the crane itself or on some models even travel on board. Once coupled to the crane's hydraulic system, the electric motor replaces the crane's on-board diesel to power the crane functions.



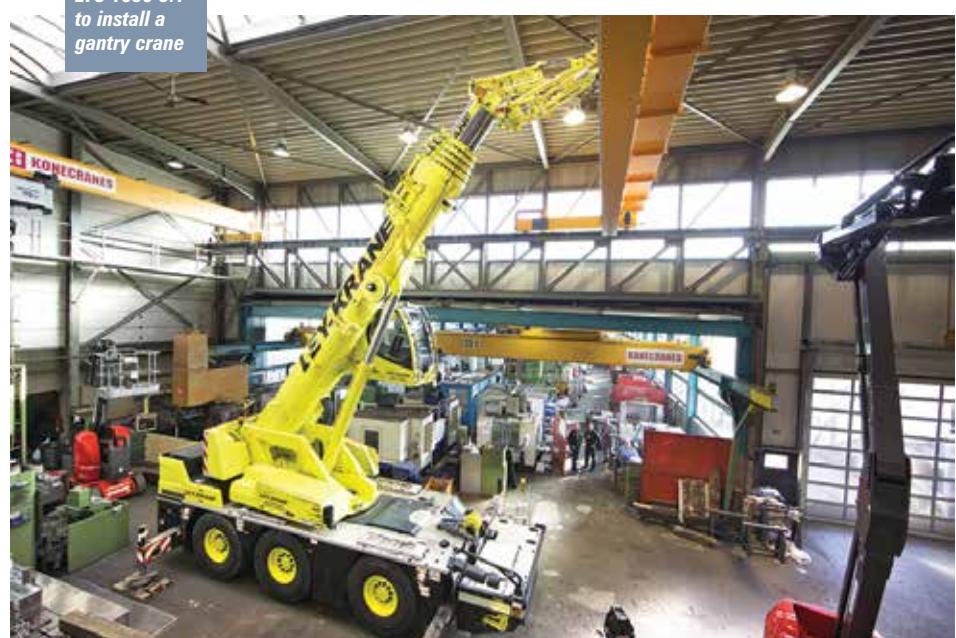
*A diagram showing how Liebherr's electric system connects to the crane's transmission*

Both Kato and Tadano point to the flexibility that this approach offers. For fleets that carry out many city centre jobs, but only occasionally need to work emissions free, one power pack can be shared between a handful of cranes which may be enough to meet current customer requirements. This might be particularly useful with the Tadano E-Pack, as it can also be used on some of an increasing number of the manufacturer's All Terrains and can be mounted on the crane at the depot, travelling with the crane.

Local job requirements and customer base may well help shape fleet owners' choices between a power pack and a built-in electric system. If you are regularly taking on jobs in very cramped conditions and with emissions restrictions, then a fleet of two or three units of the incredibly compact but lower capacity Kato city cranes with a single shared power pack, may be the best call. If you need a bit more capacity, and only require an emissions free crane for regular construction sites in ultra-low emission areas, then the Tadano package might be the better bet. And if you expect to have frequent work for an electric crane, then Liebherr's built in approach is likely to appeal.



*Tadano's E-Pack is available for the new AC 2.040-1 and the AC 3.045-1, as well as larger All Terrains*



*E-Pack on board*

But what of those jobs where emissions free lifting is required but a decent electric power source is not available on site? Liebherr head of product management Jan Keppler points to a recent innovation that may help. Some companies are already beginning to offer battery packs on a trailer. These are sufficient to power an electric city crane through a shift and can be easily towed to the job site, in some markets by the crane itself. While this market is still developing, it looks increasingly likely such equipment will soon become available to buy or rent. And it is easy to imagine that they will soon include solar panels for ongoing top ups throughout the day.

Liebherr currently only offers the electric version of the LTC 1050-3.1 with the Telematik pinned boom. The new shorter rope extended boom option that it launched last year, is currently only available with pure diesel power, even though it might seem to be the more suitable partner for the electric power pack? In many respects Liebherr's Telematik boom offers more boom extension configurations in order to maximise the reach or capacity. Since launching the concept around 10 years ago, around two thirds of customers have selected Telematik booms, according to Keppler. This apparently drove the decision to launch the LTC 1050-3.1E with the pinned boom. However, the rope extended boom is faster, simpler and according to Liebherr when launched - better for working indoors. "If we discover there is a need, we have designed the crane in a way that we could switch over tomorrow," says Keppler. "If we see demand for the rope boom, plus the electric drive, then we would say 'Okay, let's think about how many units we could sell?'. We would calculate it and if a big customer came to us and ordered, say, 10 units with a rope boom and electric power, then we would do it."



# ABOVE AND BEYOND.

## THE AC 6.300-1

Take your business to the next level with the Tadano AC 6.300-1. It delivers class-leading reach combined with strength, including the ability to lift 15 t on a fully telescoped 80 m boom. To allow for high versatility, the AC 6.300-1 can be adapted to the needs of a variety of jobs and is the smallest crane in the Tadano AC range with a luffing jib. The HAV and many components are shared with several other Tadano 5-axle cranes – increasing your return on investment and reducing the amount of spare parts you need to have on hand.

One disadvantage of the city crane design is that the single cab is used for both driving and lifting. Its location on the superstructure means that it is not ideal for road travel. Liebherr has overcome this on the LTC 1050-3.1 by mounting the cab on a telescopic arm/or boom, which allows it to be telescopied to the front of the chassis for road travel. It also provides the option to elevate the cab to a height of 7.8 metres with the simple addition of a lift cylinder, which can be ideal for lifting over obstacles providing the operator a clearer view of the lift.

Current regulations mean that there must be a mechanical connection between the steering wheel and front axles, requiring a mechanical connection to be made to the front axles before moving out on to the road. On fixed cab city cranes, that connection must run down into the chassis and forwards. With Liebherr's approach, the cab is positioned directly over the front axles, allowing for a more direct connection to be made. Keppler, who has driven both versions of the LTC 1050-3.1, says the older approach had a good deal more play in the steering while the current configuration feels far more responsive on the road.

## COMBINE TO DESIGN

Tadano completed its acquisition of Demag from Terex in 2019. The purchase saw two of the four German All Terrain production facilities, Tadano in Lauf and Demag in Zweibrücken, come under the same ownership. In the years since, the company has been working to combine them. Today, engineers at both Lauf and Zweibrücken work together as part of a single design team.

The new AC 2.040-1 is the first child of this marriage. Tadano product manager Michael Klein explains that the company started at this point as it wanted to fill out its range. A quick look at the accompanying chart illustrates why the company felt this was necessary. Liebherr has five models in this capacity class, including the two LTC models - diesel and electric. Kato focuses squarely on the lower end of the market, while Grove currently has just one model under 55 tonnes, the 50 tonne, three axle GMK3050-3, although a new smaller two axle crane has apparently been on the drawing board for some time - possibly one for Bauma in October? Before the launch of the new AC 2.040-1 Tadano also had just one standard and one regular taxi type All Terrain in the form of the three axle 55 tonne AC 3.055-1 and the 45 tonne AC 3.045-1 City.

Tadano's intention with the Demag purchase was to offer a wider range of mobile cranes and perhaps most importantly it gave the company a well regarded lattice crawler crane product, as well as a broader line up of All Terrains, particularly at the higher end where Tadano had not been particularly successfully.

The AC 2.040-1 helps fill in another gap in the range. The dearth of two axle All Terrains is related to the fact that they are obliged to compete with a host of other, often lower priced alternatives such as truck cranes, articulated/knucklebooms and aluminium boom cranes as well as small RTs. This seems to have changed a little in the past few years. "There is decent demand for two axle cranes," says Klein. "One



*Tadano's new AC 2.040-1, the first crane from the company's combined design team at Lauf and Zweibrücken*



of the main applications is roofing and house building, and this remains a stable source of demand. In Germany, it's even going up: the number of houses which have been built in the last two or three years has increased a lot."

An All Terrain though can go where some of these alternative crane types can't, working on rough job sites with ease, while the new AC 2.040-1 can be supplied 'E-Pack ready', allowing it to lift without emissions. The crane comes with the IC-1 Plus control system, inherited from Demag which ties in with the infinitely variable Flex Base

outrigger system, allowing the crane to maximise the capacity available for areas of limited space. The crane also features Tadano's Surround View. This uses six cameras to let the operator see all around the crane. On the road it helps the operator clearly spot and monitor other road users, such as cyclists. On the job site, it can show the possible outreach of the outriggers, as well as the tail swing radius at the current position of the crane, displayed on a computer-aided screen. It was first launched on recent 80 and 450 tonne cranes but is now available on a growing number of Tadano models. ■

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# ADAPTING TO MARKET DEMANDS

The telehandler has established itself as a hugely popular and essential materials handling machine in many countries around the world, particularly in the construction and agricultural market sectors. The range of products offered continues to grow as does the types of work they are able to carry out.

Over the last 50 years or so there have been many variations in telehandler design but all tend to fall within three distinct categories: fixed or rigid frame machines, 360 degree or roto models and heavy duty or high capacity machines. Recent additions have expanded the spread of products from the ultra-compact models that can be transported on a standard two axle trailer, to 360 degree machines that can take loads to a height of 51 metres and heavy duty models capable of lifting up to 50 tonnes. In addition battery powered electric models are proving popular at the compact end while some manufacturers are dabbling with hydrogen. We take a look at some of the new product launches.

## MANITOU MICROS

A few months ago, Manitou revealed details of its new ultra-compact ULM 412H and ULM 415H micro telehandlers aimed at users in the construction, agriculture and landscaping markets. The two machines are physically similar, with a lift height of 4.3 metres, while capacities are 1,250kg and 1,500kg respectively, which they can handle at their maximum lift height and at up to 1.2 metres forward reach. Maximum forward reach is 2.62 metres with capacities of 450kg and 550kg.

*The new models have been designed for transport on a two axle equipment trailer towed behind a 4x4, with an all-up weight of between 2,500kg and 2,900kg depending on specification.*



The new models have been designed for transport on a two axle equipment trailer towed behind a 4x4, with an all-up weight of between 2,500kg and 2,900kg depending on specification. Overall length is 3.47 metres, width 1.49 metres and height 1.92 metres. They were designed entirely by Manitou's design office at Laillé where the company will produce all of its 'super compact' telehandlers.

Power is provided by a three cylinder Yanmar Stage V/Tier 4 Final diesel, driving a two speed forward, two speed reverse hydrostatic transmission with standard four wheel drive, oscillating rear axle, four wheel steer and 290mm ground clearance. A Stop/Start option - which cuts in when the machine is left idling - is said to provide a fuel saving of about €10 an hour. Gehl branded versions will also be available as the GCT 3-14 and GCT 3-14+.

A range of attachments includes a pot clamp, branch cutter, Big Bag handler and snow blade. Cab entry is easy with no step, while visibility is unrestricted through 360 degrees. A screen on the dashboard displays all the information required to operate the machine in the form of pop-ups. Deliveries should start in Europe, North America and Australia in the next few months.

## TWO NEW KRAMER TELEHANDLERS

Another company with a history in small telehandlers is Kramer - a division of Wacker Neuson. Its latest offering is the compact 1,450kg/4.3 metre 1445 along with the mid-range 3,600kg/9.5 metre 3610. The 1445 is Kramer's smallest and replaces the 1245. Although slightly larger than the Manitou ULM at 1.56 metres wide and 1.99 metres high, it can lift 1.45 tonnes to 4.6 metres and manage 725kg at its maximum forward reach of 2.28 metres. Weighing 2,750kg,



it is 3.94 metres long or 2.97 metres with forks removed.

Features include the company's quick-hitch system with mechanical locking as standard with hydraulic locking/common quick coupler systems as an option. An electronic parking brake with hill hold function and all-wheel co-ordinated steering are also standard, while front wheel and crab steering are optional. It can also be fitted with low-speed control and hand throttle, as well as up to four different operating modes. A choice of two Stage V Yanmar diesels is available.

The mid-range 3610 can take its 3.6 tonne maximum capacity to a height of 4.6 metres and out to 1.8 metres on full extension, while offering a maximum forward reach of 6.5 metres. Weighing 8.2 tonnes, the 3610 has an overall stowed length of just over five metres without forks and an overall width of 2.28 metres. Overall height with standard cab is 2.31 metres, while an optional raised version takes it to 2.49 metres. Power comes from a Stage V Deutz diesel which offers travel speeds up to 40kph. Features include the company's 'Smart Handling' and intelligent overload protection systems, an automatic boom stow function and its EquipCare telematics system.

### 360 DEGREE SECTOR HOTTING UP

The 360 degree market has long been dominated by Merlo and Manitou followed by Dieci, however over the past five years or so, the market has grown substantially spurred on by Ricardo Magni's entry into the market with his own brand in 2013. Magni has made a substantial impact in the US market, possibly overtaking both Manitou and Merlo to become 360 degree market leader? Although growing in popularity they remain a slightly niche product, but more growth and user uptake is on the cards as Manitou introduces new models, JLG starts delivering its Dieci-built models and JCB ramps up its participation in a market it previously dismissed as too niche - as did JLG. Perhaps Don Ahern will be encouraged to introduce a 360° Xtreme?



Magni built its brand by providing a very high specification for which it charged a premium, followed by record breaking models such as the 51 metre RTH 6.51 with a six tonne capacity.

After a year or two of rumours JCB finally entered the 360 degree market in the summer of 2019 with the 5,500kg/20.5 metre 555-210R.

It said that the launch was prompted by the growing popularity of higher capacity models in several European countries - but not the UK. It hoped that changing construction methods with modular homes would create more demand in its home market. It launched a second model, the 5,500kg/25.5 metre 555-260R at the end of last year and there was talk at Vertikal Days that a 30 or 35 metre model might be on the horizon.



The new telehandler has a similar four section synchronised boom to the smaller model, but with longer sections to achieve the additional five metres reach. The 360 degree models share a high level of componentry with JCB's regular fixed frame models.

Features include radio remote controls for lift functions, auto one touch outrigger set up and levelling - with the ability to vary the spread/short rig - and a RFID attachment recognition system

which automatically identifies and adjusts the load chart depending on the attachment in use. Additional options include lighting and camera systems. Power comes from either a Tier 4f or Stage V Dieselmax engine, the latter features Auto Engine Idle and Auto Engine Stop functions. The unit is equipped with a two range hydrostatic transmission and can achieve a 25mph/40kph top road speed.



### JLG BADGES DIECI

JLG announced the addition of three Dieci built 360 degree telehandlers to its North American range last September with the first units arriving in April. The three models are the 20 metre/6,000kg R1370, the 24.1 metre/6,000kg R1385 and the 30 metre/5,000kg R11100. The JLG machines are based on Dieci's latest Pegasus models.

Features include front and rear scissor style outriggers with up to six degrees of automatic levelling. Power is supplied by a Perkins diesel

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## NEW HEAVY DUTY JLG TELEHANDLER



**The 30 metre/5,000kg R11100 - JLG machines are based on Dieci's latest Pegasus models**

JLG has also just added a new heavy duty model in the form of the 12,000kg/10 metre 2733, topping the three model heavy duty/high capacity line-up. The 2733 has a two section boom offering a maximum forward reach of 5.36 metres with 3,600kg capacity and can take 7,000kg to its maximum lift height. It features a Cummins Tier 4F diesel driving a two speed hydrostatic transmission with optional ride control and boom float to improve load stability and provide smoother operation on uneven terrain. The unit has up to eight degrees of frame levelling. Overall width is just under 2.5 metres, with a stowed length of 6.32 metres and height of 3.05 metres. Total weight is 17.6 tonnes and maximum speed is 17mph.

on the R1370, while the R1385 and R11100 are equipped with FPT diesel engines. All models feature a two speed, 'stop to shift' hydrostatic transmission that delivers a smoother ride over uneven terrain. Foam filled tyres are standard on all models, with the option of air filled tyres in two different treads.

A line-up of 13 attachments includes work platforms, lifting jibs and winches, standard and rotating carriages, forks, buckets, truss booms and coupler mounted hooks. Technology on the three machines includes automatic attachment recognition, a Load Management Information System and a Load Stability Indicator.

Dieci has a long history of building/badge specialist models for other manufacturers. It had a long term arrangement to build Bobcat's 360 degree models, which ended in late 2020 when it switched to Magni. Dieci has also built compact models for Ahern's Xtreme Manufacturing and New Holland as well as heavy duty/high capacity models for Haulotte.



*Inside the JLG 2733 cab*

The cab is said to offer more space, improved visibility and intuitive controls and includes JLG's Longitudinal Stability Indication (LSI) system which monitors the load and warns of an impending overload situation. It is available with JLG's SmartLoad Technology which combines

**JLG has added a new heavy duty model - the 12,000kg/10 metre 2733**



# 6.26

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attachment recognition a load management indication system (LMIS). The unit includes precision gravity boom lowering and soft stop controls.

The 2733 can also be equipped with an optional right side electronic mirror for greater visibility on that side of the machine. This system has three components - two cameras (one facing forward and one facing the rear), an internal display located inside the cab and right side cameras that replace the usual right side external mirror. The machine is also available with radio remote controls for all lift functions, something that is growing in popularity.

Other options include a multifunction display and a reverse sensing system. The display features integrated electronic load charts, a reversing camera, diagnostics and analyser capability to assist the operator during operation.

JLG says the machine is versatile enough to replace a wheeled loader in certain applications, while offering greater lift height and forward reach, as well as higher travel speeds and rough terrain capability.

### NEXT GEN SENNEBOGEN

Another new heavy duty telehandler that combines the benefits of a wheeled loader and telescopic handler is the Sennebogen 3.40 G series. The four tonne 3.40 G has a lift height of 7.7 metres and a state of the art new cab that can elevate to 4.1 metres for an improved view when loading into closed side containers. The new machine is designed as a dual purpose machine able to work full time as a wheel loader replacement or as a heavy-duty compact telehandler.

It is an unusual size for a telehandler. Merlo builds a similar model in the form of the 7.8 metre/5,000kg TF50.8T-170-HF which has comparable specifications in terms of dimensions and weight but offers significantly more capacity.



*Another new heavy duty telehandler that combines the benefits of a wheeled loader and telescopic handler is the Sennebogen 3.40 G series.*

The Sennebogen 3.40 G can lift 2.6 tonnes at the 7.7 metre maximum lift height with the oscillating axle free to float, or 3.3 tonnes when locked. Maximum forward reach is 3.9 metres with a capacity of 1.7 tonnes. The overall weight of the new model is 9.4 tonnes. It has an overall width 2.43 metres, an overall height of 2.47 metres and an overall length of 5.4 metres. The maximum default drive speed is 20kph, although 30 and 40kph/25mph can be specified.

*The four tonne 3.40 G has a lift height of 7.7 metres and a new cab that can elevate to 4.1 metres for an improved view when loading*



### HIGH BOOM MODELS

Two recently launched North American high boom models include the 26 metre/5,400kg XR1585-C fixed frame from Xtreme Manufacturing and the 4,500kg/17.2 metre Pettibone T1056X Traverse model.

The Xtreme XR1585-C features a five section boom with rollers rather than wear pads and offers a 20.4 metres of forward reach. It has an overall weight of 29.7 tonnes, an overall width of 2.6 metres and a stowed height of 2.7 metres. Power comes from a Cummins Tier 4 Final diesel. The XR1585-C also features a new patent pending option, the Operator Station - a one



*The 26 metre/5,400kg XR1585-C fixed frame from Xtreme Manufacturing*

person platform attached to the rear of the fork carriage - from which a person can operate all of the machine's boom functions via a wireless RF pendant type remote controller. The operator travels with the load, so that he is better placed to position it at height.

Another new patented feature is the Coordinated Motion boom control function which uses two sensors on the boom to coordinate the horizontal and vertical boom operation to achieve a true horizontal or perfect vertical fork movement, regardless of the chassis angle. It is also available on the Xtreme XR944-B and XR1147-B telehandlers and will be rolled out across the rest of the range.

Ahern has also reached a distribution agreement with Spanish manufacturer Ausa, to offer its full product range in Australia via its subsidiary Ahern Australia Ausa.

### TRAVERSE PETTIBONE

Pettibone launched the 4,500kg/17.2 metre T1056X last year. Product manager Mitch Fedie said: "We introduced the Traverse T1056X in 2021. This was our first 10,000lb (4.5 tonne) traversing model, filling an important gap between



*Pettibone launched the 4,500kg/17.2 metre T1056X last year*

## TELEHANDLERS

our 9,000lb (4.0 tonne) and 12,000lb (5.4 tonne) Traverse models. We also officially launched our new X-Command telematics, which is standard for two years on all Pettibone X-Series telehandlers." Pettibone also says that it has no plans to offer electric powered X-Series models.

### FARESIN NEXT GEN

Last October Faresin announced a new generation of telehandlers starting with the seven metre/3,200kg FS 7.32 Compact with a 7.1 metre lift height and 3.65 metre forward reach. Overall width is 2.1 metres and the length 4.6 metres. The transmission can either be supplied with a 45 percent self-locking limited slip differential or a hydraulically operated differential lock. A choice of five Stage V engines combine with a new 'Ecodrive' dual range hydrostatic transmission which gives a 40kph top road speed while the low range allows the slowest of creep speeds for carrying heavy loads.



*The first of Faresin's new generation of telehandlers is the seven metre/3,200kg FS 7.32 Compact with a 7.1 metre lift height*

A single range transmission is available as an option with a maximum road speed of 30kph. A standard 'Auto Start-Stop' function cuts the engine when the operator leaves the cab and restarts it when they return. The company has also gone to great lengths to make the look of the new models more distinctive and sophisticated. The new side covers are not only a design statement, but they also improve the airflow into the engine compartment while maximising visibility from the cab. The engine and componentry layout has also been improved to provide better access to all routine service areas.



*The new side covers improve the airflow into the engine compartment while maximising visibility from the cab*

The cooling system incorporates a new integrated exchanger and electronically controlled fan system with a reverse airflow mode. It is said to both reduce energy consumption and reduce noise levels. A range of auto detect attachments are available that can be installed or changed from the cab with a hydraulic locking cylinder.

### ALTERNATIVE POWER

While several manufacturers including Faresin, Manitou and JCB are already producing battery

electric telehandlers, JCB has also invested £100 million in a project to produce clean hydrogen engines.

The company is dedicating a team of 100 engineers to the project, with plans to recruit up to 50 more to meet the company's target to have the first machines production ready by the end of 2022.



JCB chairman Anthony Bamford said: "We make machines which are powered by diesel, so we have to find a solution and we are doing something about it now. We are investing in hydrogen as we don't see electric being the all-round solution, particularly not for our industry because it can only be used to power smaller machines. We will carry on making engines, but they will be super efficient, affordable, hydrogen motors with zero CO2 emissions."

Bamford's son Jo, a JCB director, founded and owns hydrogen manufacturer HyGen Energy and distributor Ryze Hydrogen which recently teamed up with HyNet to accelerate growth in the sector.



*JCB produces a battery electric telehandler, the all-electric six metre/2.5 tonne 525-60E*

JCB does of course produce a battery electric telehandler, launching the all-electric six metre/2.5 tonne compact telehandler - the 525-60E - at the end of 2020.

It employs two electric motors in place of the diesel, one drives the transmission/driveline while the other powers the hydraulic pumps for lifting operations, both fed from by a 96 volt lithium-ion battery pack. The new hydraulic system features 'smart regeneration' with power recovered during boom lowering and retraction which is fed back into the battery.

### MANITOU'S ALL ELECTRIC MRT

Manitou unveiled its new 22 metre/6,000kg MRT 2260E battery powered 360 degree telehandler at Matexpo in Belgium last year. The new MRT Vision and Vision + range was announced last April with the new 22 metre model available in three versions. The first is a full electric version equipped with a lithium-ion battery pack, which the company says can work continuously on a typical application for up to four hours before needing a recharge. The same machine can also be equipped with two lithium-ion batteries to double the time between recharges and is designed for customers who typically use the machine up to 1,000 working hours a year. Finally, a hybrid 'range extender' version is available with a diesel engine to recharge the battery in order to allow continuous use.

Manitou has also announced plans to invest \$80 million in its two North American manufacturing facilities, Yankton, South Dakota, where it manufactures telehandlers and wheeled loaders and Madison, South Dakota, where it builds skid steers. ■



*The 22 metre/6,000kg Manitou MRT 2260E battery powered 360 degree telehandler*



*The Manitou facility in Yankton, South Dakota*



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*On 'Electric Avenue' GGR revealed higher rated lithium ion battery options for the Faresin 625 Full Electric telehandler*



*GGR hosted the UK launch of the diesel Faresin 1740 telehandler*



*Manitou exhibited its new MRT1645 Vision and the MRT3060 Vision Plus telehandlers*

# TELEHANDLERS ON PARADE

Nick Johnson checked out the telescopic handlers on show at this year's Vertical Days

This year's event had a good spread of telehandlers on show, many of them new or recently launched. GGR highlighted the latest developments to the Faresin range of compact battery powered models. Using its typical marketing flair, the company appropriately labelled the aisle running alongside its stand as 'Electric Avenue' reflecting the impressive line-up of these new compact Faresins.

With the pioneering introduction of the Faresin 626 full Electric telehandler to the UK in February 2020, Faresin and GGR stole a march on other manufacturers. The machine has subsequently proved increasingly popular with customers seeking an environmentally friendly compact telehandler with zero emissions and a significant reduction in noise levels.

The company proudly displayed a number of 626 Full Electric telehandlers carrying the names of prominent customers Galliford Try and Wilson Homes. The show was also used to reveal details of how GGR and Faresin have listened to prospective users and introduced more powerful Alient lithium ion battery packs to reduce charging times and increase continuous use between charges.

The initial 300Ah and 400Ah battery options have been replaced by 330Ah and 440Ah batteries, a 10 percent increase, while a new 560Ah battery pack is now available. They raise continuous work times to 3.5, 5.5 and 10 hours respectively or 6.0, 10 and 20 hours typical use run times.

Faresin is also set to launch a larger all-electric model at Bauma this October. Meanwhile, GGR displayed the diesel powered 16.4 metre/4,000kg Faresin 1740 telehandler - the first time it has been shown in the UK.

## WIDE FORK CARRIAGE

An interesting feature spotted on the Magni stand was its heavy duty, 6,000kg/10 metre T6.10P fixed frame telehandler with a special 2.4 metre wide fork carriage, which has been specially developed

to handle steel sections in stockyards and on construction sites.

The company also showed two of its 360 degree telehandlers - a 6,000kg/30 metre RTH6.30 fitted with an access platform attachment and a 6,000kg/39 metre RTH6.39 equipped with a winch and hook. The company also spoke of the additional production capacity following the opening of its new plant in Italy.



*A special 2.4 metre wide fork carriage installed on a six tonne Magni T6.10P*

## MANITOU MRTS

The highlight of the Manitou stand was the appearance of two of the company's brand new MRT range of rotating telehandlers. Featuring distinctively shaped cabs, the machines displayed were the MRT1645 Vision and the MRT3060 Vision Plus. Powered by Stage V diesels and with maximum lift capacities of 4,500kg and 6,000kg respectively, the units have maximum lift heights of 15.9 and 29.9 metres.

## JCB EXPANSION?

The largest JCB telehandler on show was the 360 degree 555-260R fitted with an access platform attachment. With a 26 metre lift height and a maximum capacity of 5.5 tonnes, this is the larger of the company's two 'roto' telehandlers. The company is expecting to build around 370 units this year, while production is predicted to move shortly from the telehandler line at its main Rochester factory to a new dedicated facility beside the A50 in Staffordshire. The facility will offer more capacity that will help cope with



further introductions to its range probably with maximum lift heights of around 30 and 35 metres. The all electric 525-60E 2,500kg six metre compact telehandler was also on display. The machine can now be charged with JCB's recently introduced Universal Fast Charge Unit with a protective Charge Guard. JCB claims that it can recharge the compact unit in less than two hours.

## SNORKEL BY FARESIN

Another small electric telehandler was on show at the Snorkel stand. Produced for the company by Faresin, the Snorkel SR626E is an all-electric 2,500kg/six metre machine. ■

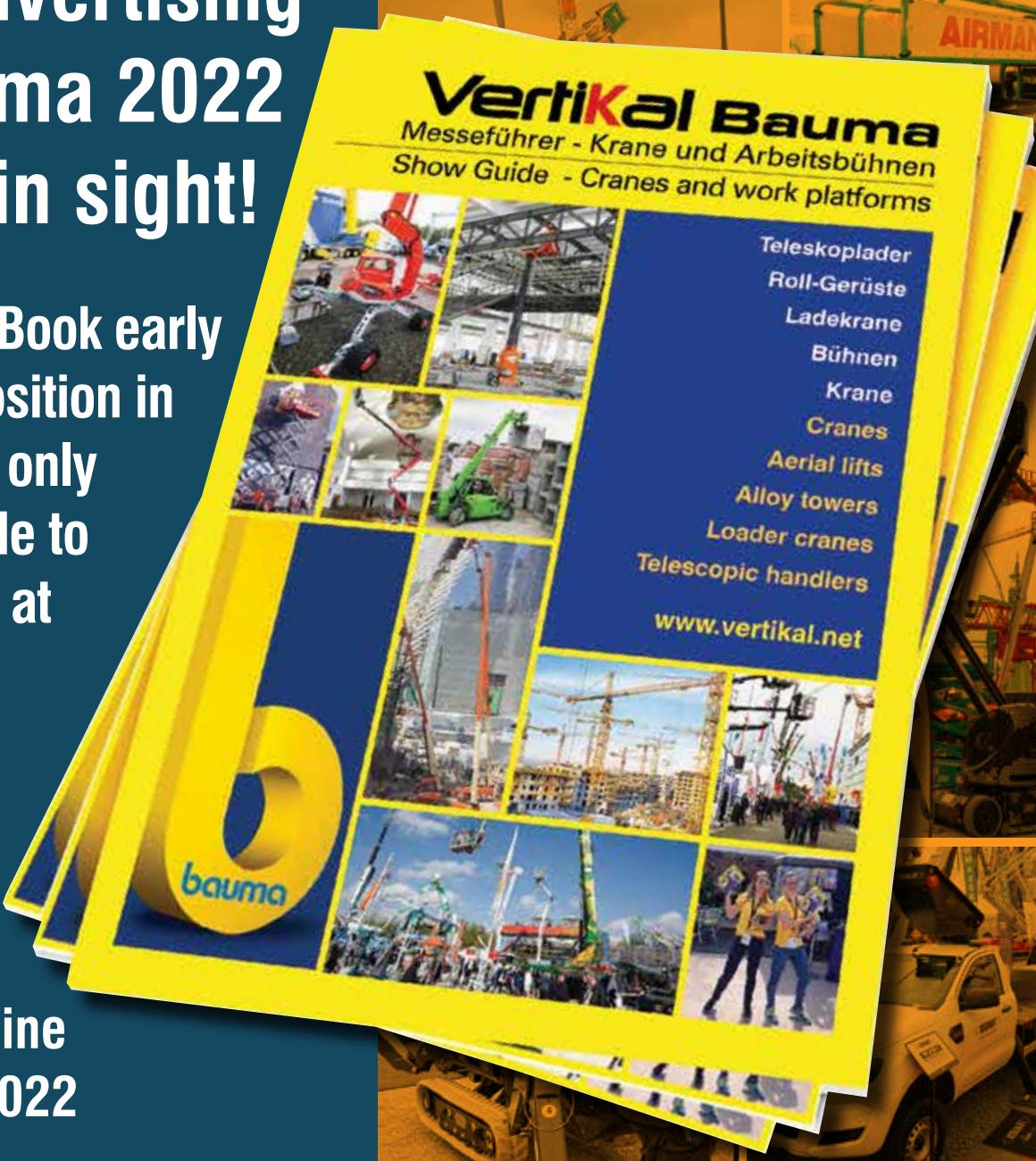


*Produced for Snorkel by Faresin, the Snorkel SR626E is an all-electric 2,500kg/six metre machine*

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# A POSITIVE RETURN TO NORMAL

This year's Vertikal Days returned to the East of England Showground in Peterborough, at its more traditional time of year following the disruption to the past two shows due to the pandemic. Despite the rain on the first day, and the fact that it was less than eight months since the delayed 2021 event, the numbers of visitors attending and their positive mood remained high on both days, with Thursday possibly being the best day two ever. The incentive was more than 200 manufacturers' and service suppliers' products on display, with many worldwide, European or UK launches.

**This was the 15th Vertikal Days which began in 2007, and over the years it has grown steadily in terms of product diversity and visitors. Many regular exhibitors reported record activity and order intake, hailing it the 'best show yet'.**

This extended review will be purely pictorial and

as there were so many products and exhibitors it is impossible to cover every stand or exhibit - so apologies in advance. We will, of course look to cover all of the products over the next few issues. The next Vertikal Days will be held on May 10th & 11th at the same venue.



Staff from credit information provider Top Service in the Marketplace



*The Marketplace was constantly busy*



*Visitors flocked in to the show on both days*

## VERTIKAL DAYS

**Falcon Tower Crane Services** had three Potain Igo self erecting tower cranes



Brilliant Ideas' wide range of Alimats outrigger mat systems



Trevor Jepson of City Lifting starting to move equipment at the end of the show



JCB's 20.5m/5.5 tonne 555-210R 360 degree telehandler



City Lifting's Hoeflon C6 crane



CTE's Zed 23J



Simon Marnock of Kranlift (L) concludes the sale of Scotland's first Maeda MC 305 CB-3 lithium with Mark Rafferty of Bernard Hunter Mobile Cranes



After many years in development, Spierings finally showed its all-electric City Boy - SK487-AT3 eDrive - to be delivered to City Lifting



Discussions in the Marketplace

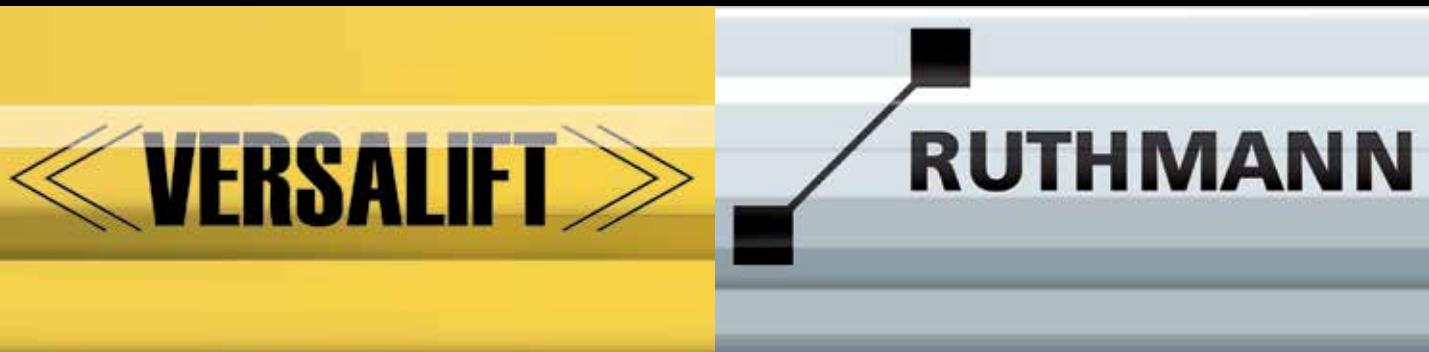


Scottish & Southern purchased this CPL 4x4 Isuzu D-Max mounted pick up with 13.1m working height and 6.2m outreach



Visitors enjoying the show

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## VERTIKAL DAYS



The Peterborough Showground crane skyline



Bronto premiered its new 35 metre S35EM mounted on a Scania L320 low level cab



Torquer demonstrated its new product SPEAR - a hands free method of lifting and releasing a load



Grabbing a coffee in the Marketplace



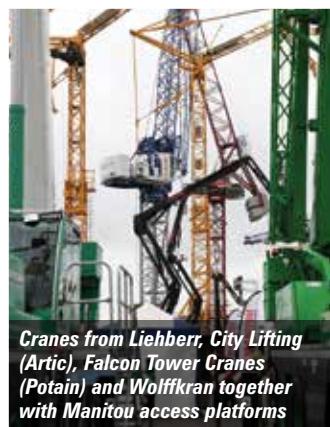
The 25 tonne Marchetti Sherpina telecrawler made its global launch on the AGD Equipment stand



European Kato distributor Rivertek's latest 20 tonne CR-200Rf in County Lifting colours



Manitou access platforms included the all-electric 60ft 200 ATJ E and the 33ft Man'Go 12



Cranes from Liebherr, City Lifting (Artic), Falcon Tower Cranes (Potain) and Wolffkran together with Manitou access platforms



The new 66ft XCMG XGS22E made its UK debut



Walking the show on the first day



GSR truck and van mounted platforms

Foster Cranes was showing off the UK's first 60 tonne Sany SCE 600TB crawler crane together with its Hoefflon and JMG products



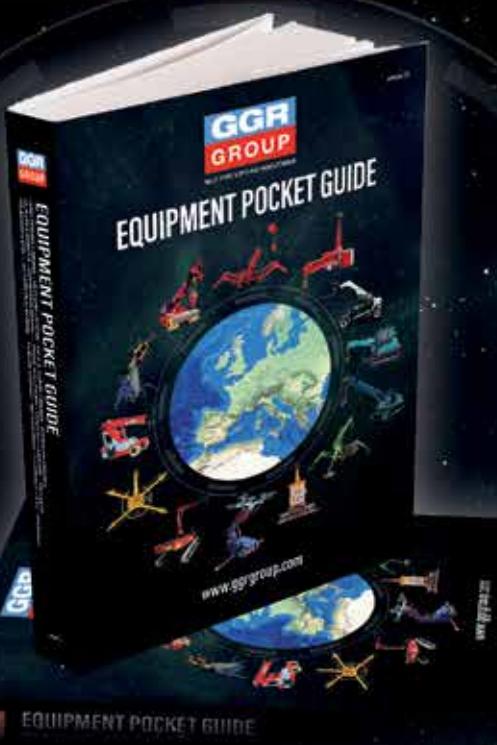
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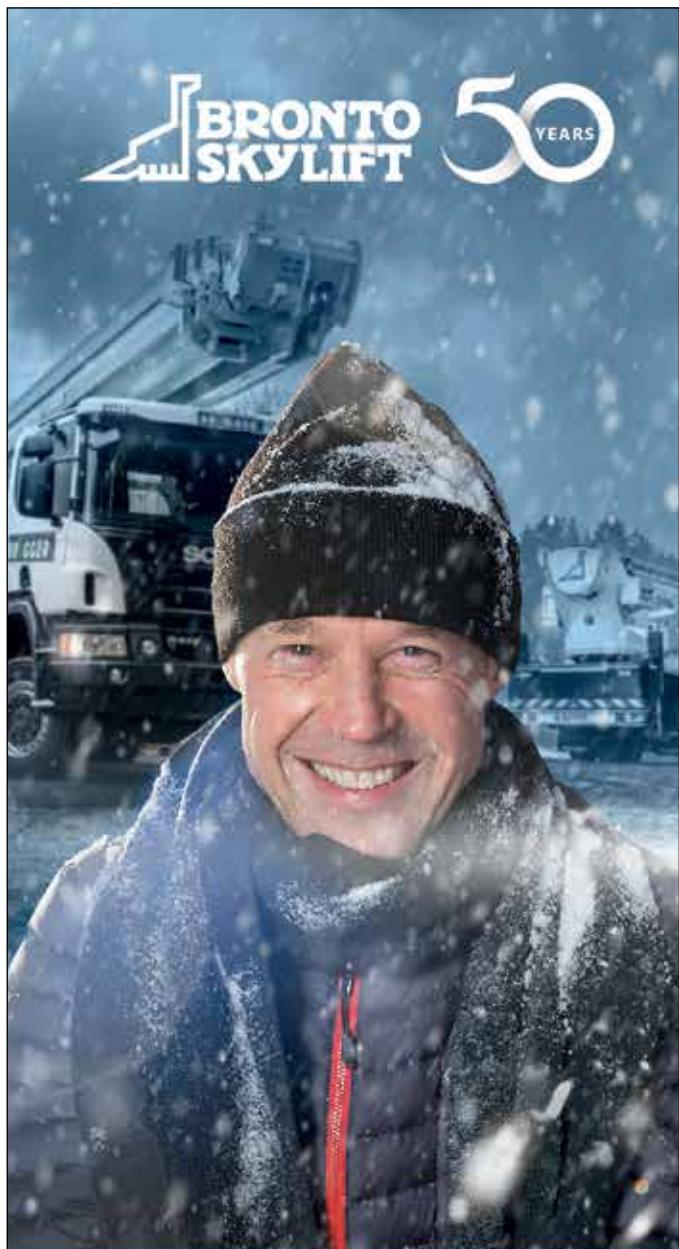
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stand in the  
Marketplace**



A photograph of four women standing together outdoors. From left to right: a woman wearing a brown cap, a red high-visibility vest over a red top, and holding a glass of beer; a woman with dark hair in a blue polo shirt; a woman with blonde hair in a red polo shirt, also holding a glass of beer; and a woman with long red hair in a brown jacket, holding a glass of beer. They are all smiling at the camera.

***The Vertikal ladies - (L-R) Clare, Poppy, Pam and Imogen***



**Multitel's 20m HX200AJ sold to GT Access.**  
**Also on the stand was the 45 metre MJ 450**



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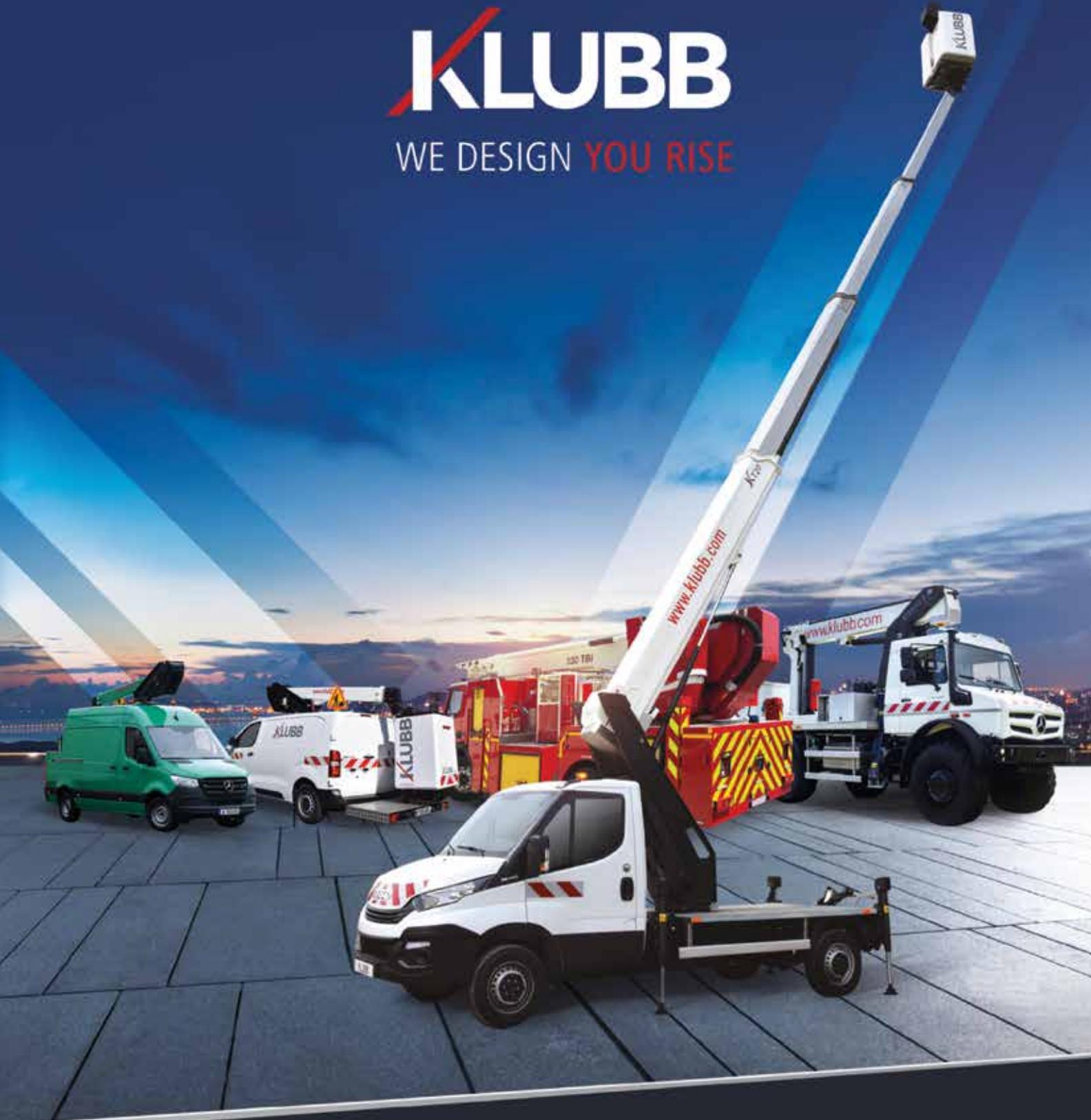
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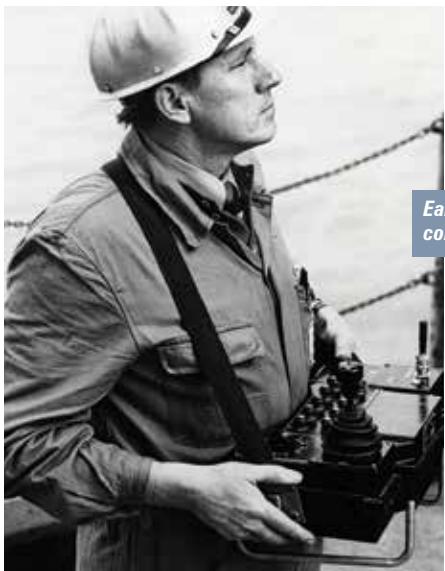
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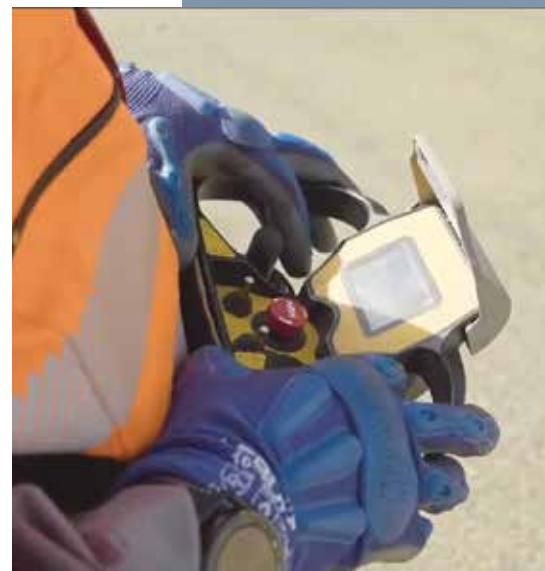
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*Early HBC controllers*



# CONTROL EVOLUTION

Since the turn of the millennium, there has been a radical change in the way several crane types and models are operated. Will North spoke to Potain's Remi Deporte about the changing face of remote controls in the self-erecting tower crane market.

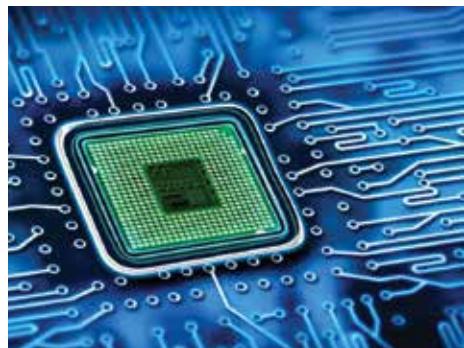
For those of us in our forties and older, there is a deeply nostalgic charm to the recent crop of 1980s set shows like *Stranger Things* or *The Americans*. For a while, we are returned to a world where phones had curly cords and if you wanted to know something, you had to ride your BMX to the local library and perhaps use a microfiche to look it up. For a younger generation, it must be somewhat mystifying to think that anyone ever got anything done in such a slow and laborious world, or to conceive that we had parents who never knew what it meant to swipe right.

## NEW TECHNOLOGIES - IMPROVED PRODUCTS

A bundle of related technologies including silicon chips, more reliable wireless communications, efficient data compression and encryption, and high resolution display screens, have propelled these changes and have in recent years, reached a degree of maturity and rugged reliability. In most of the last decade, a new mobile phone

would always feel significantly better than one purchased a couple of years earlier: the screen would be sharper and unlock more easily, the built-in camera gained big camera resolution, apps became mainstream and were more responsive. Today, for most users, even a cheap phone will do pretty much everything you need, and only be worth replacing when it is broken. Only the most ardent technophiles or professional users will have any real reason to be excited about the more incremental changes now seen in the latest products.

While this bundle of technologies has radically changed our lives and been increasingly adopted across a wide range of consumer products, how has it changed the way cranes are operated? A growing number of lifting products including loader cranes, tower cranes, spider cranes and even All Terrains, now feature a radio remote controller with a high definition colour screen, and it is rapidly becoming the default way of operating such cranes.



Only a few years ago, wireless communications were often unreliable, data fed back from the crane would be limited and would be displayed using LEDs or on a low resolution black on grey LCD. That has now all changed with reliable wireless communications taking in a wide range of data from sensors throughout the crane, even employing high resolution video cameras to display specific views in real time on an easy to read screen.



### WITNESSING 24 YEARS PROGRESS

Remi Deporte is senior product manager for the Potain self-erecting tower crane line at Manitowoc. He joined the company in 1988, the same year that early PC networking company Quantum changed its name to America Online, or AOL, and set out on a path that would see it send out the tens of millions of CD-ROM installers that would give most users their first experience of 'surfing' the World Wide Web.



When Deporte joined the company, crane controls were also on the brink of a technological step change. The standard controller for a self-erector even late in the 1980s was a push button or joystick pendant control. Even that gave operators a new freedom: many operators had previously worked from a standing platform on the crane's slewing base. The arrival of a cable allowed them

*An early picture of engineers working on tower crane controls*



to move a little distance from the crane, for a slightly better view of the lift.

"If the operator wanted to be closer to the load, they had to step away from the crane and use the wire, although the link between the transmitter and the crane was really difficult to work," says Deporte.

Through the late 1980s and 1990s, wireless controls became more commonplace on consumer products, but data was still expensive and cumbersome to transfer wirelessly. Pagers, the closest thing most people would come to mobile communications, could send a string of maybe 16 numbers. Likewise, Deporte says, while wireless remotes began to be offered on cranes in the 1990s, they were still an expensive option, suitable for only specialist applications.

"We started to have the radio remote control as a standard part back in 2000 when we launched it with the Igo range", he says. "Since then we have really moved to make this a standard part of the Potain self-erector."

The difference between the operator experience on a larger top slewing tower crane, and a bottom slewing self-erector, is stark. "For a top-slewer on a big job site, we have always said that the best position to drive a crane from is the cab, because you have the best view of everything," says Deporte.

If you are working with a jib of 60 metres or more, it is far better to be above the site, to see where you are picking up the load and where you are putting it down. For a self-erector, with a jib of half that length, and perhaps not using all of that, it is far more practical to walk with the load.

### TOP SLEWERS OR SELF-ERECTORS

"For a self-erector, the sites tend to be different, a bit smaller, often a low rise housing development. In this case, we think that being close to the load is even better, giving more accuracy. It's a real advantage."

There is another significant difference between self-erectors and top slewing tower cranes. Operators working on large tower cranes will always be skilled specialists. With self-erectors, operators have usually received some level of training, especially on sites run by larger contractors, but they are rarely dedicated tower crane operators and will often work on other tasks, employing different skills, as well as using the crane.



"We make the radio remote control simple enough for those people," says Deporte, "so they can easily use it to place a load from point A to point B. But the big advantage is that they are also able to do something else on the job site. This really boosts productivity and is ideal for the sort of customers we are targeting with small self-erecting cranes."

On those first wireless remote controls, functions were quite limited, both to keep the crane easy to use, but also because of the limits of a system based on levers and joysticks. Only so many controls could be squeezed into one transmitter, without it becoming cumbersome or complicated.

*A Potain modern remote being used by Remi Deporte*





One of the challenges crane designers face when they look at the latest technological changes, is that this is a fairly small low volume industry. No one, for example, is going to invest in designing effective battery power for roadgoing cranes alone, instead, the mobile crane industry must wait on the larger automotive manufacturers and their suppliers, for suitable batteries to come to market.

#### VFD AND SCREENS - GAME CHANGERS

Variable frequency drives (VFD) first came to the market in the 1980s. Prior to that, industrial

motors had only two modes: off and on. VFDs can accelerate and decelerate smoothly and progressively as required. Initially, they were restricted to larger applications, but soon became small and cheap enough to be used across the electric drive sector. When they were introduced to the crane industry, they could be combined with proportional joysticks on a control box, giving the same responsiveness as a fully hydraulic control lever. This has clear advantages when trying to avoid load sway, for example, but could not have been developed for the crane industry alone.

The same was true of display screens. Even in the decade following the millennium, displays on remote controls were only just beginning to come to market. Flat screen TVs and computer monitors had entered the market in the 1990s, while the iPhone, with a screen size more comparable to that which would fit on a crane control, was launched in 2007. Soon after that the production of increasingly high resolution full colour small display screens became a big business.

The development of these screens led to another step change in crane control systems. In the cab, operators now use touchscreens to switch between functions, view data and input settings. Touchscreens are markedly less useful outside the cab, where operators may be wearing gloves and the job site is often muddy or dusty with very bright light.

But high resolution screens alone, combined with simple controls like joysticks, levers and dials, can still make controls much more useful. When switching between modes, the controller can display the changing function of each control mechanism. Sometimes, line of sight obstacles between operator and load mean that it is still tough to see the full load path. With a camera and screen, the operator can still have a clearer view of the load as they work.

When Potain launched the Igo range, its first remote control included a display. "It was not a big display," Deporte says, "but the operator

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could read the main indications for the radius, the height of the hook, the crane's load moment, the maximum load of the crane, the wind speed and some other information too."

With the launch of the Hup range, first shown in prototype form at Bauma 2016, the remote control included a 2.4 inch full colour display screen. "This really made a big difference with compared to the Igo. We use it to give information to the crane operator, but we also use it to give indication and notification to the crane installer who is erecting the crane."

It's now a key selling point of the Potain self-erectors, he says. "We call this the smart set-up function and it is available on the Igo T 99 but also on Hup 32-27, Hup 40-30, and also on the small Hup M 28-22. The installer is guided step by step through the erection process of the crane." Like any good on-site supervisor, it doesn't just tell the fitter what to do and show them how it is done, but keeps a friendly eye on their work, making sure that nothing important has been missed.

"Through this interface, we ask them some questions, which they sometimes have to validate," adds Deporte. "For example, we make sure that they have put the right quantity of ballast on the crane. We cannot measure it exactly, but we ask through a pictogram. 'Did you make sure that you put on the right quantity of



ballast?' and the crane fitter has to say yes, and to validate. This is a way to make sure that they are doing the right thing at the right moment and it is a way to avoid any wrong manoeuvres."

In the decade leading up to the mid 2010s, crane manufacturers like Potain made use of newly abundant VFDs, proportional joysticks, colour screens and reliable radio communications to

transform how cranes are erected and controlled. Today, we can see another bundle of new technologies on the near horizon, including AI, digital modelling and reliable long distance, large scale, data transfer, beginning to transform our daily lives. In the next article, we'll take a speculative look at how these might be implemented in the crane industry. ■



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# AUDIT TEAM EXPANSION

Martin Hastie is the latest addition to ALLMI's instructor auditing team. Speaking of his appointment he said: "I have been an ALLMI accredited instructor for over six years, delivering training to a wide range of market sectors and having previously worked for a loader crane importer. During that time, I've undergone many audits of my own and have experienced first hand the value of the association's comprehensive monitoring process. I am, therefore, very happy to have completed ALLMI's Auditor Development Programme, and to now be playing my part in helping to maintain training standards across the association's instructor network."

ALLMI's auditing team covers the whole of the UK and Ireland, monitoring the delivery of courses to ensure that scheme requirements are upheld.

ALLMI chief executive Tom Wakefield, added: "ALLMI instructors are regularly audited on an unannounced basis and this practice

forms a crucial part of quality control within the accreditation system. With our instructor base growing significantly year on year, it's important that we continually strengthen our auditing resource, so we are very pleased to welcome Martin to the team."

For information on training, please visit [www.allmi.com/training](http://www.allmi.com/training) or contact ALLMI.



**Martin Hastie**

## EN12999 PROPOSED AMENDMENT

CEN Committee, TC 147/WG 18, is currently forming a proposal for an amendment to be made to EN12999, the European Standard for Loader Cranes.

## BSI DISTRIBUTOR STATUS - REMINDER

With standards development one of ALLMI's core activities, the association has a long established relationship with the British Standards Institution, leading to its appointment as a distributor. ALLMI members now receive a discount of 20 percent on BSI products, while non-members can benefit from a 10 percent reduction when ordering through ALLMI.

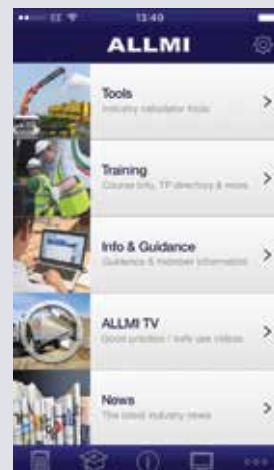


## 2022 MILESTONES ALLMI APP – 5 YEARS

Released five years ago, the ALLMI App has become an invaluable industry aid. Impressive demand has continued year on year, with uptake increasing by 20% YTD in 2022, and thousands now use the App to assist them in their day to day roles. A key to the App's popularity is its range of calculator tools, aimed at those planning lifting operations or carrying out Thorough Examinations.

Lift planning tools allow the following to be calculated/established:

- Whether a lift falls into the hired and managed or contract lift category, and whether a site visit is required in advance of the operation.
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- Pad sizes required for a particular lifting operation.



Home page of the ALLMI App

- Sling selection when handling cabins or containers.
- The sail effect of wind on a given load.

Thorough Examiner tools facilitate calculations for overload, stability and sink rate tests, as well as RCI / RCL calibration.

The ALLMI App is free of charge, compatible with iOS and Android operating systems, and can be downloaded from the Apple or Google Play store.

## THOROUGH EXAMINER COURSE - 15 YEARS

Thorough Examination and Load Testing are fundamental to the safe use of lorry loaders, and since its launch in 2007 the ALLMI course has been widely regarded as the most credible and effective training available for these activities. However, despite its recognition and near record demand in 2021, a major revision to the course is due to be launched later this year in line with ALLMI's ethos of continual improvement.

ALLMI technical manager, Keith Silvester said: "We will ensure that the course continues to lead the way in terms of reflecting industry good practice, product evolution, standards, and legislation. To this end, we have been working closely with our Technical Standards Committee and will carry out further consultation over the coming months to explore a series of developments. Course content will be further improved, as will documentation and methods of delivery, all of which will directly benefit ALLMI members, as well as having a positive impact on the wider industry."



## CRANE SUPERVISOR COURSE - 10 YEARS

Since its launch in 2012, ALLMI's Crane Supervisor course has arguably become the industry's leading training programme for those carrying out this role within a lorry loader lifting team.

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



Along with ALLMI's Lorry Loader Operator, Appointed Person and Manager courses, the Crane Supervisor training had its strongest ever year in 2021, with growth continuing in 2022.



For details of ALLMI standards, guidance documents and training, visit: [www.allmi.com](http://www.allmi.com)

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# IPAF RENTAL MARKET REPORTS FREE TO MEMBERS

Selected members of IPAF can claim a free version of the federation's Global Powered Access Rental Market Report, with the 2022 edition now available.

Chief executive Peter Douglas said: "The annual IPAF Global Powered Access Rental Market Report is the leading comprehensive overview of key global aerial work platform rental markets, exhaustively compiled by Ducker with valued input from our members and worldwide industry experts. We have been working on these reports with Ducker for 13 years, and we believe it deserves to be read by the widest possible audience. As part of IPAF's ongoing commitment to supporting our members, we have decided rental, manufacturer, dealer/distributor and supplier members will be eligible to claim a version of the relevant market report free of charge. Please see [www.ipaf.org/reports](http://www.ipaf.org/reports) for details."

"We believe that companies - whether already members or considering joining the federation -



will instantly recognise the value in this significant additional benefit of IPAF membership. For those not already familiar with report, you can view a copy from previous years on the IPAF website or view a special webinar broadcast to coincide with the release of this year's report."

"The report considers the size, value and growth of the global MEWP rental market, analysing market trends such as rental and utilisation rates, fleet renewal and other indicators in key global markets. This year, as part of our ongoing sustainability drive, we no longer offer printed copies, with the report being available in digital format only."



*Victoria Westwood (L) with Peter Douglas at Vertikal Days*

## LIFTECH BECOMES LATEST IPAF MEMBER AT VERTIKAL DAYS

Liftech joined IPAF as a dealer/distributor member at Vertikal Days last month - making it the first company to sign up during the event.

Peter Douglas said: "We're delighted to welcome another new member and in particular we are pleased to be able to confirm this during another successful Vertikal Days. As we saw last year, these events are an ideal platform to interact with existing members and encourage new ones to join."

"As Liftech will attest, companies can see the potential in joining the IPAF family, whether that is setting themselves apart from the competition through becoming an audited, accredited IPAF Training Centre or IPAF Rental+ member or joining in a specific membership category to assist in meeting their business objectives. I am happy to welcome Liftech as our latest member."

Liftech managing director Victoria Westwood added: "We are excited to become an IPAF member and the Liftech team really appreciates the work IPAF does to champion our industry and make it safer. We're looking forward a great relationship and proud to sign up!"

## IPAF CO-ORDINATES RESPONSE TO HSE MAST CLIMBER SAFETY ALERT

IPAF has been co-ordinating the industry response to the UK Health and Safety Executive Mast Climbing Work Platform safety alert, following a meeting of its UK & Ireland MCWP Work Group on 11th May.

Angel Ibañez, IPAF's representative for MCWPs and Related Products said: "The initial meeting, attended by more than 30 participants, sought to formulate a response to UK HSE BSCD1-2022 issued in May. Subsequent to the meeting, IPAF convened an urgent video call with manufacturers - both IPAF members and non-members - to discuss the safety alert and develop a full understanding of its implications. IPAF has since jointly hosted another meeting with the UK HSE at which stakeholders were able to join in a Q&A session."

"It has now been agreed that as part of our co-ordinated response, IPAF will constitute a special MCWP Safety & Technical Work Group, made up of volunteers representing the wider mast climbing industry. The main objectives of the group will be to co-ordinate actions allowing the implementation of measures and practices that will satisfy the requirements of continued safe working in light of the Alert and to consider and formulate responses to mitigate negative impacts of concerns arising around the Alert and stand ready to work with regulatory bodies on upcoming updates to any relevant standards." If any IPAF member would like to join the new Work Group, please email [Brian.Parker@IPAF.org](mailto:Brian.Parker@IPAF.org).



*The MCWP meeting in May*

## ONLINE LAUNCH FOR IPAF GLOBAL SAFETY REPORT 2022

The next IPAF online seminar will review the 2022 IPAF Global Safety Report, which is informed by data submitted to IPAF's Accident Reporting Portal from 2012 to 2022.

The seminar will examine trends and touch on the culture and approach of capturing and reporting data and will be broadcast via Zoom on 30th June at 12 noon (BST).



# THANK YOU FOR VISITING VERTIKAL DAYS 2022

The Vertikal Days team and its exhibitors would like to thank you for supporting the show. We hope that your visit proved enjoyable, valuable, educational, stimulating and that you had the chance to meet with plenty of old friends and new contacts.

Vertikal Days 2023 will return to the East of England Showground in Peterborough on ...**10th and 11th May 2023**.



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# IMPROVING TOWER SAFETY FOR RAIL WORKERS

**Network Rail, Taziker and PASMA have announced a collaboration to improve tower scaffold safety for rail workers.**

The initiative follows two serious incidents at Paddington Station, London involving towers. The first was a fall from height in December 2019 which left a man with fractured vertebrae, ribs and collar bone. The second incident occurred in September 2021, when a team from contractor Taziker was spotted working unsafely with towers for sustained periods of time, narrowly avoiding serious injury. These incidents should never have happened. Because they did, it's vital that lessons are learned.

In a bid to prevent anything similar happening again, the Wales and Western safety team at Network Rail is working with Taziker and PASMA to tackle the causes of tower falls head on.

## TOWER SAFETY VIDEOS

The three organisations have collaborated on a series of short videos, each one addressing a different area of tower safety. For its part, PASMA contributed time and expertise to the project, writing the scripts and overseeing tower assembly during filming.

Filming at Bristol Temple Meads station in May, with another date planned this summer at Paddington.



There will be 10 videos in total:

1. Introduction from Network Rail
2. When does tower safety begin?
3. Selecting the right tower
4. How to assemble and dismantle a tower
5. Inspecting a tower
6. Protecting the public
7. Ascending and descending a tower safely
8. How to move a tower
9. Competence
10. What to do if you spot something unsafe

The videos will be shown to rail staff during inductions and on-site briefings, as a timely reminder of their PASMA training. They will also be shared publicly online, as a useful resource for all.

## RAIL LIVE

Visitors to Rail Live will get a sneak preview of the videos, in the Network Rail Wales and Western community safety van, located near the entrance to the Network Rail Village in Zone K on the 22 & 23rd June at Long Marston Rail Innovation Centre, Warwickshire. PASMA will join representatives from Network Rail and Taziker to talk to visitors about using access towers safely, avoiding falls from height and how they are collaborating to keep rail workers safe on towers.

## A PASMA CARD ON YOUR PHONE

**The PASMA training card is now available on your phone, using the new TowerSure mobile app, enabling it to be checked more easily, and it won't get lost!**

Digital cards are available to anyone with a current PASMA qualification. To get it:

- Download the TowerSure app to your iOS or Android phone
- Register for an account (your name must match the name on your PASMA card exactly)
- Enter your PASMA certificate number - found on the card
- Hit the 'profile' icon in the top right corner to see your digital card

You'll also see a list of your PASMA qualifications and the date they were obtained, so you can quickly demonstrate which tower configurations you're competent to work with.

What else can you do with TowerSure?

TowerSure isn't just a digital PASMA card, it's also a handy tool for inspecting towers. It guides you through each tower inspection, helping

ensure all safety checks are completed and all legal responsibilities are met along the way. It replaces hard copy inspection records and makes the whole process more reliable and insightful.

When someone uses TowerSure to inspect a tower, it automatically checks their competence against PASMA training records to make sure they are trained to inspect that type of tower.

Learn more at [pasma.co.uk/towersure](http://pasma.co.uk/towersure).



## PASMA CONFERENCE 2022

**PASMA Conference returns this September after a three year absence. Anyone interested in improving tower safety is invited to attend to hear the latest insights and guidance on towers and their applications. The all-day event takes place on Thursday 29th September at the Delta by Marriott Nottingham Belfry, with warm-up sessions the previous day.**

Delegates are promised a varied programme of presentations and workshops, plus, the opportunity to learn about - and see up close - the full range of different tower configurations available in the UK.

Free tickets will be released soon, in the meantime, save the date.



## STRIVING FOR NET ZERO

As well as more convenient digital training cards are part of PASMA's commitment to reach net zero. Plastic cards will continue to be issued but are now made using 50 percent recycled PVC instead of 30 percent. Paper certificates have already been eradicated, having been replaced with digital versions last year.



**www.pasma.co.uk**

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



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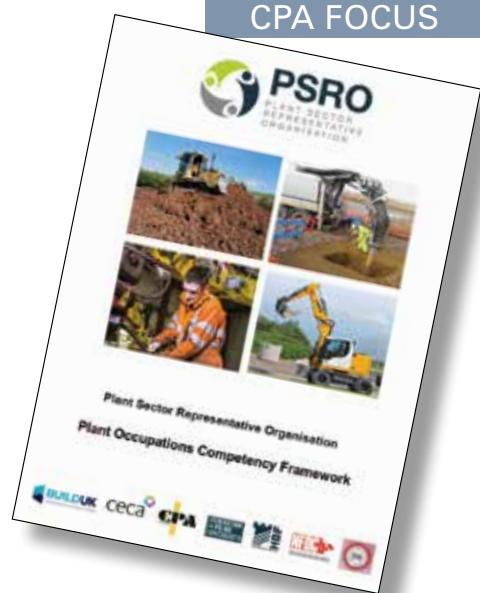
# PLANT OCCUPATIONS TRAINING PROVISION RESEARCH

**With skills an ongoing and increasingly challenging issue, last year the CPA commissioned an external organisation - Pye Tait - to survey members on their training needs and the issues they face to identify the current training and competency landscape so that any additional support could be identified and actioned.**

Nearly all respondents had concerns over equipment related training card schemes, and

their lack of transparency. Many employers struggle to understand the requirements of each card scheme, while trust in the quality of their delivery and assessment etc is low. Some of the issues raised are now being addressed through the joint federation Plant Sector Representative Organisation (PSRO), led by the CPA, which has now published an occupations competency framework.

For more information: [www.cpa.uk.net/skills-training/plant-sector-representative-organisation](http://www.cpa.uk.net/skills-training/plant-sector-representative-organisation)



## ARE YOU UP TO DATE WITH YOUR CPA BENEFITS?

If you are a CPA member, you receive a number of benefits to assist you with running your business. The information below highlights some of those benefits.

**Updated CPA Terms and Conditions** - CPA members can use the updated 2021 CPA Model Conditions for business-to-business equipment rental contracts. The latest version was released in late 2021. We have also updated the CPA Consumer, Supplementary and Contract Lift Conditions for specialist rental sectors. Please contact David Smith if you have any questions, or for copies the Membership Support Team can assist.

**Free legal and business advice** - If you need legal or business advice, CPA legal manager David Smith may be able to help or point you in the right direction.

**Reduction in insurance premiums** - Although we do not offer any direct forms of insurance cover, we do work closely with a number of established insurance brokers with experience in our sector. See [www.cpa.uk.net/legal-insurance-plant-theft/](http://www.cpa.uk.net/legal-insurance-plant-theft/) insurance.

**CPA Bulletin** - Our quarterly publication features information on areas such as Training, Legal, Technical, Policy and Equipment Theft. If you would like to be added to the circulation list, contact Adam Godwin. Digital issues can be viewed at [www.cpa.uk.net/safety-and-technical-publications/cpa-bulletin/cpa-bulletin-archive](http://www.cpa.uk.net/safety-and-technical-publications/cpa-bulletin/cpa-bulletin-archive).

**Email alerts and web-based seminars** - CPA issues regular email alerts for members and host seminars on specific topics such as the removal of red diesel. If you or key people in your organisation don't receive our email alerts personally, contact the Membership Support Team.

**Training and Skills** - If you need any advice about training and apprenticeships, contact Peter Brown, or for advice about grant aid or dealing with CITB as a levy payer, contact Rob Squires.

**CPA Website** - As a member, you can access the Member Section of the CPA website [www.cpa.uk.net](http://www.cpa.uk.net). You should already have your login details



and you can check your company details are up to date and accurate. For further assistance, please contact Adam Godwin.

**Special Interest Groups** - We have a number of Special Interest Groups to tackle issues within specialist sectors, such as the Crane Interest Group (CIG) and the Tower Crane Interest Group (TCIG). As a member, you can join any of these groups for networking, information sharing and best practice. See [www.cpa.uk.net/special-interest-groups](http://www.cpa.uk.net/special-interest-groups) for further details or contact Rob Squires.

**Safety guidance and technical advice** - Do you have the latest Good Practice Guides and Technical Information Notes (TINs) relevant to your sector? They are all available as free downloads from [www.cpa.uk.net](http://www.cpa.uk.net). For technical advice or support with safety related issues, contact Peter Brown.



**Net Zero Carbon** - We are developing our support in this area. For further advice, contact Chris Cassley or David Smith.

**Government, policy and legislation** - The CPA performs a vital link between the UK Government

bodies, policy makers and our sector. For further advice about Government issues, public policy and broad-scale legislative changes, contact Chris Cassley.

**Events and awards programmes** - The CPA hosts a number of events through the year and organises the Stars of the Future awards for apprentices with categories such as Lifting Technician of the Year and Plant Installer of the Year. For further information, contact Lisa Collins.



### Membership Support

Lisa Godwin and the Membership Support Team are on hand to assist with any general enquiries.

## CPA CONTACTS

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# IN THE NEXT ISSUE OF



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## THIS ISSUE WILL INCLUDE FEATURES ON:

### TOWER CRANES

The Tower crane market has been particularly busy over the past year particularly the flat top sector. We will review the latest product developments and also cover some interesting applications from around the world.



### SCISSOR LIFTS

There is always plenty of new product developments with scissor lifts, with a real product development race between new market entrants and well established players. We take a look at the latest trends and changing nature of the market. If you have any news or information to add, get in touch now.



### EQUIPMENT FOR ARBORISTS

The importance of safe access and lifting equipment in the tree care market continues to grow, we will look at the latest equipment and techniques used by arborists including truck and spider lifts and tracked cranes.



### FIRST BAUMA PREVIEW

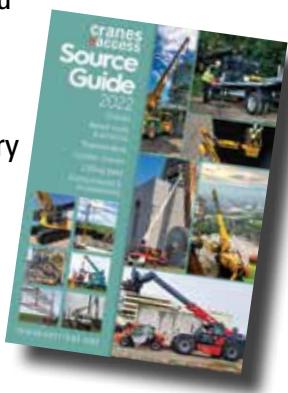
The biggest construction equipment show in the world takes place in Munich at the end of October. Many manufacturers gear their product development programmes to coincide with a launch at the mega show. We will give you a taste of what you might expect.

### INTERNATIONAL SOURCE GUIDE

Our new Source Guide is back and attempts to list every crane, access, telehandler and ancillary equipment manufacturer in our industry, detailing the product types they offer. If you spotted anything that needs changing from the last year, please do not hesitate to email us at:

editor@vertikal.net.

Send any information, news, photographs or ideas on these subjects to [editor@vertikal.net](mailto:editor@vertikal.net)



Every issue of **C&A** is also packed with our **regular columns, news** plus **reader's letters, books, models, training**, along with the latest news from the **CPA, ALLMI, IPAF and PASMA**.

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# FALL FROM MACHINE COSTS £30K

**Stockport, UK manufacturing company Manufax Engineering has been fined £26,000 with £3,205 costs after a contractor sustained injuries after falling from the top of a Milling machine while carrying out maintenance in July 2020.**

The task being carried out meant he had to step outside of the access gantry to reach a particular part at the top of the machine. He then lost his balance and fell almost four metres resulting in a fractured right elbow, two fractured ribs and two pelvis fractures.

The Health & Safety Executive found that the company had no safe system of work for the task, there was a lack of supervision and no formal monitoring system in place to ensure that employees and contractors were working safely on site. The task was not planned, supervised, or carried out in a safe manner.

HSE inspector, Stephanie Simcock, said: "This incident could so easily have been avoided by simply carrying out correct control measures and safe working practices."

## BOSS PARTNERS WITH PLT TRAINING

**UK training provider Boss Training has announced a partnership with PLT Training to provide new facilities for trainees. The partnership will see the relocation of Boss's current Wednesbury training centre into more modern facilities at Showell Road in Wolverhampton, currently operated by PLT.**

The move will provide the area with a one stop shop for a wide variety of health and safety training courses, with Boss Training bringing its IPAF, PASMA, UKATA and CITB Courses to the centre. PLT Training currently offers NEBOSH, Confined Spaces, Forklift and First Aid training courses.

Boss managing director Andrew Murphy says: "We are very much looking forward to moving into such a thriving area as

Wolverhampton and excited at the opportunities this will bring. PLT is a fantastic company with a similar outlook to ourselves. With a combined 60 plus years in the construction industry, we will be able to offer customers an even greater level of service and a wider range of courses."

(L-R) PLT Training MD Nicc Bennett with Boss Training's Andrew Murphy



## 150T CRAWLER FOR IUOE INTERNATIONAL TRAINING & EDUCATION CENTRE

**The International Union of Operating Engineers (IUOE) International Training & Education Centre in Crosby, Texas has purchased a new 150 ton Manitowoc MLC150-1 lattice boom crawler crane.**

IUOE members - whether apprentices or experienced operators - will use the crane to hone and advance their skills as new technologies and legislation are introduced. The new crane replaces an MLC165-1 that was delivered shortly before the facility opened in April 2018. Other cranes on site include a Grove GRT8100 Rough Terrain, Potain Igo T 70 A self-



Chris Tremi of the IUOE with the new crane

erecting tower crane, and a Potain MDT 219 top slewing tower crane they shortly be joined by 100 tonne Grove GMK4100L-1 All Terrain.

## WHO TRAINED THEM THEN?

Where do you start with this one? Spotted by a reader in Malta it shows two men working from a man basket at the top of a fully extended boom on a Kato truck crane which is set up on a city street with outriggers set on the pavement/sidewalk with the smallest of mats and no protection for pedestrians or from passing vehicles.



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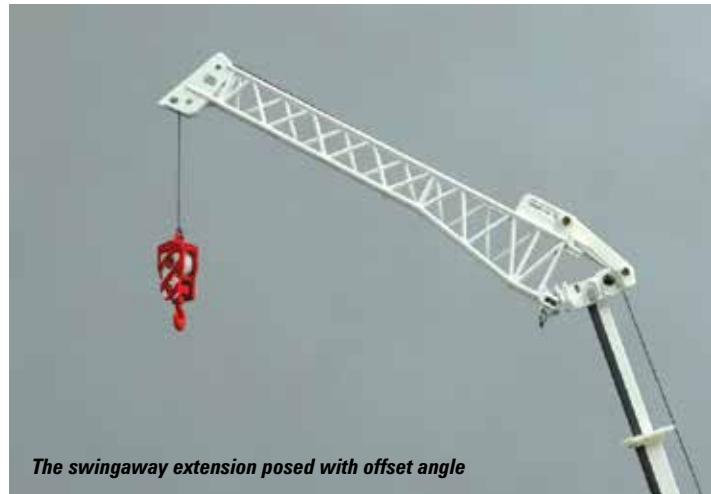
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# TADANO AC 4.080-1

**The 80 tonne Tadano AC 4.080-1 All Terrain crane has a seven section 60 metre main boom, with a 6.5 metre heavy duty swingaway extension for a maximum tip height of almost 70 metres.**

This 1:50 scale model is made by IMC Models and comes with an excellent build manual. Good quality tools are supplied to assemble and operate it.

The chassis is very good with the transmission and suspension fully detailed. The two axle pairs are linked, although on the real crane the rear axles can steer independently of each other. There is also a sprung suspension system on each axle.

The carrier cab has nice beacon lights, and there is excellent detailing around the cab doors. Tiny graphics add realism. Behind the cab, ladders on the carrier deck can be rotated and lowered, and an extra ladder clips on the carrier deck for transport.

The single stage outrigger beams have visible screw threads as jack cylinder rods which is a little old fashioned. Nice metal spreader plates are included with the model.

The superstructure cab is very detailed and the separate counterweight pieces have chevron markings.

The main boom lift cylinder is a metal part and extension is locked by tightening a grub screw. Detailing on the boom includes a spooling drum, silvered highlights and work lights, and the boom sections have a two tone decoration. Each boom section can be locked at maximum and approximately 50 percent extension. The sheaves appear to be metal painted white to resemble the nylon ones used on the real crane.

The metal extension can be stowed on the side of the boom and can also be attached to the boom nose and set in line or at offset angles - on the real crane it offsets by up to 50 degrees. A single three sheave hook block is included with a Tadano plate load to keep tension on the hoist rope.

Overall, this model is well made and very good quality. There is excellent detailing and most of the features work well enough. It is also a very well presented model and costs €189 at the Tadano webshop.



## CRANES ETC MODEL RATING

Packaging (max 10)	9
Detail (max 30)	27
Features (max 20)	16
Quality (max 25)	20
Price (max 15)	11
Overall (max 100)	83%

To read the full review of this model visit  
[www.cranesetc.co.uk](http://www.cranesetc.co.uk)

# READERS LETTERS

## FRANSIE LYON R.I.P

We received the sad news that Fransie Lyon, the co-owner of Tadano distributor UK Cranes with husband Joe Lyon passed away in early June. The couple sold the business to Tadano in 2014 and retired to South Africa. Since then, they have moved to Mossman, New South Wales, Australia.

As we go to press, we are waiting to hear from Joe and hopefully provide a fitting tribute in the next issue.



*Fransie and Joe Lyon the day they left UK Cranes in 2014*

## TONY THORNTON 1967-2022

So sad to see another nice fellow bite the bullet. I liked Tony. Never any smoke and mirrors with him, just right in your face.

Hope you find your peace.

My condolences to his family.

Jerry Kist

## A TIME FOR CHANGE

Debate is my motivation for writing this, not controversy. I want to get that out there, right off the bat.

I'm neither protagonist nor militant in nature, but I am tired. Tired of hearing the same complaints again, and again, and again. Something needs to change, and I think it's high time our industry accepted this.

With over 22 years in the crane industry, I've travelled the length and breadth of this entire country for work. Never has the call for a wage rise been so loud, or so consistent. Yes, there are currently factors out of the control of our industry, with the cost of living and rising energy prices which affect everyone, but it's more than that. Operators are disillusioned with a general feeling of being grossly undervalued like never before. The need to work inhuman hours to put food on the table never more common.

The "poorest man on the building site" has never been more prevalent, and in a building industry that is positively booming! Why is that exactly? A building industry that has never placed more emphasis on health and safety, or direct responsibility for that matter on the operator.

Who on a building site has more responsibility than a crane operator exactly? And why isn't that responsibility reflected in the pay rate? We live in an age where most big building sites openly advertise "top rates paid" for every trade you care to mention, yet these same companies want to pay buttons for the machines that facilitate every worker on the site! The knock on effect of course is your pay rate remains paltry by comparison. It needs to change!

Skills and experience are earned the hard way, making mistakes and learning from that comes at a cost.

Improving and honing to the point where it's easy for the hirer to complete his job. Why should that be undervalued?

To travel with £1 million plus of machinery hundreds of miles around the country without incident on a weekly

basis. Why should that asset not be valued on a par with a bricklayer, a joiner, a plumber or welder. Are our skills worth less? If not, then why (conservatively speaking) do we have to work on average a third more hours for a similar take home?

Your chippy or brickie mates are on the way home at 14:30 because they can afford to. They will also be on the golf course at the weekend if the mood takes. How many of us can say that? You just know you will be last off that site and returning to that yard at 19:00 at the earliest. Oh and by the way "I need you to work on Sunday!" Sound familiar?

Consequently, as any seasoned crane operator will tell you, that eventually puts a strain on family life and relationships.

The whole "race to the bottom" argument in regards to hire rates has been done to death. I believe most guys in our industry understand and indeed sympathise with employers on this. We are acutely aware how competitive our Industry is.

Only the blind or the dim can't see the current trend of smaller firms going to the wall or getting perilously close to shutting the gates. The switch to white diesel and the inevitable M.O.T. legislation to follow will only ramp up pressure on firms, unless there is a collective agreement to pass on costs to the hirer.

So, what's to be done? What's the solution? Something tangible needs to be forthcoming because personally speaking I've never encountered so many people currently looking at alternative career choices.

Thoughts.....

by (an Anonymous Operator)

*As you can see this person insisted that their name be withheld but has been keen to share his thoughts with the industry as a whole.*

## ELECTRIC CRAWLER CRANES - REALLY?

I have to confess to see the article on electric crawler cranes and thinking "here we go this will be a load of BS!" Not that I ever think this of your articles, they are always considered knowledgeable and more importantly readable - believe me that is not always the case with the trade media!

But I am sceptical enough about electric cars so a 250 tonne crawler crane be serious! However, after having read through it, I began to think 'well I can see how it might work as long as you do have a decent power supply of course which can be a big if. But here in Singapore its almost all urban and given the way the government thinks this will be a bigger issue and is likely to be handed down as an edit with a very short lead time, especially if it has been seen to work on real jobsites in cities like London.

So, thank you another great issue, just wish I had been able to make it to Vertikal Days, would have loved to have seen the machine and listened to it operating.

Keep up the good work - great job.

Ian

*While this correspondent did not request that we withhold his family name he signed the letter off this way and has not responded to a request to use his full name before going to press. An oversight on our part as we should have asked when it arrived, not while proofing.*

## DAVID STEEL

Dear Leigh

I was sad to hear of the passing of David Steel and thought I would share the following photograph with you. It is one of the few I have found of David - (he never liked his picture taken) it is not that brilliant but maybe you can use it. It was the day he signed the Coles agreement with HDW in September 1983 - the other one signing is Wim Haasbroek.

Jeanine Decock

*HDW was founded in 1982 by Wim Haasbroek, Frans van den Dool and Bas van de Wetering, following the bankruptcy of Coles crane distributor Van Kranenburg. David Steel and Cole then agreed that they would take over the account. In 1985 Grove acquired Coles and HDW was selected as the Grove Coles distributor over Grove dealer Geveke.*

*In 2001 the three partners sold HDW to Caterpillar dealership owner Pon, which also owned aerial lift sales and rental company Gunco. The company continues to prosper as part of the Mateco group.*



*Left to Right Wim Haasbroek, Frans van den Dool and Bas van de Wetering of HDW, Jeanine Decock (then Jappes), Peter Cooper and Andre Faes.*



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**Crane Safety 2022**

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<http://en.ipaf.org/web/anchio>  
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[www.scranet.org](http://www.scranet.org)

**Bauma China 2022**

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**Bauma Conexpo India**

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the American Rental Association's  
annual conference and exhibition  
Orlando, Florida, USA  
Tel: +1 800 334 2177  
[www.arashow.org](http://www.arashow.org)

**Conexpo-Con/Agg 2023**

March 14-18, 2023  
The leading US construction show  
Las Vegas, Nevada, USA  
Tel: +1 414-298-4133  
[www.conexpoconagg.com](http://www.conexpoconagg.com)

**Samoter**

March, 2023  
International earthmoving and building  
equipment show Verona, Italy  
Tel: +39 045 8298111  
[www.samoter.it/it](http://www.samoter.it/it)

**The IPAF Summit and awards**

April 20, 2023  
Annual Summit and IAPAs awards  
ceremony of the International Powered  
Access Federation Berlin  
Tel: +44(0)15395 66700  
[www.ipaf.org](http://www.ipaf.org)

**Smopyc 2023**

April 2023 Dates to be confirmed  
Spanish construction equipment exhibition  
Zaragoza, Spain  
Tel: +34 976 764 700  
[www.feriazaragoza.com/smopyc](http://www.feriazaragoza.com/smopyc)

**Vertikal Days 2023**

May 10-11 UK/Ireland Crane,  
access and telehandler event.  
East of England showground, Peterborough  
Tel: +44 (0) 8448 155900  
[www.vertikaldays.net](http://www.vertikaldays.net)

**Innovationstage der  
Höhenzugangstechnik**

May, 2023  
Aerial lift Innovation Days, an  
informal event for access equipment,  
cranes & telehandlers  
Hohenroda, Hessen Hotel Park,  
Germany  
[www.borntolift.de/](http://www.borntolift.de/)  
innovationstag/

**Mawev 2024**

April 10-14, 2024  
Austrian construction Exhibition  
St. Pölten, Austria



Tel: +43 316 8088 216  
[www.mcg.at/events/mawevshow](http://www.mcg.at/events/mawevshow)

**Intermat 2024**

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construction equipment show  
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+33 (0)1 76 77 15 21  
[www.paris.intermatconstruction.com](http://www.paris.intermatconstruction.com)



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Germany, D-79114

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**Apex 2023**

June 06-08, 2023

International powered access

trade show Maastricht, The Netherlands

Tel: +31 (0)547 271 566

[www.apexshow.com](http://www.apexshow.com)

**Platformers' Days 2023**

September 8-9 German access

and lifting show Karlsruhe, Germany

Tel: +49 721 3720 5096

[www.platformers-days.de](http://www.platformers-days.de)

**GIS**

Date to be confirmed

Italian crane, access and heavy

transport exhibition Piacenza, Italy

Tel: +39 010/5704948

[www.gisexpo.it](http://www.gisexpo.it)

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[www.theutilityexpo.com](http://www.theutilityexpo.com)

**2024****Swissbau**

16-19th January 2024

Swiss construction exhibition

Basel, Switzerland

Tel: +41 58 200 20 20

[www.swissbau.ch](http://www.swissbau.ch)

**The ARA Show 2024**

February 18-21, 2024

The American Rental Association's

annual trade show and convention

New Orleans, Louisiana, USA

Tel: +1800 334 2177

Website: <http://www.arashow.org/>

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April 10-14, 2024

Austrian construction Exhibition

St. Pölten, Austria

Tel: +43 316 8088 216

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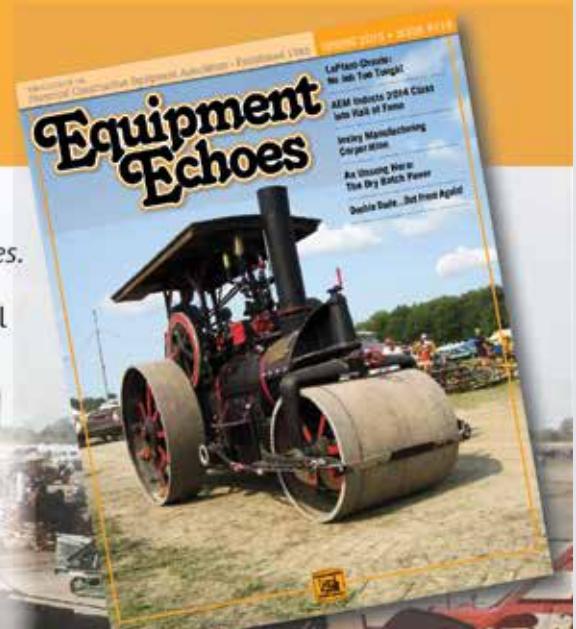
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CTE	<a href="http://www.ctelift.com">www.ctelift.com</a>
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Vertimac	<a href="http://www.vertimac.com">www.vertimac.com</a>

## TELEHANDLER RENTAL

GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Mr Plant Hire	<a href="http://www.mrplanthire.co.uk">www.mrplanthire.co.uk</a>

## SCAFFOLD TOWERS

CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
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## MASTCLIMBERS & HOISTS

Alimak	<a href="http://www.alimak.com">www.alimak.com</a>
CLM Construction Supplies	<a href="http://www.clm-supplies.com">www.clm-supplies.com</a>
GEDA	<a href="http://www.geda.de">www.geda.de</a>
Klaas	<a href="http://www.klaas.com">www.klaas.com</a>
Saeclimber	<a href="http://www.saeclimber.com">www.saeclimber.com</a>

## SPECIAL/BESPOKE ACCESS & LIFTING SOLUTIONS

Access Platform Sales (APS)	<a href="http://www.accessplatforms.co.uk">www.accessplatforms.co.uk</a>
GT Lifting Solutions	<a href="http://www.gtliftingltd.co.uk">www.gtliftingltd.co.uk</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Platform Sales & Hire	<a href="http://www.platformsales.co.uk">www.platformsales.co.uk</a>
Warren Access	<a href="http://www.warrenaccess.co.uk/hire">www.warrenaccess.co.uk/hire</a>
Working At Height Ltd	<a href="http://www.workingatheightltd.com">www.workingatheightltd.com</a>

## SPECIAL & NICHE ACCESS

Acrolift	<a href="http://www.acrolift.co.uk">www.acrolift.co.uk</a>
DENKA Narrow	<a href="http://www.rothlehner.com">www.rothlehner.com</a>
JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
Rapid Platforms	<a href="http://www.rapidplatforms.co.uk">www.rapidplatforms.co.uk</a>
Smart Platform Rentals	<a href="http://www.smartplatforms.co.uk">www.smartplatforms.co.uk</a>

## SPECIAL LIFT & TRANSPORT EQUIPMENT

Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
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## HEAVY TRANSPORT/ABNORMAL LOADS

Collett A Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
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## SELF-PROPELLED MODULAR TRANSPORTERS

Collett & Sons, UK	<a href="http://www.collett.co.uk">www.collett.co.uk</a>
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## SITE SAFETY AUDITS

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
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## INDUSTRY ASSOCIATIONS

ALLMI	<a href="http://www.allmi.com">www.allmi.com</a>
CICA	<a href="http://www.cica.com.au/">www.cica.com.au/</a>
CISRS	<a href="http://www.cisrs.org.uk">www.cisrs.org.uk</a>
CPA	<a href="http://www.cpa.uk.net">www.cpa.uk.net</a>
EWPA	<a href="http://www.ewpa.com.au">www.ewpa.com.au</a>
IPAF	<a href="http://www.ipaf.org">www.ipaf.org</a>
NASC	<a href="http://www.nasc.org.uk">www.nasc.org.uk</a>
OSHA	<a href="http://www.osha.gov">www.osha.gov</a>
PASMA	<a href="http://www.pasma.co.uk">www.pasma.co.uk</a>

## HEAVY LIFT MANAGEMENT

DWLS	<a href="http://www.dwls.co.uk">www.dwls.co.uk</a>
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## HEAVY LIFT PLANNING & RISK ANALYSIS

DWLS	<a href="http://www.dwls.com">www.dwls.com</a>
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## AUCTION HOUSES

Ritchie Brothers	<a href="http://www.rauction.com">www.rauction.com</a>
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## BATTERY SUPPLIERS & MANUFACTURERS

DC Battery Technologies	<a href="http://www.dcbattery.tech">www.dcbattery.tech</a>
Leoch Battery UK	<a href="http://www.leochbattery.co.uk">www.leochbattery.co.uk</a>
Platinum International Ltd	<a href="http://www.platinuminternational.co.uk">www.platinuminternational.co.uk</a>

## LOAD CELLS & LOAD MONITORING SYSTEMS

PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
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## CONTROL SYSTEMS

MOBA Automation	<a href="http://www.moba.de">www.moba.de</a>
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## GENERATOR SALES & RENTAL

JMS Powered Access	<a href="https://jms.co.uk">https://jms.co.uk</a>
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## ONLINE TECHNICAL HELP

Crane Tools	<a href="http://www.cranetools.com">www.cranetools.com</a>
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## OUTRIGGER PADS, MATS & ROADWAYS

Brilliant Ideas /	<a href="https://brilliantideasltd.co.uk/alimats/">https://brilliantideasltd.co.uk/alimats/</a>
Alimats	

DAWSON-WAM Steel Mat Hire	<a href="http://www.SteelMatHire.co.uk">www.SteelMatHire.co.uk</a>
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Mat & Timber Services	<a href="http://www.sarumhardwood.co.uk">www.sarumhardwood.co.uk</a>
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Nolim	<a href="http://www.nolim.co.uk">www.nolim.co.uk</a>
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Outriggerpads	<a href="http://www.outriggerpads.co.uk">www.outriggerpads.co.uk</a>
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Timbermat	<a href="http://www.timbermat.co.uk">www.timbermat.co.uk</a>
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TMC lifting supplies	<a href="http://www.tmc-lifting.com">www.tmc-lifting.com</a>
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Universal Crane Mats	<a href="http://www.universal-crane-mats.com">www.universal-crane-mats.com</a>
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Welex Group	<a href="http://www.welexgroup.com">www.welexgroup.com</a>
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## COMPONENT SUPPLIERS

PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
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Tele Radio Group	<a href="http://www.tele-radio.com">www.tele-radio.com</a>
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## WIRE ROPE & CABLE

Rope and Sling	<a href="http://www.ropeandsling.co.uk">www.ropeandsling.co.uk</a>
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## PARTS & SERVICE SUPPLIERS

Alfa Access Services	<a href="http://www.alfa-access-services.com">www.alfa-access-services.com</a>
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Crowland Cranes	<a href="http://www.crowlandcranes.co.uk">www.crowlandcranes.co.uk</a>
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Ernest Doe & Sons Ltd.	<a href="http://www.ernestdoeandco.co.uk">www.ernestdoeandco.co.uk</a>
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Haulotte	<a href="http://www.haulotte.com">www.haulotte.com</a>
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IPS	<a href="http://www.ipspartsonline.com">www.ipspartsonline.com</a>
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JLG	<a href="http://www.jlg.com">www.jlg.com</a>
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Lift-Manager	<a href="http://www.lift-manager.com">www.lift-manager.com</a>
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OTR Wheel Engineering Europe	<a href="http://www.otrwheel.co.uk">www.otrwheel.co.uk</a>
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PCE Instruments UK Ltd	<a href="http://www.pce-instruments.com">www.pce-instruments.com</a>
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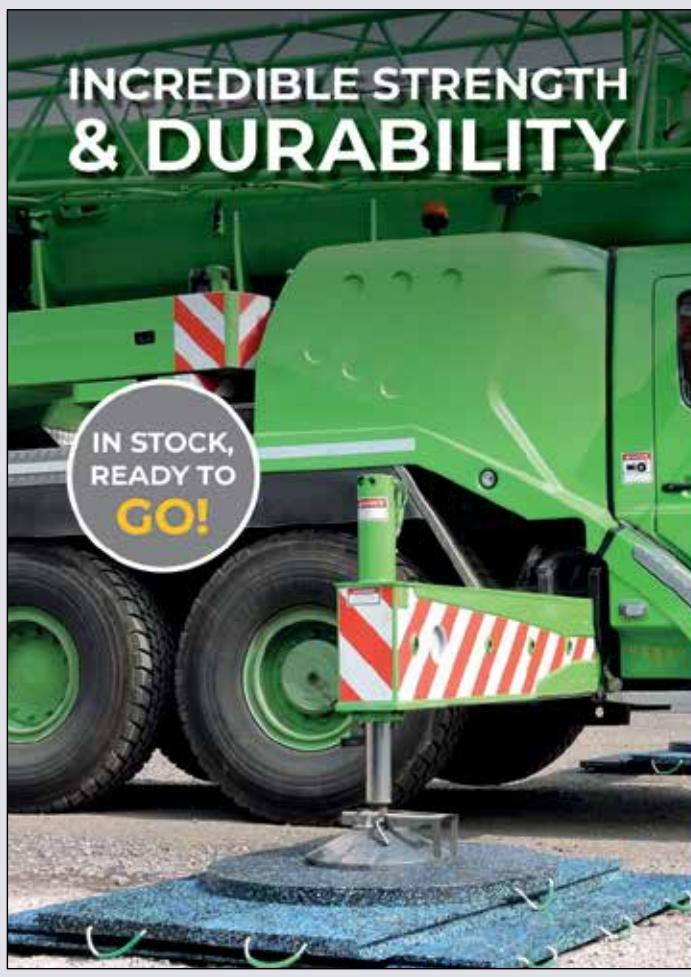
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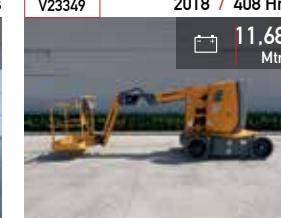
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## Used machines

June 2022

**vertimac**

V31635	2022 / 0 Hrs	V25698	2019 / 122 Hrs	V23265	2018 / 206 Hrs	V25588	2019 / 156 Hrs	V23349	2018 / 408 Hrs
	 7.77 Mtr.		 8.2 Mtr.		 10,14 Mtr.		 10 Mtr.		 11,68 Mtr.
Haulotte Optimum 8AE	NEW	Haulotte Compact 8CU	€ 7.950	Haulotte Compact 10	€ 10.500	Haulotte STAR 10AC	€ 18.500	Haulotte HA12CJ+	€ 28.500
V32802	2011 / 28 Hrs	V31432	2011 / 920 Hrs	V26842	2007 / 3398 Hrs	V32816	2007 / 5224 Hrs	V30649	2008 / 5968 Hrs
	 10,1 Mtr.		 11,1 Mtr.		 4 x 4 12,5 Mtr.		 4 x 4 26,4 Mtr.		 4 x 4 28,2 Mtr.
JLG Toucan 10E	€ 11.950	Genie Z30-20N	€ 15.950	Hollandlift Monostar X-105DL18	€ 7.950	Genie Z80-60RT	€ 27.950	JLG 860SJ	€ 26.500

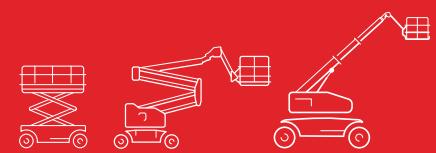


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