

cranes & access



June 2026 Vol.28 issue 3

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**LOW LEVEL
PLATFORMS
ALL TERRAIN
CRANES**

**TELEHANDLERS
APEX REVIEW**

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LOW LEVEL PLATFORMS 17

The low level powered access market, as we know it, originated in the UK in 2006 driven by the mythical ban (fake news) on ladder use at work by the UK's HSE. While the sector has developed beyond all recognition in the past 10 years, it is still dominated by a handful of established players, although it is changing quite rapidly...

ALL TERRAIN CRANES 25

The past year has been interesting with the leading All Terrain crane manufacturers - Liebherr, Manitowoc/Grove and Tadano - adding new cranes and technology, with a good deal of it on show at Conexpo in March. We roundup some of the latest developments and introductions.

TELEHANDLERS 35

It seems as though a message has gone out and been accepted that the telehandler market is paved with gold! In the past year or so the number of manufacturers has almost doubled, just as some major manufacturers like Cat, pull out after years of trying to make a go of it against Manitou & JCB. Who is making the winning call? We take a look at the latest news, products and developments.

APEX REVIEW 47

The powered access show Apex and International Rental Exhibition (IRE) returned to Maastricht this month. Apex seemed smaller with fewer exhibitors than previous events, but there were several product launches and plenty of product updates.

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ON THE COVER

One of numerous Chinese entrants to the telehandler market is Zoomlion. For a rundown on the rapidly expanding sector see the Telehandler feature on page 35.



IN THE NEXT ISSUE

Scheduled for publication in mid July, the July/August issue of Cranes & Access will include features on: Tower cranes, Scissor lifts, Technology & Software and a look at the Vertikal Days 2026 event in September. 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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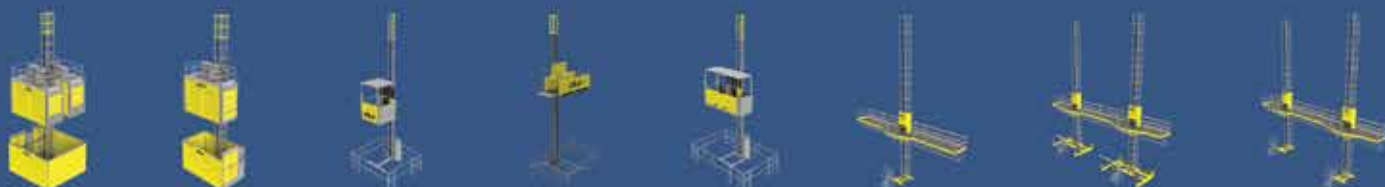
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COMMENT

BRANDED

What word immediately comes to mind when I say Ferrari, Rolex or Prada?

Whatever the word - luxury, quality, flashy, style or perhaps overpriced - for better or worse, it reflects the brand's perceived image, built up over many years through consistent marketing, the quality or functionality of the products, top customer service and the image it attempts to represent. All of which help create a brand's reputation, overall identity and values, more so, perhaps, than the specific products.

Product and brand are, of course, interlinked - without the products, the brand would not exist. Customers and employees have a particularly emotional attachment to a brand - the name, product colours and logotype, etc, while it also influences suppliers and prospective job candidates or dealers. Building a brand takes time and/or money and can be easily ruined - take Perrier water for example - by not maintaining its high standards and handling the fallout badly.

In the crane, access and telehandler markets, where even changing a logo can cause upset, changing a brand name completely can create far greater disruption.

Take Demag mobile cranes... The company was acquired by Terex in 2002 causing all manner of concern, but Terex made the wise decision to retain the Demag name, at least to start with, and maintain its principles. It later switched to Terex Demag and then Terex. The two brands had entirely different reputations - one had been 'pile 'em high and sell 'em cheap' while the other stood for quality, strong engineering and performance. All manner of repercussions followed, in 2016 Terex reinstated the Demag name. Its reputation did not just bounce back, of course, but it made a difference, at least with 'Demag' employees.

A similar situation occurred in the 1980s when Grove acquired Coles and adopted Grove-Coles for UK built Grove and Coles cranes. In hindsight it was not the best of decisions, although perversely, it protected the Grove brand.

It was 20 years before Tadano felt confident enough to drop the Faun name from its German All

Terrains, making them pure Tadano, the same with Mantis telecrawlers.

When it acquired Demag in 2019, it decided to fast track the integration and brand changeover, creating challenges that it is only now beginning to overcome. Its acquisition of Manitex - with PM, Oil&Steel and Valla brands - presents a different challenge. While it stated that they would all now become Tadano, it appears to be taking a more pragmatic approach depending on each brand's strength in a given market. Note that the Nagano acquisition and brand change presented no such issues.

When Manitowoc acquired Potain and Grove, it did not rebrand them Manitowoc, and later, when it agreed an own-brand deal for Sennebogen telecrawlers it chose to use Grove rather than its crawler crane brand - Manitowoc.

Branding is now becoming a feature in the low level platform market. JLG acquired Power Towers, and kept it at arm's length, but later decided to 'integrate' it, swapping Power Tower blue for JLG colours and seemed ready to drop the Power Towers brand altogether. It appears that it has rolled back on that idea. JLG now supplies own brand versions of its low level lifts to Altrex and Tubesca-Comabi, while Italian manufacturer Gromet/Axolift provides its lifts to Pop Up and now Munk Flexlift.

How important is a strong brand?

Building a strong brand only works if the products and services live up to what it claims to stand for. Customers' peace of mind when purchasing is reflected in its desirability, demand, price and resale value. Witness the many tier-two Chinese crane and aerial lift manufacturers entering the market with no brand awareness, while companies such as Liebherr, Tadano, Grove, Genie, JLG, JCB, Manitou, and others have it in spades. This is one area where many Chinese manufacturers struggle and find that product quality alone is not enough.

Building a brand image/reputation takes time, funding and effort - but is critical for the ongoing success of a company. Ignore it at your peril.

Mark Darwin

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

FIRST EIGHT TONNE ARTIC CRANE CITY LUFFER 180

Swedish crane manufacturer Artic Crane has delivered the very first eight tonne City Luffer CL180 luffing jib tower crane to UK based City Lifting, which has installed it on a very space-limited job site in Wilson Street, London. The tower has been installed in the building's lift shaft and uses the same 1.7 metre square tower system used on Artic Crane's 184 and 185 Raptor cranes. The crane can handle its maximum capacity at a radius of 26 metres and take 2,000kg out to 50 metres.

The crane features:

- Lockable slewing and jib for a 5.7 metre out of service radius. Higher free standing heights can be achieved if the crane is left in free slew mode, with a larger out of service radius.
- Twin brakes, motors and gearboxes on all motions/functions to provide full redundancy of safety systems.
- A PLC monitor for all safety functions.
- ABB inverters providing smoother, more accurate and operator friendly controls.
- A new larger, more comfortable cab.

Practical features include:

A small single fall hook block with low wind resistance to fit into narrow spaces, allowing the use of glass vacuum lifters and other equipment



without needing a balance beam. A 2.5 metre minimum radius allowing lifting within 1.7 metres of the tower. Standard jib mounted camera and floodlights, Kevlar jib tie bars for lower jib weight, while being easier to handle when installing. It also has energy recovery systems on all lowering movements and is fully equipped with lights and camera for night work.

Artic Crane was established in 2007 in the town of Lindås, Sweden, with a focus on the design and manufacture of articulated tower cranes.

PAGLIERO ACQUIRES PALAZZANI

Italian truck mounted and spider lift manufacturer Multitel Pagliero has acquired a majority stake in Italian spider lift manufacturer Palazzani.

Palazzani will continue to operate independently under its own name and in its own unique style. Multitel will, however, provide back-room support in areas such as production, purchasing and other strategic areas. The Palazzani family will retain a significant stake in the family business, but no details of the transaction have been released.

The two companies began working together in 2008, leading to the 2009 launch of the 17 metre Multitel SMX 170/Palazzani TZX 170 spider lift, which married a Multitel superstructure with a Palazzani undercarriage.



(L-R) Anna Pagliero, Paola Palazzani, Renzo Pagliero, Fabio Pagliero and Francesco Zola

SKYJACK ADDS ELECTRIC SJ6940 RT

Skyjack has launched an all electric version of its 40ft SJ6940 RT compact Rough Terrain scissor lift that it introduced in January - the SJ6940 RTE. The performance and specifications are similar to the diesel model with a maximum working height of 14.19 metres and a maximum platform capacity of 363kg, oscillating front axle and auto levelling jacks. Drive is via high efficiency AC drive motors fed by an 414AH AGM battery pack, with universal smart charging technology.

Product development manager, Mark Trowman said: "Our four level scissor stack, with a single cylinder design, significantly reduces leak points and simplifies maintenance. Paired with our smart electric drive system, this all-electric rough terrain scissor lift consistently delivers reliable performance in rugged environments."



AXOLIFT'S OUTDOOR SCISSOR

Earlier this month Italian low-level aerial lift manufacturer Axolift launched the P300X, a 4.9 metre working height self-propelled dual deck scissor lift, the company's first outdoor rated work platform. It appears to be aimed squarely at the market created and currently dominated by the Bravi Leonardo HD.

The P300X has a 240-250kg maximum platform capacity, and weighs just under 500kg, while the overall width is 765mm, overall length 1.29 metres and stowed height of 1.8 metres. The lift also features dual 300mm platform extensions, taking the maximum platform length to 1.76 metres. The 24 volt battery is said to provide up to eight hours of typical operation.

Standard features include a battery indicator, forklift pockets, 35 percent gradeability and an active pothole protection system. The first units are expected to ship in September.

For more information on this and other models see the Low level platforms feature starting on page 17.



BIGGER JEKKO SPIDER CRANE

Italian crane manufacturer Jekko has announced a new larger 'JF' knuckle boom spider crane, the 22 tonne JF1050, which also includes upgrades and improvements on previous models. The nine section decagonal cross section main boom has a maximum tip height of 23 metres, at which point it can lift 5,500kg, while the maximum radius is 20 metres with a capacity of 3,085kg. An optional seven section jib takes the maximum tip height to 34.5 metres with a capacity of 950kg at a radius of almost 11 metres.



The jib can luff down to horizontal with the boom at 70 degrees and handle 850kg at a height of 22.5 metres and a radius of 18 metres. With the boom and jib fully extended and horizontal, or up to 10 degrees above horizontal, the capacity is 860kg at a radius of 32 metres. A range of work platforms is also available, which offer a maximum working height of just over 36 metres. The crane has an overall width of 2.2 metres and is 6.75 metres long with a stowed height of 3.47 metres. Total weight is 27.7 tonnes, which can be reduced by removing one or both of the self-install counterweights as well as the outrigger beams.

The winch has a maximum line pull of two tonnes with 60 metres of wire rope storage, allowing below ground reach of up to 51 metres. The outrigger spread is variable, from a simple square footprint of between 4.91 and 8.5 metres or folded in with an overall length of 11.35 metres. Power options include bi-energy, diesel or a full electric plug in system.



TEREX RETURNS TO TELECRAWLER MARKET

Raimondi owned Terex Cranes is set to re-enter the telescopic crawler crane market with the launch of the 70 tonne TTC 70, designed and built at its Crespellano headquarters in Italy. The move comes almost 14 years after Terex withdrew from this market.

The TTC 70 can handle its maximum capacity at a 2.5 metre radius, or 64.5 tonnes at three metres. The crane has a 36.8 metre four section heavy duty main boom. An optional eight to 15 metre swingaway with up to 40 degrees of offset, taking the maximum tip height to 54 metres, at which point it can lift 3.2 tonnes. The maximum counterweight is 18 tonnes on the superstructure plus two, four tonne carbody counterweights, one at the front and one at the rear.

The crane has an overall stowed width of just under three metres, which extends to a maximum of 4.8 metres. Overall stowed length is 13.6 metres, while the overall height is just over three metres. Total weight without counterweights is 44,500kg, making it relatively easy to transport on two trucks.



Features include T-Link connectivity, electronic management of the main hydraulic pump and a new more spacious cab. A new remote controller with large screen can operate all machine functions, including counterweight assembly and removal. Power comes from Stage V or Stage IIIA Cummins diesel.

The TCC70 is essentially a modified Terex Rough Terrain superstructure on a crawler chassis. As such it shares many components with the larger Terex Rough Terrain. The first units are expected to ship in the Autumn following completion of field trials.

Make Model	Terex TTC70	Tadano GTC 70	Liebherr LTR 1060	Sennebogen 673E	Link Belt TCC800	PVE DCT70
Max Cap	70t @ 2.5m	70t @ 2.5m	60t @ 2m	70t @ 2m	75t @ 2.7m	70t @ 2.5m
Main boom	36.9m	36m Full power	40m	36m - FP	36.6m - FP	38m
Cap on Full boom	15.6t @ 8m	13.5t @ 8m	10.1t @ 7m	14.5t @ 6m	15.5t	14.7t
Max radius Main boom	34m - 2.2t	32m - 2t	36m - 1.6t	32m - 2.4t	33m - 1.95t	30m - 2.4t
Max capacity at 10m	17.3t	16.9t	15.3t	17.6t	17.5t	15.3t
Max extension & offset	15m - 40°	17.7m - 45°	16m - 40°	15m - 40°	17.7m - 45°	14m - 40°
Max tip height	54m	55m	58.5m	53m	56.2m	53.5m
Cap at max tip height	3.2t @ 16m	3.2t @ 26m	3.1t @ 9m	3.4t @ 10m	4.3t @ 10m	N/A
Max radius full ext.	44m - 500kg	50m - 500kg	50m - 500kg	44m - 600kg	52m - 500kg	N/A
Slope charts	1 - 4°	0.5, 1.5, 2.0 & 4°	0, 1.5, 2.5 & 4°	0, 2.0, & 4°	1, 2, 3, & 4°	N/A
Overall width in	2.98m	3.3m	2.97m	2.98m	3.5m	3.26m
Overall width out	4.8m	4.92m	4.77m	4.8m	5.2m	4.8m
Total length	13.6m	14.6m	11.4m	12.96m	14.87m	12.5m
Height	3.33m	3.2m	3.15m	3.27m	3.17m	3.24m
Total weight	66.5t	63.6t	62.7t	71.5t	65.3t	70t

SINOBOOM UPDATES 60FT BOOMS

Sinoboom has launched the 61ft AB18J Plus and AB18EJ Plus, updated versions of its 60ft AB18J and the electric AB18EJ articulated boom lifts with more platform capacity and a greater working envelope.

The new Plus versions have a maximum platform capacity of 340kg, an outreach of 10.5 metres and a working height of 18.5 metres. An unrestricted platform capacity of 250kg extends the outreach to 12.2 metres. The AB18(E)J Plus, is slightly longer and wider at 8.8 metres and 2.49 metres respectively but has a lower stowed height of 2.52 metres. It features a larger 500Ah battery with an optional range extender to create a hybrid machine.



LEGUAN'S ELECTRIC SPIDERS

Finnish spider lift manufacturer Leguan has launched a battery electric power option for its spider lifts.

The Avant Power OptiTemp battery - built and designed in Finland - is available for all of its models, from the 17 metre 170 to the 26.5 metre 265. It uses liquid-immersion cooling to keep the pack at the right temperature with the electric system developed as a complete, integrated package. The company claims operators can work a full day on a single charge, with performance comparable to the diesel.





APEX 2026

The powered access show Apex, together with the International Rental Exhibition (IRE) returned to Maastricht in early June. The European Rental Association also held its annual convention and awards dinner at the venue, while IPAF held its AGM following the postponement of its Summit and awards dinner earlier this year due to the war in the Middle East.

This year's event seemed smaller with fewer exhibitors than previous events, but the middle day was busy and there were several new product launches and plenty of product updates.

A full review of the show can be found starting on page 47.

ELECTRIC TUNNEL BOOM

Norway's Hybeko has launched a battery electric tunnel boom lift - the Tunnel Z-45DC - based on the 45ft Genie Z-45. The new machine has been developed specifically for tunnel and infrastructure applications where low emissions, high safety standards and flexibility are required. It is aimed at projects across the Nordic region where such demands are often the norm.

The lift has been converted from a standard Z-45 by Hybeko's special machines division and offers a maximum working height of 15.92 metres, a maximum outreach of 6.94 metres and can operate on slopes of up to eight degrees with an unrestricted platform capacity of 300kg and a maximum platform capacity of 430kg. The first few units have been purchased by rental company Renta Infra.

A long list of options includes a fire suppression system, additional battery box and quick-change battery pack, a 12 volt charger, 3kW inverter, overhead safety guard/roof, warning beacons, Tectyl rust protection, 12 volt platform work lights and front and rear driving lights.

Hybeko has been developing special tunnel platforms for at least eight years, starting with the Tunnel GS-3390 RT in 2018, and a cliff face stabilisation platform in 2020 based on the 85ft Genie S-85 XC boom lift.



INSOLVENCY FOR OMME LIFT

Danish trailer and spider lift manufacturer Omme Lift A/S has filed for insolvency after 120 years and four generations in business. The latest annual financial statement indicated a loss of DK11.7 million (€1.56 million). The company had been looking for an investor to inject fresh capital and is hopeful that one of the interested parties might yet come through.

Omme Lift began life as a blacksmith shop in the town of Sønder Omme in central Jutland, and began manufacturing agricultural machinery in 1945, adding aerial work platforms in 1983, shortly after the third generation manager, the late Harry Lorentsen took over. The company delivered its 10,000th lift at the end of 2019.

The company still has two Lorentsens on the board, Ditte and Henrik, but in 2018 it appointed its first outside chief executive, Axel Thøgersen, while the second, appropriately named Lars Omme, took over in 2024.

Lars Omme has now resigned and issued a personal statement which said:

"When I took office as chief executive officer on February 1st, 2024, the ambition was to develop the company commercially, strengthen our market position and create the basis for future growth. However, it quickly became clear that liquidity was the biggest challenge, and the focus was therefore largely directed towards ensuring the company's continued operation and creating a financial foundation for the future."

"The past two and a half years have been among the most demanding in my working life. Despite a great effort from everyone involved, unfortunately, we were unable to turn the tide. I would like to extend a big thank you to Omme Lift's employees. I have been surrounded by skilled, loyal and committed people who have done their best every day under difficult conditions. Your efforts, flexibility and support have made a great impression on me. At the same time, I would like to thank our dealers, customers, suppliers, partners, board of directors and other relations for the trust and cooperation throughout the period."



(L-R) Ditte Lorentsen, Lars Omme and Henrik Lorentsen

NEW PRESIDENT FOR IPAF

IPAF has appointed Kai Schliephake as president after Karel Huijser - previously of JLG - completed his full two year term, stepping down at the Federation's AGM in Maastricht this month.

Schliephake is currently chief executive of German rental association/franchise organisation Partnerlift, having joined the organisation in 2012 from JLG where he was managing director of its German, Swiss and Austrian business.

At the same time Pedro Torres - a director of Spanish Cat Rental store Alayan, was appointed as deputy president, while Julie Houston Smyth - co-owner of Irish distributor Lolex - became vice president.



Karel Huijser (L) hands over the IPAF presidency to Kai Schliephake



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DINGLI'S SKY VILLA

Chinese aerial work platform manufacturer Dingli has unveiled its 'Sky Villa space capsule' accommodation, currently based at the foot of Mogan Mountain in Deqing, Zhejiang province.

The 'Sky Villas', which will be open to the public, use the bases from Dingli's Rough Terrain aerial work platforms, allowing them to be driven over rough ground to the ideal location, then raised to a height of up to 16 metres. The capsule can then be rotated up to 360 degrees, allowing occupants to select the perfect height and view.

Most of the Sky Villas are mounted on heavy duty scissor lift platforms, but one uses a big boom lift with a large scissor lift type platform and even features a small balcony. In addition to 4x4 drive and an oscillating axle, they include levelling jacks, wind speed sensors, an emergency descent system and an intelligent safety lock with the Villa door automatically locking when elevated.

A photovoltaic solar power system provides independent power in off-grid locations. The capsule also has an internal control panel for lighting, air conditioning and audio/visual systems, as well as a bathroom. It is offered in several configurations - including accommodation, a coffee unit and a children's play version.



Capsules on different work platform bases



The interior is more spacious than you might expect

ELECTROCUTED WHILE TRAINING

Enrique Serna, 45, died in the incident, while another was badly injured while using a truck mounted utility platform on the campus of Southwest Texas College in Uvalde, west of San Antonio, USA. The students were on the platform at the time, participating in a training session as a part of the college's Powerline Technology programme when they came close enough to the power line for the electricity to arc to the platform and run to earth.

This was just one of a handful of electrocution incidents we heard of and reported on over the past month or so, and one of at least nine such incidents that we know of so far this year. There is plenty of good advice on how to work safely around power lines from IPAF, the EWPA in Australia and others. It is a shame that devices that warn the operator and cut functions before the platform gets too close are not more widely available and used.

ANOTHER CAT DEALER FOR FARESIN

Italian telehandler manufacturer Faresin has signed a 'strategic partnership' distribution agreement with French Caterpillar distributor Bergerat Monnoyeur. It covers the manufacturer's full range of construction, industrial and agricultural models.

The move follows Caterpillar's decision to pull out of the European telehandler market at the end of 2024. Last year Faresin signed a branding deal with German Cat distributor Zeppelin and last month it signed up with Cat distributor in Turkey, Borusan Cat.



Silvia Faresin and Aslan Hıçsolmaz of Borusan Cat

IMER'S NEW SPIDERS

Imer has unveiled a pre-production version of the 30 metre IM R 30 DT spider lift and an upgrade to its 23 metre IM R 23 DA Pro with up to 12 metres of outreach with 140kg, or 10.6 metres with the maximum platform capacity of 230kg.

The IM R 30 DT - shown as a prototype at last year's GIS show in Italy - features a four section telescopic riser/lower boom and a three section upper boom, topped by a rugged articulating jib for a maximum working height of 29.8 metres with a maximum platform capacity of 300kg. Up to 15.7 metres outreach is available at the maximum up & over height of 14.8 metres with 140kg, 13 metres with 230kg and 11.8 metres with a maximum capacity of 300kg. Overall weight is just less than five tonnes.



The Imer IM R 30 DT

MAGNA ACQUIRES FORREZ

Dutch crane and off road tyre supplier Magna Tyres group has acquired Belgian tyre distributor Forrez.

Based in Ypres, western Belgium, Forrez operates from 17 branches, manufactures agricultural wheel rims, and works as a global wholesaler and importer of tyres and rims.

...AND LAUNCHES A NEW TYRE

Magna has also introduced the MA801 TR non pneumatic tyre for telehandlers and compact wheel loaders. The range includes two sizes - the 325mm 13.00-24 and the wider 348mm 14.00-24. The larger tyre has a capacity of 10,645kg, reducing to 7,685kg at 10kph and 7,050kg at 25kph. The smaller tyre has a capacity of 9,635kg, dropping to 7,000kg at 10kph or 6,350kg at 25kph.



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FINANCIALS ROUND-UP

First quarter results

JLG, Hinowa and Ausa - the Oshkosh 'Access Segment' - saw revenues slip 1.4 percent to \$943.4 million due to a 4.3% fall in aerial lift sales while telehandlers were 14.8% lower. The order book at the end of March was 44% higher at \$1.84 billion, while operating profit plunged 66.3% to \$34.7 million.



Manitowoc Crane - owner of the Grove, Potain, National Crane and MGX - saw first quarter revenues improve 5% to \$494.6 million, with Services revenues up 8% to \$165.7 million. The order book was 17.5% higher at \$797.8 million, following an 18% decline this time last year. Pre-tax loss for the quarter was \$9.3 million compared to a loss of \$8.8 million last year.



Herc Rentals revenues jumped 32% to \$1.14 billion thanks in part to H&E Equipment, which was acquired last June. The pre-tax loss of \$23 million this year compares to \$8 million last year. Capital expenditure increased 46% to \$272 million.



Haulotte revenues were 7% lower at €121 million with sales in North America dropping 20%, partly offset by an 8% increase in European new equipment sales.



Manitou revenues improved 8% to €648 million, with Europe up 12.5%, North America down 14.2% and South/Central America & Asia Pacific down 12.9%. Order intake rose 9.9% to €631 million leaving the order book 3.6% higher at €1.21 billion.



Genie revenues increased 4% to \$469 million, while last year's small operating profit of £2 million was turned into a loss of \$7 million this year due to tariffs, unfavourable product mix and pricing. Order intake fell 4.3% to \$620 million, while the order book was 4.5% higher at \$1.06 billion.



United Rentals revenues climbed 7.1% to \$3.98 billion. Pre-tax profit rose 1.9 percent to \$701 million following a dip last year. Capital expenditure was 24% higher at \$874 million and a full year forecast of \$4.8 billion.



Hiab revenues slipped 7% to €383 million with new equipment sales down 9% to €266 million, and Service revenues 1% lower at €117 million. Order intake improved 6% to €402 million, leaving the order book up 5% at €562 million. Pre-tax profit dropped 34% to €40.2 million.



Wacker Neuson revenues jumped almost 20% to €591.5 million with an improving market in Europe and Asia Pacific. Sales of Compact Equipment - which includes telehandlers - leapt 40% to €355.5 million. Pre-tax profit jumped 668% to €39.9 million, thanks to the higher sales volumes.



Alimak revenues declined 5% to SK1.65 billion (€152.2 million), while order intake dropped 11% to SK1.79 billion (€164.6 million). Pre-tax profit fell 18% to SK202 million (€18.6 million).



Tadano's full year revenues for 2025 improved 19.9% to ¥349.5 billion (\$2.2 billion) due mainly to the inclusion of Manitex and in the second half the IHI acquisition. Pre-tax profit was 46.1% higher at ¥22.9 billion (\$143.8 million), purely due to an ¥11.57 billion extraordinary gain on asset sales.



The UK/Ireland division of US based rental group **Briggs International** has been acquired by private equity firm **IFM Investors**. Based in Cannock, England, Briggs has made a number of acquisitions in the aerial lift rental market in Ireland in recent years and is a major forklift distributor and rental company in the UK, with revenues last year in the region of £450 million.



Indian sales and rental company **MTandT Rental** has reported revenues of €3.78 billion (\$39.5 million) a new record and announced new private equity funding of €1 billion (\$10.4 million) from Mumbai-based **ValueQuest Advisors** - S.C.A.L.E. Fund II - as part of its ongoing growth capital investment programme.



Loxam is to acquire a majority stake - 50.3% - in Brazil's leading aerial lift rental company, **Mills Locação, Serviços e Logística**. Mills is a publicly quoted company with revenues last year of R\$1.8 billion (€308 million) and a fleet of 16,000 units with around 2,500 employees across 65 branches.



Loader crane manufacturer **Fassi** has acquired truck mounted lift and underbridge inspection platform manufacturer **Barin**. It will use Barin as the first element of a new infrastructure division. Barin's chief executive, Pierpaolo Barin, remains on board while all 50 Barin employees will join the Fassi group.



German crane & excavator manufacturer **Atlas**, currently in administration, is set to be acquired by Canada's **Buhler Versatile**, part of Turkish group ASKO, which also owns ELS, AXCS aerial work platforms and MST telehandlers. The deal includes all of the operating businesses - Atlas, Atlas Spare Parts, Atlas Group Services, Atlas Kompakt - and the shares the company holds in UK distributor Atlas Cranes UK.



Hiab is to acquire Canadian refuse collection vehicle manufacturer **Labrie Environmental** from Wynnchurch Capital and minority shareholders in a debt-free cash deal worth \$1.04 billion. Quebec based Labrie operates under three product brands - Labrie, Wittke and Leach - generating \$491 million of revenues and a \$71 million operating profit, with 1,200 employees across four production facilities in Canada, the USA and Mexico.



IPAF'S WOMEN IN POWERED ACCESS

IPAF held its annual 'Women in Powered Access' breakfast at Apex in Maastricht in early June. The event - attended by representatives from manufacturers, rental companies, trainers and the press - provided a valuable networking opportunity in an informal setting.



(L-R) Jade and Vicki Allen with Paolo Palazzani

Paolo Palazzani of Palazzani spider lifts, kicked off the event, while other speakers included mother and daughter duo Vicki and Jade Allen, who launched International Platforms at the end of 2020 and Carole Bachmann, secretary general of the European Rental Association, who spoke about the launch of ERA's 'Women in Rental' initiative, stating: "The success in our industry is driven by people, but despite this, women are still underrepresented. It is not a question of capability, it is a question of visibility. So, we need to attract more women into the industry while keeping the ones already here..."



A photo of all the women in attendance

ANOTHER 3,000 LIFTS FOR BAN NGAI

Malaysian rental group Ban Ngai has received the first units in an order for 2,500 Nobelift scissor lifts, days after confirming an order for 500 boom lifts from Sinoboom. The scissor lifts are part of a \$25 million order that includes a few forklifts and reach trucks. They are all equipped with lithium-ion battery packs and Nobelift's telematics system.

The order for 500 Sinoboom booms, mostly larger models, is estimated to be worth between \$25 and \$30 million. Ban Ngai plans to expand its platform rental fleet from 3,300 to around 5,000 machines by the first quarter of next year and 8,500 units by 2030.



Liz Chiang of Ban Ngai (L) with Wendy Mao of Nobelift at the signing ceremony



The first units arrive

GROMET/AXOLIFT TO SUPPLY MUNK

Low level platform manufacturer Gromet/Axolift has agreed an OEM supply and development deal with German ladder and scaffold manufacturer and supplier Munk Günzburger Steigtechnik, a former JLG Power Towers dealer.

Gromet will provide branded versions of its aerial lifts with Munk's FlexxLift brand which Munk will distribute in Germany and Austria. The range kicked off with a FlexxLift version of Axolift's Manulift 200 manually operated push-around mast platform with a four metre working height, with self-propelled models likely to follow.



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NEWS HIGHLIGHTS

- MEC has appointed **Lindsay Stalfort** as SW regional sales manager
- Jekko has appointed **Peršić Rental & Sales** as dealer for Croatia & Slovenia
- UK's **Bronzeshield** has taken an 80t **Grove GM4080L**
- Ireland's **MW Hire** has taken an 18m **Platform Basket** 18.90 spider lift
- CTE N.America has appointed **Vermeer Heartland** as a spider lift dealer
- JCB Deutschland has launched **JCB Machine Store**
- Dirk Kelp**, former chief engineer at **Demag** and CEO of **Gottwald** has died
- Germany's **Weiland** has taken a second 100t **Tadano AC 4.100L-1**
- France's **Joly Location** has received its 100m **Ruthmann T1000 HF**
- Germany's **Cramer Arbeitsbühnen** has taken five **Hyrax** self-levelling booms
- The **Semperoper opera house** is using a **Geda 500 Z/ZP** transport platform
- Terex** has promoted **Derek Everitt** to VP finance planning, **Drew Konop** takes over IR
- Australia's **Everwilling** has taken the country's first 450t **Liebherr LTM 1400-6.1**
- James A. Kiley Co** has taken two red, white & blue platforms for the US 250th
- Germany's **Anker Kran und Arbeitsbühnen** has taken an 18m **Denka-Lift DK18**
- Germany's **Hess** has taken an all-electric **Liebherr MK 140-5.1E**
- Mateco** has opened a facility in Lași, northeast Romania
- Canada's **Canlift** has added 180 new aerial work platforms
- CMC Lift UK** is building a new showroom and training centre
- Switzerland's **Interkran** has ordered 18 **Raimondi** flat top tower cranes
- Stefan Weber** has moved from **Socage** to sister company **CTE**
- Turkey's **Mert Ving** has taken a 300t **Liebherr LTM 1300-6.4**
- Wagenborg Nedlift** has taken a 250t **Grove GMK5250XL-1**
- Ireland's **BP Hire** has added three **Platform Basket** spider lifts
- Former **Grove** senior VP engineering **Gene Gardenhour** has died
- Niftylift** has launched **MyNifty** online support hub
- Xtreme Telehandlers** has appointed **MGX** as distributor for Omaha & Nebraska
- Multitel** has appointed **Luigi Vitaliano** as business development manager Spain
- APSR** has taken over operations at JLG UK's facility in Middleton
- Zoomlion** has extended its distribution agreements with **Bac**
- Spain's **Grúas Alhambra** has taken two 120t **Grove GMK5120L**
- Kent & Sussex Tree Services** in the UK has taken a 13.5m **Socage 14A**



Lindsay Stalfort



Dirk Kelp



Derek Everitt



Drew Konop



Stefan Weber



Gene Gardenhour



Luigi Vitaliano

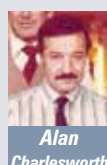
- Paraguay's **Puerto Seguro Fluvial** has taken a second 80t **Liebherr FCC 280**
- China's **BSL Batt** has appointed **David Chambers** as head of global sales
- Germany's **Gagarin** has taken its first **Liebherr**, a 90t LTM 1090-4.2
- France's **S.V.M.M.** has taken a 250t **Tadano AC 5.250L-2**
- UK's **Mac's Truck Sales** has acquired **Walker Crane Services**
- ARA & Rental industry publisher **Ken Hughes** has died
- Aldercote** has set up **Aldercote Ireland** as a JV with **MPE**
- The UK's **24/7 Crane Hire** has taken a 230t **Liebherr LTM 1230-5.1**
- Germany's **Buller Krane** has taken a 120t **Grove GMK5120L**
- Finland's **Leguan Lifts** is investing €10 million in a new facility
- Alan Charlesworth** of **Grove** and **Euro Cranes** has died
- Italy's **Faresin** has appointed **Bergerat Monnoyeur** as its French dealer
- PVE Cranes** has appointed **Atlantic Coast Cranes & Machinery** US distributor
- Jumbo** has ordered two vessels with 1,200t **Huisman** heavy lift cranes
- The UK's **Astley Hire** has celebrated 60 years in business
- Germany's **Markewitsch** has taken a 45t **Tadano AC 3.045-1 City** crane
- Spain's **Dragados Offshore** has ordered seven **Palfinger PF200-7m** davit cranes
- Genie's Jacco de Kluijver** has left the company
- UK's **Ken Harrop Crane Hire** has taken a 2.98t **Maeda MK3053-C** spider crane
- Baudoin Henry Couverture** has taken France's first 26m **Oil & Steel Snake 26**
- IPAF** has launched its 2026 Global Safety Campaign, 'Check it!'
- UK's **Ainscough Industrial Services** has taken two 27t **Hoist Liftruck FR40/60s**
- Belgium's **TVH** has appointed **Giuliano Parodi** as CEO
- Sweden's **SSAB** will invest SKr3.3 billion (€301 million) in 'Special Steels'
- UK's **A-Lift Crane Hire** has taken a 6t **Böcker AK46/6000** truck crane
- Imer** has added Scandinavia to **Bernhard Kahn's** responsibilities
- Dieci** is to make its Telematics System standard on its telehandlers
- UK's **Ermin** has taken a 38ft **Snorkel A38E** boom lift
- PD Ports** has taken a third 144t **Liebherr LPS 550** electric port crane
- Germany's **AS TreeCare** has taken a 38m **Ruthmann T380 XS** truck mount
- IPAF** has issued guidance on the safe use & maintenance of batteries
- The **NCCCO** has launched its 'Crane Career Advisors' programme
- UK's **Nationwide Group** has taken a second 12t **Böcker AK 52** truck crane
- AXCS** has appointed **Matt Ingram** as Midwest sales manager



David Chambers



Ken Hughes



Alan Charlesworth



Jacco de Kluijver



Giuliano Parodi



Bernhard Kahn



Matt Ingram

- Germany's **Kranverleih Kunze** has taken the first 55t **Liebherr LTM 1055-3.3** with a ballast trailer
- Germany's **Brüser Kranverleih** has taken a 120t **Tadano AC 5.120-2**
- Manitowoc** has opened a new service facility near Warsaw, Poland
- UK's **Xwatch Safety Solutions** has promoted **Billy Hughes** & **Adam Guilfoyle**
- Manitou** has opened a rental subsidiary in Indonesia
- Geda** launched IoT-Box Premium, a telematics system for transport platforms
- UK's **John Sutch Cranes** has taken a 70t **Sany SA700e AT**
- Italy's **Easy Lift** has celebrated its 20th anniversary
- Alaska's **Tyler Rental** has acquired **Interstate Rentals** of Portland, Oregon
- Collé Rental & Sales** has acquired the assets of Denmark's **Cito**
- Nationwide Platforms** has hosted **The Oddballs Foundation** at its UK Depots
- LGH UK** has appointed **Scott Kaye** as a business development manager
- Italy's **CMC** has acquired its German dealer **CMC Arbeitsbühnen**
- Italy's **Axolift** has appointed **Tr8con** as dealer for Sweden & Finland
- UK's **Wire Cranes and Lifting** has taken a 250t **Grove GMK5250XL-1**
- Stoddart Crane Hire** has taken the UK's first 55t **Liebherr LTM 1055-3.3**
- Tommy Newell** founder of **Vertical Transportation** has died
- Australia's **Cosmo Cranes** has taken a 450t **Tadano AC 7.450-1**
- Ireland's **Clem Jacob Hire** has taken two **Niftylift** boom lifts
- Spain's **Roxu** has taken its third 90m **Ruthmann T 900 HF** truck mount
- Manitowoc** has donated \$50,000 from its **Conexpo** basketball challenge to **Brooke's House** charity
- Italy's **Palazzani** has appointed **Up Rent** as dealer for Croatia
- Germany's **Kunze** has taken a 1,000kg **BG Lift M100 Li-ion** crane
- Imer** president and co-founder **Silvano Bencini** has died
- Germany's **Inzag** has taken a second 90t **Liebherr LTM 1090-4.2**
- Scotland's **Nu-Hire** has added three **Oil & Steel Octopus** spider lifts
- Sweden's **Scanreco** has acquired software company **CrossControl**
- Skyjack** has appointed two new US territory managers - **Steve De La Torre** and **Brian Wesley**
- M.R. Concrete** has taken Ireland's first 400t **Liebherr LTM 1400-6.1 AT**
- IPAF** membership has reached 2,000
- The **Munich Fire Service** has taken two 70t **Liebherr LTM 1070-4.2**
- Hoeflon** celebrated its 20th anniversary at the opening of a new facility
- Kobelco Cranes** has appointed **Marc Dirkse** as European sales & marketing manager
- BG Lift** CEO, **Maurizio Piantoni**, has acquired a majority stake in Italy's **Delta Crane**
- New Zealand's **CranePower** has launched **E-Gen**, a mobile power system



Billy Hughes



Adam Guilfoyle



Scott Kaye



Tommy Newell



Silvano Bencini



Steve De La Torre



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THE IDEAL LADDER REPLACEMENT?

The low level powered access sector, as we know it, originated in the UK in 2006 driven by the mythical ban on ladder use in construction by the UK's Health & Safety Executive. This was driven by several developments: the adoption of the European Work at Height Directive in 2005, the subsequent myth that ladders were to be banned and the overreaction of main contractor health & safety managers, reinforced by sensationalistic headlines in the UK press.

At the time, reports of falls from height involving ladders gained extra publicity, and the new Directive meant that instead of rules only applying to platforms or ladders over two metres, it covered falls from any height. The fear of prosecution by the HSE and the 'ladders are banned' myth caused contractors and rental companies to look for alternatives. The first company to market a solution was ladder and scaffold group NSG which launched the PopUp push around scissor lift at the Hire Show of that year.

THE POPUP POPS UP

The tiny Chinese built lift had an overall width of only 700mm, a working height of 3.63 metres an overall length of 1.13 metres and weighed just 270kg with a platform capacity of 240kg. It offered a good alternative to podium steps or small towers and had a list price of £3,500 - discounted to well under £3,000 for volume orders. It took the market by storm, being perfect for internal fits outs and similar work...and kept the main contractors and the HSE happy. What it didn't address - and no product since has either - is the homeowner market, the source of most of the injuries caused by ladder misuse.

With sales beyond expectation and interest in a larger model, PopUp launched the PopUp-Plus, increasing the working height to 4.5 metres by



*The original PopUp
was launched at the
Hire Show in 2006*

using an additional scissor stack and swing out outriggers. At this time, PopUp had shipped more than 1,200 of the originals. The larger PopUp-Plus



*The new
PopUp-Plus
offered a
4.5 metre
working
height*

was 60kg heavier, had a similar platform capacity and stowed dimensions, although it was 1.1 metres wide with the outriggers out.

POWER TOWER GOES HIGHER

A few months after the PopUp-Plus in May 2007, CTE launched the Power Tower with a 5.1 metre working height. Developed by CTE's Brian King in partnership with Nationwide Access it was built in Leicester, UK. The design was totally different to the PopUp using an inline sigma lift mechanism rather than a scissor stack. With a 250kg platform capacity in the 1.5 metre by 650mm platform there was enough room for two and their tools. Outdoor use restricted this to one person

LOW LEVEL PLATFORMS

with tools and materials. The overall weight was 310kg and it was 780mm wide for standard single doorways.

Brian King already had form in the sector, having pioneered the push around type lift with the Hop-Up from Go Industries in the 1990s and subsequently designed his own, more sophisticated Power Tower at Access Machines in the late 1990s, which sadly never caught on partly due to being over engineered, and partly due to it being aimed at the outdoor builders market with a working height of 9.4 metres. It was handy, though, being road towable. We have covered the history of the low level lift several times over the years, but it is interesting that both of these products are basically still available - the PopUp products are the forerunners of the low level lifts from Snorkel, and the updated Power Tower is now a JLG product, following the acquisition of the company in 2015.



The CTE Power Tower was launched in 2007



The Original Power Tower from Access Machines in the late 1990's



Bil-Jax launched this self-propelled Power Tower derivative - the PT10SP - in 2010

COMPACT INNOVATOR

Another early innovator on the other side of the Atlantic was Steve Kissinger of Custom Equipment in Wisconsin with the Hy-Brid range. He and his wife Lynn started the company in 1981 as a fabrication and welding shop. They began producing the '2-in-1' scissor lift for use in mausoleums, and built their first work platform, the 10ft self-propelled Hy-Brid HB-1030 scissor lift - in 2004 with a five metre working height and an overall weight of less than 500kg. Its introduction was driven not by regulations but by the increasing use of suspended floors that

ruled out the increasingly heavy 15ft scissor lifts. After many successful years a private equity firm acquired an 80 percent stake in the business, selling in 2023 to Turkish company Asko Holding which also owns ELS. Earlier this year Hy-Brid Lifts/Custom Equipment was rebranded as AXCS Equipment.



A Compact Equipment HB-1030

BRAVI PREDATES THEM ALL

The other early European innovator which predates both the PopUp and Power Tower - and also still available - is the Bravi with its Leonardo. The Leonardo - or Lui Mini as it was originally named - predated the 2005 Directive by a good 10 years, having been launched in 1995. However, like many classic designs and products it has evolved over the years. The Leonardo, or Lui Mini, had a maximum platform height of 2.9 metres, and thanks to dual roll-out deck extensions has an extended platform of 1.69 metres, with a 750mm overall width, while weighing 495kg.



One of the very first Bravi Leonardos dating back to 1995

WHAT IS LOW LEVEL ACCESS?

But how do we define a 'low level work platform'? We think of a low level lift as having a maximum working height of up to 5.5 metres, ideally weighing less than 500kg, and can be self-propelled or push around with either a battery powered lift mechanism, or manually operated lift mechanism.

Over the years there have been several designs of low level lift but basically they fall into three basic types - scissor, mast or sigma. From the original designs of about 20 years ago, there have been many copies but few originals. And it may be argued, are any a real replacement for a ladder or are they just smaller, lighter forms of powered access products - scissors and mast lifts?

THE ONE EXCEPTION?

Originally launched in 2007 by JLG Australia, the LiftPod FS80 was a one man portable lift that is closer to a ladder alternative than any other. At the time JLG said that it 'filled the gap between ladders and larger aerial work platforms for one



The original JLG LiftPod in 2007

person lift applications'. It had a working height of 4.4 metres with a 150kg platform capacity and an overall weight of just 70kg.

Made up from three main components - base, mast and platform - each of which weighed no more than 29kg, it was quickly assembled or disassembled without tools in less than a minute and could be loaded into an estate car or van or carried upstairs. Power was either from mains electricity or a self-contained battery power pack. The FS80 featured a 600mm x 500mm platform and included a work tray for tools and materials. It also featured a low platform entry height, single hand interlocked controller and proportional lift and descent.



The original LiftPod disassembled and loaded up

A few years later in 2011 a smaller version - the FS60 - was announced with a 3.8 metre working height that could pass through doorways or ride small elevators without needing to be dismantled. Unfortunately, the LiftPod never really caught on with end users - possibly because of the price,

which was way more than a ladder for domestic use or perhaps because professionals would rather have the ease and speed of a 'normal' push around or powered platform for repetitive work on internal fitouts and refurb type work.



The smaller 3.8 metre working height FS60 LiftPod



NEW LIFTPOD MAY BE THE ONE

Given the lack of interest in the original LiftPod, JLG surprised many last October when it launched a new LiftPod. The radical new design meant it was clearly aimed at a totally different market - the facilities maintenance sector - to carry out maintenance work such as changing light bulbs in offices, hospitals, libraries, government buildings etc. JLG said that its other low level products are used when the building is being constructed, the new LiftPod is used after the building is complete. Its design and aesthetics immediately shout premium product, and you would expect to see it being used in luxury car showrooms, prestigious buildings, hospitals and corporate offices etc. JLG says that it is hoping to sell around 1,000 LiftPods - which are made in the UK at its Leicester facility - in the first year, growing to about 5,000 a year.

Work is currently ongoing with product accessories being added by working in partnership with companies such as tool tethering company Never Let Go, which is working on a pouch for storing ceiling tiles and other add-ons to make working easier, quicker and safer.

SLICK DESIGN

The LiftPod's slick design allows the unit to be easily folded for storage while offering a 3.5 metre working height. It is currently available in two versions - the LiftPod 1.2 with a 3.2 metre working height and the 3.5 metre LiftPod 1.5. A LiftPod 1.8 with a 3.8 metre working height is due later this year. It gains the additional height by mounting the platform 300mm higher and adding an additional step to gain access.

Much heavier than the original LiftPod, the 1.2 has an overall stowed height of 1.6 metres and weighs 180kg, while the LiftPod 1.5 is 1.9 metres high and weighs 205kg. Both units feature a 580 by 400mm platform with a 150kg capacity and tool tray as standard, and both have an overall



working footprint of 970mm x 780mm and can fold into 580mm by 760mm by 1.6 or 1.9 metres high. All use the Power Tower manual system for platform elevation and descent.

BUT IS IT A LIFTPOD?

But do not be confused - the two lifts may still be called a LiftPod, but the new product is aimed at a totally different market from the original, which has been superseded. However, JLG liked the name and branding, and decided to keep it, although it has been suggested that the product needs its own newly named category - the Quick Fold Lift?

Having seen the product in action, it is very impressive but is squarely aimed at the facilities maintenance sector and not industrial/construction. The new LiftPod was developed in Europe and will also be available in North America where JLG is currently talking to rental companies regarding collaboration and rebranding.

GROWING LOW LEVEL MARKET

The UK is probably still the largest market for true low level machines, at least in terms of market penetration levels, but many manufacturers are seeing substantial growth in Germany and Spain, particularly with the data centre market having a big influence. And while increased demand does have safety improvements, the uptake is more to do with productivity gains as the improved safety when carrying out a task. The Middle East has also been a good market in the past, thanks mainly thanks to the number of UK contractors working in the region taking their safety policies with them.

BRAVI

PLATFORMS

Leonardo HD

The perfect unit that adapts to the real jobsite's conditions.

Working height 4.9 mt / 16 ft
Load capacity 227 kg / 500 lbs
Unit weight (CE) 560 kg / 1234 lbs

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100% Safe, 0% Risk

0 ladders, 0 scaffoldings. Works in spaces up to 4.9 m height, covering the most part of jobsites.
Eliminates risks of falls from traditional equipment, leading causes of occupational accidents.

Versatility Without Compromises

0° turning radius and 35% of overcome gradeability. Unlimited access to tight spaces, eliminating the temptation to use dangerous ladders.

Doubled Productivity, Halved Risks

1 operator - 1 platform: unmatched autonomy and speed. Zero seconds to reposition means zero moments of risks. **50% of time saved** compared to ladders and scaffoldings.

30 Years of Reliability

Spare parts in 48 hours. Equipment life of 30 years. 100% long-term after sales support.

ROI 200%

Average payback time of only 2 years, €50-€80 annual maintenance costs per unit and 35-40% residual value after 7 years of use.

JLG BUYS IN

JLG realised early on that the low level access market was set to grow and decided the easiest and quickest way into the sector was through acquisition... adding Power Towers to its growing range of products in 2015.

By this time Power Towers was operating from two facilities in Wigston, Leicester, one for the manually powered Pecolift - launched in 2012 - and the other for the Power Tower and Nano product lines. At the time of the acquisition, it had a working population of more than 12,000 Power Towers.

NANO NANO

The Nano was launched in 2009 with two models, with 3.8 metre and 4.5 metre working heights. Both were push around, mast lifts which provided a stowed platform entry height of 360mm offering a one metre x 700mm platform.

The self-propelled versions - the Nano SP Zero and SP Plus were added in 2011. The Zero had a working height of 4.5 metres - essentially a self-propelled version of the original Nano push around lift but weighing 440kg. The Nano SP Plus offered an extra long two stage, one metre platform extension adding 730mm to its platform length. Capacity was 120kg on the extension and overall the unit weighed a hefty 520kg. The Power Tower Peco Lift appeared in 2012 as a fully manual, 3.5 metre working height push around lift with 150kg platform capacity.



The Nano SP Zero low weight budget machine



The Nano SP Plus with its one metre two stage deck extension

FROM ARM'S LENGTH TO INTEGRATION

For the first five years or so, JLG ran Power Towers at 'arm's length', allowing it to operate independently. However, by 2019 the integration into the corporate structure had reached a level that meant King felt it was time to part company and leave JLG to fully integrate the business. In 2023 it launched the 12ft Nano35 - a push around mast type



In 2023 JLG launched its highest push around - the 5.5 metre Nano35

platform with a working height of 5.5 metres, making it the highest reaching lift in the push around range.

The extra height comes from slightly longer mast sections, although this does result in a higher step in height, while remaining below 400mm. The new model retains its saloon style entry gate. The platform is slightly smaller than the Nano at 840mm x 580mm, and like the latest Nano it now features vertical guardrail supports - eliminating the mid rail that some users tend to stand on to gain a little extra height.

Maximum platform capacity is 200kg and is rated for one person for indoor use only.

The machine has an overall weight of 432kg and runs on two fixed wheels and two castors that can be locked in place. The overall working footprint is just over 1.2 metres by 760mm, while a maintenance free AGM battery is standard.

Today the JLG Power Towers range includes push around manuals with working heights up to 4.2 metres - Pecolift, Ecolift and Ecolift WR - push around electrics up to 5.5 metres - the Nano 25, Nano 35, Power Tower and Power Tower Duo - the self-propelled family up to 4.5 metres including the Nano and Nano SP Plus and the new confined space Nano 30CS and Power Tower CS up to five metres which feature narrow 550 x 500mm platforms to allow access through 600 x 600mm ceiling tiles.



The JLG Confined Space CS machines feature narrow 550 x 500mm platforms

SNORKEL INCREASINGLY LOW LEVEL

JLG claims to retain market leadership for the push arounds while Snorkel claims to be the leading manufacturer of self-propelled low level platforms.

As mentioned earlier the original Pop Up was built in China, however in late 2010 an agreement with Snorkel included the transfer for the on-going design and production of the Pop Up products - including the new Push6, Push8 and Push10 - to the Snorkel facility in North East England. The two companies' combined product lines were marketed as Pop Up products in the UK and Ireland and Snorkel in the rest of the world however the agreement did not last.

Today Snorkel's low level range comprises four machines, three push arounds - the four metre/240kg capacity S30006P, the five metre/240kg S3010, five metre/240kg S3210P



The five metre/240kg Snorkel S3010P

rated for outdoor work without stabilisers and the self-propelled 5.06 metre/215kg S3010E.

ALTREX CO-OPERATES

In 2020 Pop Up Products agreed a new 10 year partnership with Altrex. Both companies had been working together for several years with a joint development agreement for several new products, including a one person tower range - the MI Tower, MI Tower Plus and MI Tower Stairs.

THE ALTREX VARI-LIFT

At the recent Apex show, Altrex launched two manual push around lifts, the 3.5 metre working height Vari-Lift 350 and the 4.2 metre Vari-Lift 420. The new models are built by JLG in the UK based on its Ecolift 50 and Ecolift 70. List prices are just over €5,000 and €7,400 respectively, although as with all of these machines, deals can be done for larger orders. The larger model has an overall width of 740mm, is 1.28 metres long with a stowed height of 1.94 metres, while weighing 319kg. The 3.5 metre version is 700mm x 980mm with a 1.55 metre stowed height, it is also much lighter at 196kg. The Vari-Lift 350 also features a single castor at the front. Both have vertical anti-climb bars in the platform.



Altrex showed its new Vari-Lift at Apex

AXOLIFT ON THE EXPANSION TRAIL

Axolioft/Gromet entered the sector with its own range of mast type low level platforms in 2021, having previously produced fabrications for others. It has had a very successful entry into what seemed to be a fairly crowded market for its size.

It started with the manually operated Manulift 200 and the battery powered push around Elift 350, with working heights of four and 4.95 metres respectively, going almost head to head with the JLG Power Towers' Pecolift and Ecolift 70 manual lifts, along with the 830 push around model.

In the years since, it has added to and upgraded its product line, expanded its production facilities, and is building a solid distribution network with dealers added in the Netherlands, the UK, Ireland, France, Lithuania, Poland, Norway, Spain and,

more surprisingly India, where it hopes to build machines for the local market in partnership with its dealer Gemini. In a relatively short period of time, the company has become an increasingly important player in the sector.

MUNK FLEXXLIFTS

In the past month or two, Gromet agreed a product branding and development deal with German ladder and scaffold manufacturer and supplier Munk Günzburger Steigtechnik, part of the 125 year old Bavarian based Munk Group. The agreement will see Gromet develop low level aerial work platforms under Munk's FlexxLift brand, which Munk will distribute in Germany and Austria. Munk was previously an award winning JLG low level platform distributor for Germany. Its deal with Altrix may well have proved a trigger for the switch?



The first Munk Flexxlift

The range will kick off with custom versions of Axolift's four metre Manulift 200 manually operated push around mast type platforms and may later progress to small self-propelled masts and scissor lifts. Most likely along the same lines as the manufacturer already does for Pop-Up in the UK.

THE P300

Axolift extended its product range to scissor lifts in 2024, when it unveiled its 4.95 metre working height P300 push around scissor lift, which used a 24 volt system for the lift function to reduce costs and featured automatic two wheel braking



The new P300X has a working height of 4.95 metres with its 240-250kg maximum platform capacity and weighs just under 500kg

on platform lift off. A self-propelled version - the P300T - followed with a 240kg platform capacity featuring a 20kg capacity tool tray and an overall weight of 430kg.

Earlier this month at Apex, the company launched its first outdoor rated model, a 4.9 metre self-propelled dual deck scissor lift, the P300X. It features a working height of 4.95 metres with a 240 to 250kg maximum platform capacity and weighing just under 500kg. The overall width is 765mm, overall length 1.29 metres, and stowed height 1.8 metres. The dual 300mm platform extensions take the maximum platform length to 1.76 metres. Standard features include a battery indicator, forklift pockets and an active pothole protection system. The first units are expected to ship in September.

A LEONARDO CHALLENGER?

The P300X is clearly a direct competitor to Bravi's Leonardo HD and from the specification comparison below it performs very well, at least on paper. The key difference is the lift mechanism... Bravi uses a mast while the Axolift has a triple scissor stack which gives it a clear platform while some of the Bravi platform space is taken up with the top box section of the mast. The downside of the Axolift design is a higher lowered platform height of 725mm compared to just under 650mm on the Bravi.

As already mentioned, the Bravi Leonardo HD has been around for many years and has a solid reputation. It was upgraded in 2024, to give a 230kg unrestricted platform capacity across the entire dual extension platform, making it more

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LOW LEVEL PLATFORMS

The updated Bravi HD now offers an unrestricted platform capacity of 230kg



suitable for larger accessories such as the unique Solo-Gyps plasterboard handler for overhead installation. The rest of its specifications remain unchanged with a 1.7 metre by 630mm platform, 4.9 metre working height and 560kg total weight.

Manufacturer Model	Axolift P300X	Bravi Leonardo HD
Model height	4.95m	4.9m
Platform cap. decks ext.	240kg	227kg
Closed platf. length	1.16m	1.04m
Dual extended platf. length	1.76m	1.7m
Overall width	765mm	760mm
Overall length	1.29m	1.2m
Stowed height	1.82m	1.75m
Lowered platform height	725mm	650mm
Total weight	500kg	560kg
Tilt angle	NG	1.5°
Ground clearance	50mm	87mm
Gradeability	35%	35%

A HIGHER LEONARDO

At the end of last year, Bravi launched another new platform, the Leonardo HD 430. With a 6.3 metre working height - so not really a low-level platform - the HD 430 is very similar in design and look to the Leonardo HD. It has a platform capacity of 180kg rather than the HD's 227kg, and it is 120kg heavier at 680kg.

NEW BRAVI RESIDENTIAL 170

At the same time Bravi also launched the 3.7 metre working height Residential 170 mast type self-propelled platform specifically designed for residential job sites.



Styling is similar to the Leonardo HD, but it only weighs 360kg and has both self-propelled and push around modes. Maximum capacity is 180kg

in the 1.9 metre by 590mm platform. The overall length is just 1.15 metres, overall width a very compact 667mm and the stowed height 1.75 metres, at which point it can be driven at its maximum speed of 3kph, or 0.6kph when elevated. The platform can also be equipped with Bravi's 'Solo-Gyps' attachment for drywall panel handling and installation.

Other updates from Bravi include the Sprint stock picker type platform, which includes a new chassis with reinforced corners and bumpers, while a new wider cargo shelf has been designed to fit both the Sprint and Sprint LP models and includes fold up edges on three sides for improved efficiency.

New accessories include the 'Suction Gun', a pole with a 20kg capacity suction cup on the end to grab hard to reach items at the back of a shelf or rack and thus increase picking efficiency. On the Sprint LP model, the large parcel/cargo shelf has been completely redesigned and is now equipped with a set of rollers on both sides to facilitate the loading of bulkier materials.

ONLY HALF OF ALL INTERNAL WORK IS ABOVE FIVE METRES

Bravi says that the changes have come as a reaction to a market research study, which indicates that 48 percent of general internal building work involves ceiling heights of five metres or less, and yet 92.7 percent of the platforms sold between 2017 and 2023 for this type of work have working heights above five metres.

How many times have you seen a 19ft scissor lift being used while stowed with someone standing on the mid guardrail to reach a little higher? It really is far more common than it should be. At the same time, it is relatively rare to see such lifts working while fully elevated which suggest that the research may be onto something.

NEW ALP LIFT

Apex saw the launch of a new four metre manual push around lift from Dutch material manufacturer and supplier Alp Lift named the Desksurfer LT.



The Sprint with 'Suction Gun' option



The Bravi Leonardo pipe rack option

Three platform heights can be selected - 1.17metres, 1.44 metre and 1.72 metres - going up in increments of 275mm by manually lifting the platform to the predetermined levels. The aluminium alloy platform has a capacity of 150kg but weighs just 68kg. Stabilisers can be used, the overall width without is 690mm increasing to 745mm with them deployed. Retracted height is 1.91 metres and overall length 1.26 metres. The lift is designed to work above desks as an alternative to ladders. Working heights of about four metres are standard but a six metre version is also available.

A few months ago, the company regained the right to market its products under the Alp Lift brand in Germany, Austria, and a number of other markets where the name was registered by truck mounted crane and hoist manufacturer Böcker. The move follows an amicable and mutual agreement between the companies.

THE NAVIGATORS AND THE RANGER

Also at Apex Alp Lift showed a product called the Ranger, the latest introduction from Navigator Lifts. The product is being distributed by the Alp Lift dealer in the Netherlands. Navigator Lifts is a relatively new, UK based company producing low level lifts. The full product line now includes the Navigator 4.5 and Navigator 6.0, the Explora, the Scout and the latest addition - the 4.2 metre working height Ranger.

The company launched two new manually powered push around mast lifts - the Explora and the Scout with working heights of 4.6 and 3.65 metres respectively - at Vertikal Days last year. These machines use a ratchet type wind up elevation system and join the Navigator 6 and Navigator 4.5. acquired from Metal and Modular in April 2025.

The Ranger has a platform capacity of 150kg and an overall weight of 320kg. When stored it is 1,528mm long, 775mm wide and 1,979mm high. Platform is 772mm x 840mm. Features include anti climb vertical guardrails, anti-surf brakes, a winch point for easy loading and lifting and a low step into the platform.

Navigator Ranger



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IMPROVEMENT BY INCREMENTS

The past year has been interesting with the leading All Terrain manufacturers - Liebherr, Manitowoc and Tadano - adding new cranes and/or improved technology, with a good deal of it on show at Conexpo in March.

Liebherr - the world's leading AT manufacturer by some distance - has been relatively quiet, introducing an upgraded LTM 1090. Tadano had no brand new ATs but displayed its latest offerings - the 250 tonne AC 5.250 and 300 tonne AC 6.300 - seen at Bauma last year, and also spoke of a new 650 tonner that may be unveiled next year. However, the major new product unveiling at the exhibition was the eight axle, 700 tonne Grove GMK8700. It will be interesting to see if this innovative new crane influences the nominal capacity of Tadano's 650 tonner? Its AT product line is currently capped at the 500 tonne AC 8.500-1, following the aborted introduction of the 600 tonne ATF 600G-8 some years back.

GROVE ON THE UP

Over the past few years, Grove's line up of All Terrain cranes has been making steady inroads into a market that has long been dominated by Liebherr. The new cranes all feature strong performance characteristics, plenty of features and good build quality with a more cohesive look to the range, all of which has been winning over new customers and perhaps more importantly, customers that gave up on the brand a few years back.

The latest model and range topper is the 700 tonne GMK8700 - a product of the Wilhelmshaven team in Germany led by Malte Schroder, manager IPD projects. Schroder has been responsible for the All Terrain development projects for several

The GMK8700 has two boom options - 54 and 80 metres - both of which feature the company's 'Megaform' design with interchangeable telescopic sections



models, including the well received 400 tonne GMK6400.

The new GMK8700 has been three years in development, and the crane on display at Conexpo is one of three prototypes which are now going through the load chart, functional and drive train test phases.

"Our aim was to have the strongest machine on eight axles, and I am very pleased with the result," said Schroder. "The 8700 nomenclature is easy to understand - eight axles and 700 tonnes - and the crane features a new driver's cab based on the smaller one we displayed at Bauma."

The cab features the option of a foldable bed, coffee maker, blackout curtains, smartphone connectivity and a high-definition screen for engine and vehicle information both when moving between jobs and when working.

WHY 700 TONNES?

"Competitors have machines in this sector - we have two 450 tonners - the six axle GMK6450-1 and the seven axle GMK7550, which is an older crane and will be superseded. We have nothing larger and need to close the gap with the competition. The new superstructure cab will feature on all five to eight axle cranes going forward."

The GMK8700 has two boom options - 54 and 80 metres - both of which feature the company's 'Megaform' design with interchangeable telescopic sections. A range of lattice extensions are also available, along with a 107 metre luffing jib, which is said to be quicker to rig and



Grove unveiled its new range topping 700 tonne GMK8700 at Conexpo

features a single back mast and will normally be matched with the self-rigging MegaWingLift super lift system. Maximum counterweight is 175 tonnes made up of five and 10 tonne slabs, all of which are interchangeable with the GMK6400, GMK6400-1 and GMK6450-1 models. The crane also features Manitowoc's Variable Position Counterweight (VPC) technology, allowing the operator to adjust the counterweight position to enhance capacity or reduce tailswing without the need to add more counterweight.

Road travel was a major design priority and depending on local regulations the GMK8700 can travel with the boom over the front or on a dolly behind the crane. The new carrier also incorporates the MegaDrive system with an adaptive electronic braking system. Removable rear outriggers can also help reduce weight. Overall weight is 96 tonnes/12 tonnes per axle with the main boom in place, but without counterweight or rear outriggers.

Powered by a Mercedes diesel with ZF transmission, five of the eight axles are driven - three mechanically and two hydraulically - and two axle groupings are available, one for road travel and the other for tough job site ground conditions.

Controls include the next-generation CCS 2.0 crane control system and Connect telematics fully integrated into the crane's systems. The crane can be self-rigged without an assist crane which is only required when using the luffing jib system. The maximum boom jib/extension length is 160 metres.

Production is scheduled to begin at the end of 2027, in the meantime the company says that Conexpo generated a great deal of interest both from existing Grove customers and non-Grove owners.

LIEBHERR UPDATES 90 TONNER

Liebherr's latest All Terrain is the updated four axle 90 tonne LTM 1090-4.2, which becomes the LTM 1090-4.3. The crane now features the



The GMK8700's maximum counterweight is 175 tonnes made up of five and 10 tonne slabs



Liebherr LTM 1090-4.3

LICCON3 control system, driver assistance systems, variable axle loads and increased capacities.

The third generation of the LICCON control system (Liebherr Computed Control) features completely new software and programming language, faster

data bus, significantly more memory and higher computer performance.

The larger touchscreen display in the superstructure cab is easier to use, with revised and simplified information display. In addition, LICCON3 cranes are prepared for telemetry and fleet management as standard allowing owners to view and evaluate relevant data using the MyLiebherr customer portal.



The cab of Liebherr's new LTM 1090-4.3



Liebherr LTM 1090-4.3



Tadano AC 6.300-1

NEW CABS ALL ROUND

Like the Grove GMK8700, the Liebherr also features a new chassis cab with a new automatic heating and air-con system, multifunction steering wheel, side roller blind, improved instruments and modules, new displays and a central locking with remote key and a 'Coming and Leaving Home' function. All light bulbs are LED including headlights, rear lights, cab interiors, and on the boom and extensions.

The new model supersedes the LTM 1090-4.2 and can be configured with 10, 12 and 16 tonnes axle loadings. Liebherr says switching between the driving modes is quick and easy using the quick-change ballast system. The LTM 1090-4.3 can carry up to 8.8 tonnes of counterweight within the 12 tonne limit, making it a decent taxi crane.

The 60 metre main boom is a similar length to its predecessor, but performance has been improved particularly when fully extended and elevated to a high angle - ideal for assembling tower cranes.

Other standard features include ECOdrive, ECOMode, VarioBallast and VarioBase. The DynamicPerform clutch module of the ZF TraXon transmission is said to provide wear-free starts and manoeuvres without overheating, as it transmits the engine power via an oil-cooled plate pack. A Blind Spot Information System (BSIS) and the Moving Off Information System (MOIS) provides protection for pedestrians and cyclists, while a feature said to be gaining in popularity is the new RemoteDrive enhanced radio remote controls. This allows operators to move the crane from outside the vehicle, giving control of the superstructure and chassis and steering.

TADANO'S LATEST

As mentioned earlier, Tadano did not unveil any brand new All Terrains at Conexpo however, the 250 tonne AC 5.250-2 and the 300 tonne AC 6.300-1 made their US debut, following their launch at Bauma. The company did reveal, however, that it is in the process of developing a high capacity eight axle model - probably a 650 tonner - although that is not confirmed and

technology with its 'Hey Tadano' voice activation system launched and going live at the show. 'Hey Tadano' is an AI-powered assistant specifically for Tadano equipment, with the ability to provide accurate answers instantly without relying on external sources, allowing users to find answers at all times of the day or night, wherever they are. For example, "Hey Tadano What is the weight of the top jib section of the AC 7.450-1 (it is about 1,150kg)". It understands and answers in more than 50 different languages.

The 250 tonne AC 5.250L-2 has a 79 metre eight section main boom, compared to the seven section 70 metre boom on Tadano's previous 250 tonner, while 5.8 to 30 metre lattice extensions take the maximum tip height to 112 metres. In spite of the extra boom section, the new crane can still meet 12 tonne axle loads with the 10 x 6 drive, 16:00 wheels, outriggers, 32 tonne extension brackets, a Vario hook block, and 250kg of gear onboard.

Where 16.5 tonne axle loads are permitted, the AC 5.250L-2 can travel on public roads with the 10 x 8 drive, outriggers, a 12 metre extension, 500kg of rigging, a 32 hook block and 20 tonnes of counterweight.

Project manager Peter Kleinhaus said: "Our AC 5.250L-2 is top of the class when it comes to load moment at 736 tonne/metres achieved at a radius of seven metres, on a 13.5 metre main boom and a 105.2 tonne load. In addition, we offer an optional heavy lift attachment for loads up to 138.7 tonnes on the short boom with additional sheaves. And thanks to the standard IC-1 Plus crane control system, the possible radius can be increased considerably in certain areas of the slew range."

The five axle crane features a 79 metre eight section main boom with a range of 5.8 to 30 metre lattice extensions, taking the maximum tip height to 113 metres.



A screenshot from the Hey Tadano app

with Grove introducing the 700 tonne, eight axle GMK8700 that might change?

The company is placing a heavy emphasis on its



Tadano showed its new AC5.250L-2 All Terrain at Conexpo, sold to Peninsula

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Late last year German rental company BKL Baukran Logistik purchased the 50,000th crane to be manufactured at Liebherr's Ehingen facility, a 300 tonne LTM 1300-6.4

HARD TIMES AHEAD?

The unsettled global economy and trading conditions of the past 18 months or so have taken their toll on all multi-national companies, and the major crane manufacturers are no exception.

By far and away the largest producer of All Terrains - Liebherr - saw sales of mobile and crawler cranes drop 6.8 percent in 2025 to €3.65 billion, following a sharp rise in revenues a year earlier. Mobile cranes - ATs, RTs and crawlers - represent 25 percent of Liebherr group revenues of €14.77 billion. North America, Non EU Europe, Asia and Oceania all declined, partly offset by small gains in Africa, South and Central America and the European Union.

Liebherr believes that 2026 will continue to be a challenging economic environment, "with global uncertainties, geopolitical tensions and ever increasing competitive pressures."

Liebherr Holding managing director Steffen Günther said: "We expect customers to remain cautious when it comes to investments. Even though the group has started the year with a promising volume of orders, we are not anticipating a marked period of growth until 2027. Until then, we will use the time to target our investment on our facilities, innovation and sustainable solutions."

Being a privately owned family company with no real debt, Liebherr has always focused on the long term, seemingly happy with whatever profit is generated taking the good with the not so good.

Publicly quoted businesses such as Tadano and



Noriaki Yashiro



Dean Barley

Manitowoc have to face investors on a regular basis and keep an eye on their share price and return on capital, no easy balance for a chief executive that wants to look to the longer term.

MIXED RESULT FROM TADANO

Japanese crane and aerial lift manufacturer Tadano's results for 2025 saw higher revenues, but lower margins and a further decline in profit before exceptionals. Revenues were ¥349.5 billion

(\$2.2 billion) up 19.9 percent thanks mainly to the inclusion of the Manitex business, and to a lesser extent the new 'TIS' - Tadano Infrastructure Solutions division from the recent IHI acquisition. Pre-tax profit before one-off asset sales was 26.5 percent lower at ¥11.57 billion (\$72.6 million).

Mobile crane sales, which include All Terrains, Rough Terrains and Truck cranes were 3.9 percent higher at ¥207.1 billion (\$1.3 billion).

Unlike Liebherr, mobile cranes make up almost 60 percent of Tadano's revenues. Mobile crane sales in Japan declined four percent last year, while overseas sales were seven percent higher.

Tadano still seems to be straining with the consequences of its takeover of Demag in late 2019. After some initial integration errors, it made some positive moves in terms of leadership changes last year, particularly in Europe and its operations in Germany - Tadano Demag in Zweibrücken and Tadano Faun in Lauf.

Noriaki Yashiro is now chief executive of the two businesses taking over from Kenichi Sawada, who returns to Japan. Dean Barley, chief executive of Tadano Americas, now also oversees European sales, customer support, marketing and quality control, in addition to his duties in the Americas including Manitex.

Tadano's chief technology officer Hiroyuki Goda will head up research and development for mobile crane engineering in Europe, with the brief to ensure that innovation remains anchored in the German sites.

NEW INVESTMENTS

Investments include acquiring more land to add to its production capacity, building a new repair workshop, upgrading production lines and logistics flows at its plant in Dingler Strasse, Zweibrücken and a new repair shop in Zweibrücken. A new European spare parts centre in Lauf is scheduled to be operational in a few months, while it is also expanding production and storage capacity along with new boom assembly lines.

STRONG FINISH FOR MANITOWOC

Manitowoc Crane's full year results for 2025 were slightly higher than in 2024, but the year ended with a bit of a pick-up. Total revenues increased almost three percent to \$2.24 billion, while pre-tax profits were six percent higher at \$12.4 million. Revenues from 'Non Machine Sales' - services,



Tadano AC-5250L-2



An MGX truck equipped with Hiab loader crane



BMS Strangeland's 15 Sany crane order arrives at the port

replacement parts, rental and distribution etc - jumped 9.8 percent to \$690.5 million. This is all part of the company's strategy to build a strong independent aftersales business to help deflect the cyclical nature of new crane demand.

In order to make this a reality the company has been investing heavily in its MGX distribution and rental operations, which includes a distribution deal with Hiab, allowing it to sell, install and provide all round product support for Hiab cranes in a number of states.

Speaking after the results were published chief executive Aaron Ravenscroft said: "In 2026 we expect more of the same conditions in the US market, but our optimism in Europe continues to grow. We started the year with a backlog of \$794, which is 22 percent up on a year ago. We



MGX's Hiab territory and service centres

continue to execute our strategy and are planning to add new distribution and support locations in Chile, Mexico, France, and Portugal."

RECENT TRENDS

Over the past few years, the main changes in the All Terrain market has been the introduction of hybrid power and a much higher profile of the major Chinese crane manufacturers in western markets. They have already built a strong bridgehead in parts of Africa and South America as well as Asia of course.

After years of effort with little progress, Sany and XCMG have finally started to gain a foothold in Europe and North America, and not only for crawlers and Rough Terrains, but All Terrains. One example of this is BMS Strangeland - the joint venture between Danish crane and access company BMS and Norway's Strangeland. It placed a large order at the end of last year for 15 new Sany mobile cranes which included five, 250 tonne Sany SAC2500E All Terrains for operations in Norway, Sweden and Finland with a further 10 hybrid 250 tonners due over the next year. This follows on from its purchase in 2024 of a two Sany crawler cranes, a 200 tonne lattice and an 80 tonne telescopic - both of which have been working in the Oslo area.

BMS Stangeland's chief operating officer Trond Helge Skretting, who also heads Crane Norway,

said: "This is a significant step in strengthening our presence throughout Scandinavia. These machines are of top quality and come equipped with advanced technical features that will be highly appreciated by our operators."

At the end of last year Dutch international heavy lift company Mammoet took delivery of a 60 tonne XCMG XCA60-EV hybrid All Terrain. The crane is designed for the European market with a 48 metre, six section pinned main boom, topped by a 9.2 to 16 metre bi-fold offsetable swingaway extension that takes the maximum tip height to around 66 metres. It combines a Mercedes diesel with a 170kW electric motor, which according to the company typically reduces fuel consumption by around 40 percent compared to the pure diesel model.

XCMG Europe chairman Zhen Li said: "This delivery is more than just a product handover - it's a step forward to redefine the possibilities of sustainable lifting. We are proud to support Mammoet's efforts to reduce environmental impact, and we look forward to seeing the XCA60-EV contribute to a cleaner and more efficient future."

And a few months ago, Mammoet added another hybrid All Terrain, this time, the world's first 150 tonne Grove GMK5150L-1e plug-in hybrid to be delivered. Launched at Bauma last year, the GMK5150L-1e features a 60 metre main boom, while the long boom version - the GMK5150XL-1e - has a 68.7 metre boom. Both models have the exact same load charts as the regular diesel versions along with most of the componentry and features, including the CCS control system with boom configurator, and the Maxbase variable outrigger set up.

The new crane combines an electric powered superstructure with the regular five axle carrier. The hybrid system features a 180kWh battery pack that is supposed to provide around eight hours of typical operation. It can also be operated while plugged in and recharging, extending the continual operation to around 20 hours, depending on the application.



At the end of last year Mammoet took delivery of a 60 tonne XCMG XCA60-EV hybrid



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ALL TERRAIN CRANES

Mammoet recently added the world's first 150 tonne Grove GMK5150L-1e plug-in hybrid AT



The crane can be recharged from both AC and DC power supplies or through an integrated 170kW generator in the carrier. The battery pack is also recharged while travelling between jobs.

Mammoet operations manager Eelco de Leeuw said: "Sustainability is one of the key drivers of our business. In the Netherlands and beyond, requirements are increasing rapidly. Cities such as

Amsterdam, Rotterdam, and The Hague already enforce zero-emission targets for many projects, and carbon footprints are increasingly evaluated before contracts are awarded."

Manitowoc's mobile crane product manager Andreas Cremer added: "The battery capacity on this unit was carefully sized following a comprehensive job profile analysis to ensure

full coverage. Combined with the 'charge while driving' feature, these Plug-in Hybrid cranes deliver exceptional flexibility and independence - capable of handling the toughest jobs without relying on grid charging."

However, only a very few rental companies or contractors are purchasing or demanding hybrid/electric cranes, due to their higher price and fears over charging logistics. And in spite of the zero or low emission edits, contractors are generally resistant to paying the necessary higher rental rate. It would seem that while the idea of reduced emissions and noise from hybrid/electric cranes appeals to most people, actually putting up the money is totally different.

NEW AT TYRE FROM BRIDGESTONE

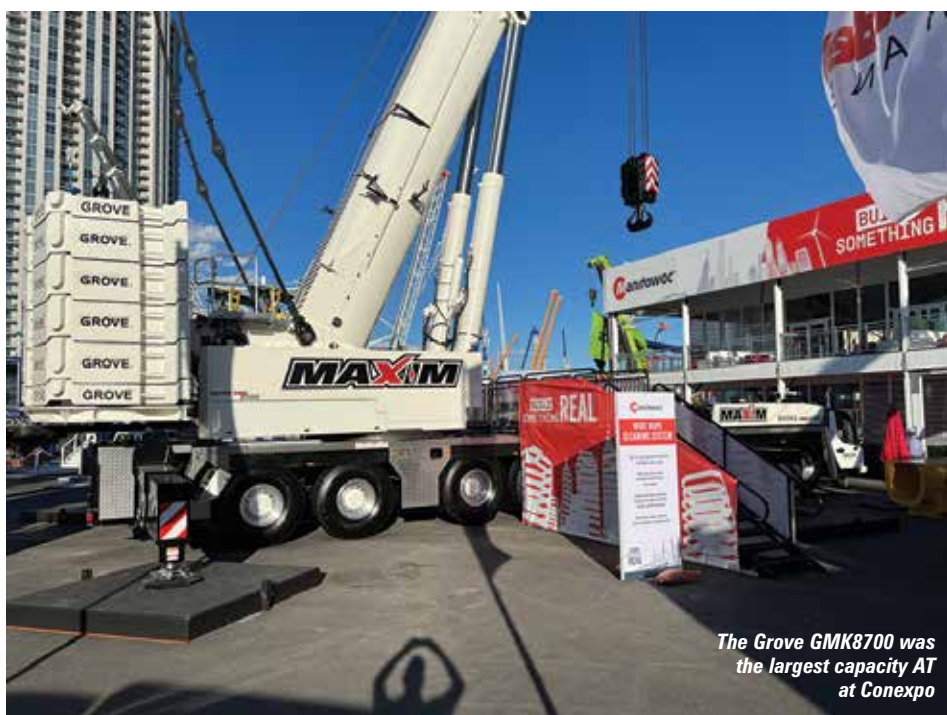
One of the major consumables of an All Terrain crane is its tyres. As the number of axles has increased for a given capacity in order to make it easier for cranes to travel on the road fully equipped, so has the number of tyres, even on a relatively common four or five axle crane you are looking eight to 10 tyres per crane, and there are now 11 axles units around! With prices for tyres ranging from between £1,800 to £3,500 each, replacing a set is a significant investment. Tyre technology is continually developing and new products such as Bridgestone America's 445/95R25 V-Steel Highway Service 3 tyre for All Terrain and truck cranes.

The VHS3 has a load/speed index of 174 F and can handle 6,700kg at a speed of 80kmh. It features advanced rubber compound technology and sidewall construction, which the company says reduces heat build-up, minimises irregular wear and extends tyre life by 12 percent compared to its predecessor. The tyre's 23mm tread design includes wide grooves and extended lugs. A redesigned casing features a lighter belt, bead structure and shoulder design to help reduce fuel consumption while maintaining load capacity. ■



The Bridgestone VHS3 has a load/speed index of 174 F and can handle 6,700kg at a speed of 80kmh

The Grove GMK5150L-1e can be recharged from both AC and DC power supplies or through an integrated 170kW generator in the carrier



The Grove GMK8700 was the largest capacity AT at Conexpo

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THE TELEHANDLER FAIRYTALE?

Once upon a time, not too long ago, purchasing a new telehandler was a relatively simple process because of the choice available. The market was dominated by a handful of major players - JCB, Manitou, Merlo in Europe and JLG/Skytrak in North America. These companies - which still account for almost 80 percent of total sales - controlled the market with the remaining sales split between manufacturers such as Dieci, Faresin, Bobcat, Skyjack, and Genie.

Big construction equipment players such as Cat, Volvo, Case/New Holland, Komatsu and others tried their hand in the market, but made no real impression and withdrew. However, over the last couple of years a host of manufacturers seem to have got out of bed one morning and decided that the fixed frame telehandler market is where a fortune is to be made.

The rate of new manufacturers entering the market picked up pace at Bauma last year and has continued to gain momentum with new manufacturers and models popping up at every exhibition since. In the latest C&A Source Guide (in last month's 28.2 issue) we listed 55 manufacturers from ACE Cranes in India to Zoomlion in China across 16 countries producing telehandler variants - fixed frame, compact, 360 degree and heavy duty models. Back in 2005 there were perhaps 20 and just a year ago the same report listed 38 manufacturers.

The new entrants are not however spread evenly between the various model types, the vast majority have launched product into the high volume markets including six metre compacts and regular fixed frame models up to 17 or 18 metres. Very few, if any, are entering the more technical 360 degree and heavy duty market sectors where machines are sold in relatively small numbers.

But why would new manufacturers enter a well-established, mature market, with two or three

dominant producers, with 'me-too' products offering little if any innovations? Most of the new manufacturers are based in China, some of them making equipment for OEMs. With the domestic general equipment market in decline over the past few years and a non-existent telehandler sector they obviously hope there is an opportunity to sell equipment under their own name into the growing global market, or perhaps as we saw with the aerial lift market a few years ago, the Chinese market is about to take off in a big way. If so they are ready.

The only thing that most of the new entrants can offer is a lower price, and in the telehandler market it is unlikely that they will turn a profit at the level some are selling. Manitou and JCB have the benefit of substantial volumes, and relatively modern factories. Anyone looking to compete will need to source western components - axles, transmissions, hydraulics etc... leaving the fabrications as one of the few areas where they might just have a benefit, especially the big companies such as Sany, Zoomlion and XCMG.

If you run a large JCB or Manitou fleet, why would you change? In most countries - the UK, France and North America are the major markets - you need to achieve very high utilisation levels to make telehandler rental pay, so top level reliability, fast parts delivery and good service are everything. On top of that many fleets change their high volume machines out every three years or so, making resale appeal and retention values



An XCMG 18 metre telehandler at Bauma

an important factor in the equation.

So far no one has managed to break the leading manufacturers hold on the mass market and many have tried. One sort of exception is Ricardo Magni, who took a very clever approach, by starting out by making a better 360 degree model. Over the years the reputation for quality, new features and models that no one else offered has paid off to such an extent that the company has moved on to introducing high capacity heavy duty machines and more recently more mainstream models, including a six metre compact. Magni models are unashamedly more expensive going up against German specialist producers such as Wacker Neuson and Sennebogen. But also, the ploy of using high end rotos as a sort of Trojan horse into the market appears to have paid off handsomely.

GROWING MARKET

The telehandler market is growing steadily with annual sales running at between 70,000 to 80,000 units and could easily reach 100,000 by 2033 if some of the developing markets adopt them. Whether the dominant players can hold their current market shares, will depend on how they approach the potential mega markets of India and China. If they succeed as is entirely possible, there will be a good few disappointed sales directors out their unable to achieve their sales forecasts and targets.



*Bobcat TR60.260
roto telehandler at
Bauma 2025*

MARKET BREAKDOWN

Perhaps it is best to place the various manufacturers into divisions - like football - based on sales volumes and reputation. In the Premier league would be JCB, JLG/SkyTrak, Manitou, and Merlo with JCB, JLG/Skytrack and Manitou quite a way ahead of Merlo, Magni and Dieci.

The next division would include companies such as Genie/Terex, Liebherr, Skyjack, Bobcat, Ausa and Wacker Neuson all well-established marques with a good reputation and a good network of dealers to maintain and repair the machines but much lower sales volumes.



*Merlo's 15.5 prototype
compact telehandler*

Division three might include the more established Chinese manufacturers as well as the smaller European/North American players (in terms of sales numbers) - Sany, XCMG, Zoomlion, ELS Lift, Faresin, LGMG and MST.



LGMG's 4,000kg/18 metre H1840

So much will depend on new market developments. In Europe countries such as Germany and Italy have not taken off in a big way as so many smaller contractors and house builders prefer to use self-erecting tower cranes for onsite material handling. Oh, and one other factor we rarely mention is the much smaller agricultural market. In an increasing number of countries this market represents sizeable



*JLG introduced a
redesigned and upgraded
version of its 12.9m, 3,600kg
SkyTrak 8042 telehandler in 2024*

volumes, and sales depend on who the local dealer represents. Companies like Merlo do very well here and it could help the new entrants generate some volume.

SPECIALIST MACHINES

As mentioned earlier while a growing number of manufacturers are producing 'standard' telehandlers, far fewer offer 360 degree or high capacity, heavy duty models. Having said that over the past five years several manufacturers have entered the market, either by developing new products inhouse or, as in Bobcat and JLG's case, branding products made by others. The C&A Source Guide reveals that there are just nine manufacturers offering 360 degree products and just eight with heavy duty models.

As already mentioned, one company that has 'cornered' both of these markets is Magni - which came into the market at the end of 2012, after founder and chief executive Riccardo Magni, had given up his roles as chief executive of Manitou's Italian subsidiary MCI (Manitou Construzione Industriale) some eight years or so after it had acquired the business from the Magni family.



*Magni used
Conexpo
2019 to unveil
its highest
reaching
telehandler to
date, the 46
metre RTH6.46*

Magni's policy was to initially target the specialist market with well designed, fully featured and top quality machines - and it has worked a treat. By launching the world's largest 360 degree telehandler Magni made a strong statement of intent from the start. Magni also has a good range of eight heavy duty machines from the 10 tonne HTH 10.10 up to the massive 50 tonne/14 metre HTH 50.14. Fortunately, it has the quality and backup to grow within the sector. Over the years it has added a range of fixed frame telehandlers and at Bauma 2025 launched its first compact machine which is selling well in spite of its premium price.



*Magni entered the
compact sector at Bauma 2025*

JCB DEVELOPMENTS

With up to 50 percent of its sales in the UK and a further 30 percent in the rest of Europe, JCB is a leading player in both the construction and agriculture telehandler market. The company launched the first JCB telehandler, the two wheel drive, 2,000kg/6.4 metre Loadall 520 in 1977.

It gained its market leading position thanks to its incredible brand recognition in the UK which at the time was the world's principal market and

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JCB is a major player in both the construction and agriculture telehandler market



JCB Hydralload 555-210R at its launch in 2019

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, high tech hydrogen motors with zero CO2 emissions. Hydrogen motors have the potential to help the UK reach CO2 emissions targets more quickly."

JCB did however, launch a totally new, all electric 6 metre/2.5 tonne compact telehandler - the 525-60E - a year before the hydrogen prototype. Its latest news is that it has invested £60 million in a new fully automated

still remains among the largest. Over the years it has concentrated on fixed frame machines up 17 metres and now 21 metres before finally entering the 360 degree machine in 2019, after years of dismissing it as a bit of a niche or fad market. The new model was dubbed the Hydralload 555-210R with a maximum capacity of 5.5 tonnes and a maximum lift height of 20.5 metres. Free on wheels capacity was 4.5 tonnes. It would be fair to say that it did not wow the market.

The current range - launched in 2024 - consists of two variations of the 558R PRO machines - the 558-210R and the 558-260R PRO - both are essentially the same machine with an increased capacity of 5,800kg but with lift heights of 20.5 metres and 25.5 metres. Forward reach is 17.8 metres and 21.4 metres respectively.

Apart from being slightly slow into the 360 market, JCB has been more innovative when it comes to power units, introducing the first prototype hydrogen machine at the end of 2021 after investing £100 million in a project to produce efficient hydrogen engines.

At that time JCB chairman Anthony Bamford said: "Our sort of machinery will need to be powered by something other than fossil fuels. 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

powder paint plant as well as modernising its UK telehandler assembly lines.

CHANGES AT MANITOU

French telehandler manufacturer Manitou is in a transitional period at the moment with changes to its senior management team. Chief executive Michel Denis plans to leave the company when his current contract expires this month. His presence at Apex at the start of the month was his last show appearance. A few months after the Denis announcement, telehandler pioneer and Manitou founder Marcel Braud, died. Followed by his sister, Manitou group chairman Jacqueline Himsworth, a few months later.



Sylvain Blaise

New appointments include Sylvain Blaise as chief executive, who joins the business from Iveco's powertrain division FPT Industrial, where he has been chief executive for the past four and a half years. At the same time Christopher Himsworth became the new chairman board and Virginie Himsworth was appointed as a director - keeping it all in the family. It will be interesting to see how these new appointments affect the direction of the company going forward.

Manitou's latest full year financial results show a steep drop in profits with total revenues of €2.56 billion down 3.4 percent on 2024. It did however achieve a strong fourth quarter and start to 2026 and compared to many of its competitors is doing pretty well. Latest figures show strong gains in Europe - up 12.5 percent - although North America is down 14.2 percent and South/Central America and Asia Pacific down 12.9 percent.

The company says: "Europe is showing very strong growth, with the momentum driven by significant volume improvements in telehandlers, accompanied by an increase in market share. The decline in North America, on the other hand, reflects a toughening of the commercial environment, marked by the impact of customs duties and unfavourable foreign exchange effects."

In April it announced a £15 million, 200 unit telehandler deal with UK rental company H.E. Services as part of a two year renewal and expansion programme. The machines include fixed frame models from four metre sub compacts to 18 metre models. This follows a £40 million, 450 machine deal with the UK's largest telehandler rental company Ardent Hire Solutions - the largest single order ever placed with Manitou UK. The order, also part of a fleet renewal and expansion programme, and includes the same spread of machines as H.E. Services. While this is the largest UK order for Manitou, Ardent has placed significantly larger orders in the past with JCB. Ardent has more than 3,100 telehandlers, most of them regular fixed frame models.



Some of the first new Manitou telehandlers to arrive at H.E. Services

Manitou's latest new model introductions were seen at Bauma and included two new 4,000kg electric telehandlers - the 14 metre MT 1440e and 18 metre MT 1840e - which the company claims offer the same performance as the diesel versions but with up to 75 percent savings on energy costs. Battery warranty is five years or 3,000 hours and 70 percent battery SOH (State Of Health). Also new was the 40 metre/7,000kg MRT 4070 360 degree telehandler with 21 metres of forward reach.

Manitou previewed this 40 metre/7,000kg MRT 4070 360 degree telehandler



Hidromek's new telehandler

NEW SHOW LAUNCHES

Bauma 2025 was the first exhibition where everywhere you turned there appeared to be a new telehandler or a new telehandler manufacturer - particularly from China and Turkey. Given that sales in the Chinese market are almost non-existent, hopes are pinned on taking a sliver of either the growing global market or perhaps hoping the domestic market dramatically improves.

Vanse from China showed the WSC1440, a 13.5 metre/4,000kg telehandler while a seven metre/4,000kg WSC740 is also available. Capacity at maximum height is 3,000kg and 3,300kg respectively with overall weights of 10.6 and 7.8 tonnes.

GO TURKEY

Turkish manufacturer Hidromek launched its first telehandler in the form of the visually striking 4,000kg/18 metre HMK 40-18 TH prototype. With modern, angular styling, it features a high pressure piston type hydraulic pump, powershift transmission and reverse cooling fan. Maximum lift height is 17.65 metres with 13.1 metres of forward reach. Overall width is 2.4 metres and weight is 12,500kg.

Hidromek joins Turkish manufacturer MST which has been making telehandlers in the country for many years now. Still only a tiny market, the presence of two local producers knocking on customer doors may well help stir things up.

THE NEW GERMAN

The German market is said to be growing with Manitou, JCB, Merlo and Faresin - which has started supplying Cat distributor Zeppelin branded

versions of its telehandlers after Cat pulled out of the European telehandler market last year - the main manufacturers.

At Bauma German company Thaler showed its compact 48T18. Weighing 3,350kg it has an overall width of 1.8 metres and height of just under two metres. Lift capacity is 1,800kg and maximum lift height 4.8 metres.

Meanwhile Liebherr plods on with a focus on the very long term, Wacker Neuson has gradually extended its range, and Sennebogen remains focused on ultra rugged specialist material handling models.

Thaler 48T18 compact telehandler



CHINESE PLAYERS

After many years of seeing a Sunward telehandler at various exhibitions only to disappear at the next, it would appear the company is now making a concerted effort to enter the market. Last year Laurent Pons, previously with Manitou - was given the go ahead to develop Sunward's aerial lift division with boom and scissor lifts along with telehandlers and the five and 10 tonne telescopic crawler cranes. Its latest telehandler is the 3,500kg/7.4 metre SWTH 3507 for Europe. The company says that it also has US spec high boom machines for the North American market. At Apex Pons said that Sunward would be launching two new diesel telehandlers - a 14 and 18 metre - in



Sunward's latest telehandler - the 3,500kg/7.4 metre SWTH 3507 - at Apex



Faresin supplies Zeppelin with branded versions for the German market



Sennebogen remains focused on ultra rugged specialist material handling models

the very near future, possibly next month? Sunward says its price advantage coupled with good backup from its 180 dealers around Europe has resulted in good 2026 sales, and it expects a lot from the new models.

Sany's telehandler range continues to expand and now includes the 13.9 metre/4,000kg STH1440, the 17.55 metre/4,000kg STH1840 and the seven metre/4,200kg STH742 with the addition of the new all-electric six metre/2,500kg STH625E with regenerative braking and boom lowering, which can, it says, extend its eight hour battery life by 15 percent. The compact machine is less than two metres high and wide with a 34kWh LFP

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Sany's new all-electric STH625E telehandler with regenerative braking and boom lowering energy capture



Sany's growing telehandler range

battery, which can be charged from its portable charger with 230V or 370V AC outlets.

The company is starting to have some sales success in Europe, with UK rental company Mr Plant Hire taking delivery of its first two 18 metre/4,000kg Sany telehandlers last summer. The new machines were part of a 50 unit order including an unspecified number of telehandlers - but was its largest telehandler order at that time - placed by parent company AER. The STH1840s can take its 4,000kg maximum capacity to a lift height of 11.5 metres or forward reach of 2.8 metres with the outriggers deployed. They can also handle 550kg at a maximum forward reach of 13.4 metres and 2,500kg at their maximum lift height of 17.55 metres.

In April this year Sany strengthened its UK telehandler team promoting Philip Boddy - 17 years with JCB before joining Sany in 2020 - to global product director telehandlers, having been a regional product manager for the past five and a half years. It also promoted Christopher Jarvis to head of telehandler sales for the UK & Ireland, having been sales manager for the past two and a half years.



Phil Boddy

Zoomlion now has an interesting range of telehandlers including a high boom, North American style machine - the ZTH1056 - although no technical specs are currently available. However, if the nomenclature follows other Zoomlion machines it has a capacity of 4.5 tonnes and a lift height of 17 metres. The five model fixed frame European style machines include the 2.5 tonne/six metre ZTH2506, 3.5 tonne/seven metre ZTH3507, 3.5 tonne/12.7 metre ZTH3513, 4 tonne/13.8 metre ZTH4014 and 4 tonne/17.6 metre ZTH4018.



Zoomlion's high boom ZTH1056

Zoomlion also has two 360 degree machines - the 4.5 tonne/18 metre ZTH4518R and the 4.5 tonne/24.8 metre ZTH4525R. Both are CE certified, with the smaller weighing 14.3 tonnes and the larger 17 tonnes. Machine features for both models include hydrostatic 4x4 drive, 360 degree continuous slew, a 10.1 inch display screen which integrates monitoring, control and entertainment, and a standard floating fork and optional platform, bucket, boom and other attachments.

Zoomlion sales are beginning to take off in certain European markets. In the Netherlands and Poland it is represented by Dutch sales and rental company BAC - at Apex the two companies extended their distribution contracts, to three or five years, depending on who you spoke with.



Zoomlion's ZTH range of telehandlers

BAC worked with Zoomlion to fine tune and develop the telehandler range, before agreeing to buy any or represent it. The company now says that it has 100 Zoomlion telehandlers in stock in the Netherlands and a further 100 in Poland, ready for immediate delivery. This, combined with a good specification and a keen price, could give the manufacturer a real boost to winning market share.

INDIAN ASPIRATIONS

Another first at Bauma came from India's Action Construction Equipment which showed its telehandler for the export market, the AT350 with a capacity of 3.5 tonnes - 2.5 tonnes on rubber - and a lift height of just over seven metres. Maximum capacity at its maximum forward reach of 3.62 metres is 1,200kg. Overall weight is 7,510kg and it is powered by a Perkins Tier 3 diesel. Hydrostatic drive gives a maximum speed of 28 kph.



Action Construction Equipment launched its AT350 for the export market at Bauma 2025

When it comes to the wider Indian market Manitou is producing a specific model in the country for the local and regional market. At the same time - while it has not said much about building telehandlers at its Indian plants - JCB is extremely well ensconced in the market for its other products. India makes a huge contribution to the company's revenues and profits. If, or rather when, the Indian market does break, JCB is well placed to grab market leadership.

THE CHINESE MALAYSIAN

Chinese manufacturer Noblift produces most of its aerial work platforms and material handling equipment in Malaysia, but not the new compact telehandler - the 2.5 tonne/three metre FTH25-30N - first seen at Bauma last year.

It also has the larger FTH3007, FTH3507 and FTH4007-4Z as well as the 360 degree FTHR4015-4Z. The company, established in 2000, is a leading

Chinese manufacturer and service provider in the material handling sector. Listed on the Shanghai Stock Exchange it has been the world's largest manufacturer of hand pallet trucks for several years and is recognised as a leading manufacturer of Class 1/2/3 forklifts in China. It employs more than 5,000 worldwide and has manufacturing facilities in Vietnam and France as well as China and Malaysia, along with sales subsidiaries in North America, the EU and South East Asia.

Perhaps more interesting is its 360 degree, four tonne/15 metre FTHR4015-4Z which can take 2,500kg on outriggers and 1,500kg on tyres to its maximum lift height. Forward reach is 10.5 metres where it can lift 1,000kg on outriggers or 800kg on tyres. Overall weight is 16 tonnes, and it is powered by a Cummins Euro 3 diesel.

Of course, one of the main reasons to purchase a 360 degree telehandler is its ability - through the

use of various attachments - to carry out a variety of tasks, even replacing a small crane. Like many of the 360 degree manufacturers, Noblift offers a variety of quick change attachments, such as a work platform, wood clamp, rotating paper roll clamp and hooks.

FARESIN ELECTRICS

Italian manufacturer Faresin was the first to launch an all-electric telehandler - the 626 unveiled at Bauma 2019. It proved to the rest of the industry that a simple to use, electric compact telehandler was possible. It was based on its standard diesel 626 with six metres lift height and 2,600kg lift capacity. Three years later at Bauma 2022, Faresin added the 17 metre/4,500kg 17.45 full electric telehandler - another world first. The 17.45 features a 45.36 kWh, 435 high voltage lithium-ion battery pack powering two electric motors, one to drive the transmission, while a smaller unit is dedicated to the hydraulics.



Noblift unveiled its FTH25-30N at Bauma last year



Noblift produces this four tonne/15 metre 360 degree FTHR4015-4Z which can take 2,500kg on outriggers and 1,500kg on tyres to its maximum lift height



Faresin's 17.45 Full Electric at its launch at Bauma 2022

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Faresin's most compact telehandler is the FS 6.26



Italian company Faresin currently has four Full Electric telehandlers from six to 16.4 metres and capacities from 2.6 to 4.5 tonnes - the 6.26, the 14.42, the 17.40 and the 17.45. Last year it launched its Middle series of FS Next Generation telehandlers with lift heights of seven to 10 metres and capacities of 4,000 to 4,500kg. Features include a new tapered engine cover and reduced blind spots for the operator as well as a redesigned interior and LED lighting. All models have the S420 steel boom with double C-profile. Faresin also launched its FS 6.26 - its most compact telehandler - which replaces the FR6.26 of which more than 2,000 units have been sold worldwide. Changes include visibility improvements and an electronically controlled, stepless transmission. Its three model Heavy Duty range has lift capacities from six to seven tonnes and lift heights of nine and 10 metres.

MERLO'S LATEST

One of the premier league manufacturers with a full range of telehandlers is Italian company Merlo. The company has been buying up its independent distributors over the past year or two, acquiring the shares that it did not already own in its German Subsidiary - Merlo Deutschland - last summer from Port handling and storage group Heinrichs Holding which has owned a stake in Merlo Germany business for around 33 years dating back to when the Merlo and Clewing families began working together.

Prior to that it set up its own operation in Ireland, while it has owned a stake in its UK business since it was set up in 1993 by John Iles and bought the rest of the shares when he retired in 2011. It also owns its distributors in France, Spain and Australia. One of the advantages of running company stores is that it allows the company to operate a strong local dealer network, without worrying so much about splitting margins etc. A dealer network is essential for telehandlers, especially in the ag market, where a higher portion of the sales volume goes to end users,



A 2,700kg/six metre Merlo P27.6 compact telehandler



Merlo's 4,000kg/13 metre P40.13

rather than rental companies than say the crane or aerial lift market.

Germany and the UK are two of its better markets, both in construction and agricultural. While it has a strong position in the 360 degree market, its small to medium fixed frame models are all popular. It launched an all electric eWorker model in 2020, but it was off and on in reaching full production. This year it launched a new second generation model, the 2,500kg/4.8 metre 25.5-60 with two wheel drive and four wheel drive 25.5-90 with a claimed eight hour battery life.

DIECI STANDARDISES DTS

Italian telehandler manufacturer Dieci is now including its Telematics System (DTS) as standard on all compatible machines along with a 36 month subscription and three year warranty. It provides real time monitoring of operating data such as machine location, fuel levels and operating hours. Other features include remote diagnostics and assistance, maintenance scheduling, and



Dieci is now including its Telematics System (DTS) as standard on all compatible machines



Dieci Pegasus 60.40

geofencing. The system will integrate with existing fleet management platforms, as well as supporting mixed fleet management. The company has also launched an Android and Apple/iOS app for remote machine monitoring and service reminders.

SKYJACK UPDATES TH SERIES

Skyjack has updated six of its TH Series telehandlers for North and South America with capacities ranging from 2,495kg to 5,443kg and lift heights from 5.82 to 17.14 metres. Maximum forward reach runs from 3.44 to 12.9 metres.

Skyjack says that improved gearing and more efficient hydraulics allows the use of smaller engines without sacrificing performance. The new telehandlers feature Smartorque, engineered to require no DPF, DEF, or any active exhaust aftertreatment. The machines also feature a single, multifunction pilot operated joystick controls, a new 'Flexcab' for easy conversion between open and enclosed cabs, with easily sourced flat glass panels.

A wide range of carriages, fork options and additional attachments are available. All major service points are easily accessible and Skyjack's coloured and numbered wiring system is Skycoded for easy troubleshooting and maintenance.

The company has also launched a new Multi-view Camera & Sensor System, which incorporates two additional cameras and a tri-view monitor display to enhance blind spot visibility and awareness. The colour monitor allows the operator to toggle between individual views to the left, right, and rear of the machine, or simultaneously display all three views, providing 220 degrees of visibility. A numeric visual proximity indicator on the rear view and an audible warning provides improved object proximity awareness when reversing. ■

Skyjack has updated six of its TH Series telehandlers



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IPAF's Women in Access meeting



APEX 2026

Leaving the ongoing discussion regarding the number of equipment exhibitions aside, Apex, the powered access show, and the International Rental Exhibition (IRE) returned to Maastricht in early June.

As in the last few years, the European Rental Association held its annual conference, convention and awards dinner at the venue, while IPAF held its AGM following the postponement of its Summit and awards dinner earlier this year due to the war in the Middle East.

Attendance figures have yet to be published, however, a good few exhibitors commented on the lack of visitors, although day two seemed busier than the last event and the seniority of those attending was very good.

From a location point of view, Maastricht is not the easiest place to get to, unless you live in the Netherlands or the border areas of Germany and Belgium. This, coupled with public holidays

in Sweden, Germany and Italy and a rainy three days, may have deterred some. Those who felt it was quiet then started commenting on the number of 'International' shows, and the proliferation of local shows such as Vertikal Days in the UK, Platformers Days in Germany, JDL in France and Platform Günleriall in Turkey, all of which will be held in September, along with GIS in Italy. On these, they seemed more positive suggesting it is the future... let's see what happens with Internat next year.

This year's Apex was also smaller than previous events, and while there were no groundbreaking new products, there were plenty of product updates. Apex 2023 featured a large number of domestic Chinese lift manufacturers, and only a



Part of the ELS Lift stand

JLG hosted its evening event at the Landgoed Kasteel de Hoogenweerth



few returned this year. However, there were a handful of new/unknown Chinese names this year with me-too products, some of which will never be seen in Europe again.

IPAF'S WOMEN IN POWERED ACCESS

On the second morning, IPAF held its second, well attended Women in Powered Access event with representatives from manufacturers, rental companies, trainers and members of the press, including JLG, Dinolift, Snorkel, Genie, Palazzani, Vertikal, Boels, Lolex, KHL, International Platforms and of course, IPAF. The breakfast was hailed a major success by those who attended, providing valuable networking opportunities in a more informal setting. Many felt that the absence of male colleagues created a less intimidating environment, encouraging more open discussion and stronger connections among participants.

SHOW HIGHLIGHTS

Over the following pages is an extensive pictorial roundup which hopefully provides a flavour of the show.



CFMG's stand



Axolift unveiled the Munk Flexlift branded machine



JLG's 1.2m Lift Pod



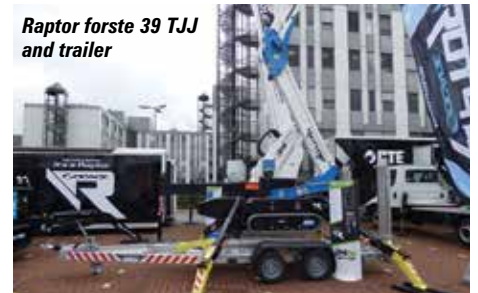
Snorkel's 38ft A38E electric articulated boom lift



Apex always includes new or unknown Chinese manufacturers, this time we met Lemax



Chinese aerial work platform manufacturer King Lift



Raptor forste 39 TJJ and trailer



Maeda mini and spider crane stand



Palazzani TZJ160 spider lift and trailer



Sinoboom hosted an evening party at La Caverna, an old limestone quarry and a very unique party venue



Dennis Van Hoef (L) and Arjan Van Der Hoef with the new 7t Hoefflon C30eL with increased reach



The Genie stand always appeared busy



The Neargrid stand with battery storage system



Part of a varied XCMG stand



Teupen Leo24T and trailer in front of the 72m Altec Teupen TE720 truck mounted lift



Noblelift showed off its new Chinese built SC06E scissor - being less than 6m it attracts zero tariffs



The Axolift stand



The Palfinger 25m, 300kg PT 25 TJ

The MECC Maastricht



IPAF stand



Genie held a party to celebrate its 60th anniversary at the Tapijn restaurant in Maastricht



The Leguan stand



Versalift VA 200-F 20m 3.5 tonne truck mounted lift



The Niftylift stand



Ox Power's Ramon Steltman and Jan van Rhee



MPMC GSB-20-40 20kVA, 40kWh hybrid power pack



Norwegian load moving equipment supplier
Liftroller



Dino Lift's updated 85ft 290RXTE which debuted at Bauma



LGMG's 33ft S1008SE-2 electric scissor



LGMG launched three new products including the 43ft A13JE-2 industrial boom lift



Axolift launched its 4.9 metre P300X self-propelled dual deck low level scissor lift



Sany STH625e electric telehandler



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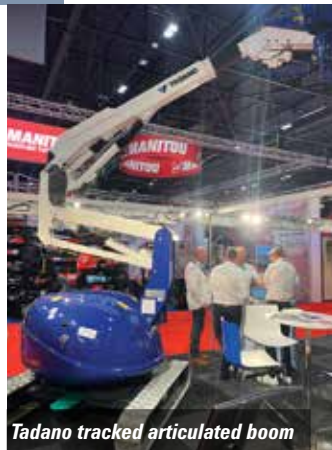


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Kai Schliephake,
IPAF's new president



Tadano tracked articulated boom



**LGMG's 6m/2,500kg
H625E telehandler
launched at Bauma
last year**



**Kiwi start up company Crane
Power with its E-gen generator**



**Skyjack launched the 40ft all
electric SJ6940 RTE compact
Rough Terrain scissor lift**



**Another new Chinese manufacturer -
Kingda - has a range of scissors
and boom lifts as well as telehandlers**



**The Chinese manufacturer Hangcha
launched a high voltage lithium
9.8m/2,500kg 35-100 telehandler**



**Manitou's new 32ft SE1212,
further models are on the cards**



**The 57m Ruthmann
Steiger T570 HF 4A
truck mount**



**Platform Basket
displayed its 30m
30.14 spider
lift launched
at Bauma
last year**



Platform Basket Heron 10 SB mast boom



Magni's 8.6m, 3,500kg TH3.5.9



**Manitou's range of three -19ft, 26ft and 32ft
SE - slab electric scissor lifts**



Snorkel's new S3220 Mini scissor lift



**Zoomlion's new safety helmet with sensors on
the back, front and top, to protect from overhead
obstacles, and front mounted camera.**



**Hyrax 71.12 self levelling tracked boom
and trailer weighing less than 3,500kg**



**MEC Micro 26-XD
on the Dingli stand**

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Omme 2750 spider lift



The Leguan evening event was at the classy Michelin starred Baluga restaurant in Maastricht



Zoomlion showed the first units from its new facility in Tatabánya, Hungary including the 19ft ZS0607AC-Li



Italy's CMC spider lifts



The 28 metre Klubb PT280 telescopic 3.5 tonne truck mounted lift launched a couple months ago



Part of the MoteLift stand



The remote controller for the Omega 40TSE



The Noblelift stand with forklift and scissors



Dingli mast and articulated booms



Dumarey battery power packs



Elma CR 30-H tracked carrier on the Platform Basket stand



Under the hood of Hangcha's high voltage electric telehandler



The Hoeflon stand



The JLG stand



Tracked booms on the Aichi stand



Teupen Leo24T and trailer



Haulotte HA20 Pro



Snorkel's Andrew Fishburn talking about utilisation



Snorkel's 27ft narrow S2755RT launched in 2021



Genie's 60th anniversary picture board



A MoteLift mast boom



Abosn Europe was showed its range of outrigger pads, track and road pads



LGMG's latest scissor lift - the S1008E-2



Telematics software company - Powerall



Another new Chinese manufactruer - Kinglift



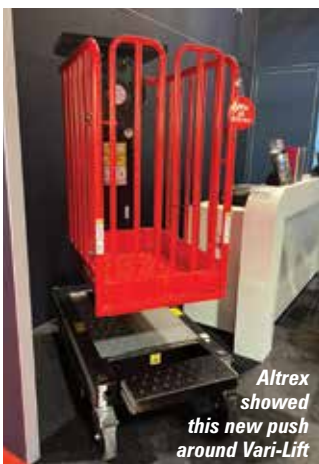
The 3.5m Genius People Lift Baby 1-1500



Hered's 14m lithium electric HA12CEA with 6.55m outreach and 250kg capacity



Noblelift stock picker



Altrex showed this new push around Vari-Lift



JLG Power Towers' Andy Menham

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APEX SHOW

Alp Lift showed its new 4m Desk Surfer weighing 68kg and with a 150kg capacity, as well as the Navigator Ranger being distributed in the Netherlands



A busy TVH-Mateco stand



Bravi lifts including the new Residential 170



Chinese manufacturer Fronteq



CTE spider lifts



Chilling on the Haulotte stand



E-GenSeries



David Smith (L) with Brandon Wood of CranePower



Corrado Gentile (L) and Mercer Nafe of Genie with the 5.89m GS 1332m micro scissor claimed to be 30% lighter and 25% shorter than standard scissors

Danish telematics and tracking company Trackunit



Chinese manufacturer Lemax's glass handler



Klaas' 3.5t 25m, 250kg Theo 25V



Smartlift SLX2000 glazing robot



Omega's 505TS tracked scissor



(L-R) Paul Crane of Altec, David Dillon of Aldercote and Grant Gardener of Altec with their copies of Cranes & Access

The Sunward stand featured scissor lifts, booms and telehandlers



UK-based H-Power showed its LC30 hydrogen fuel cell generator and its HY5 ammonia cracker with an on site Hydrogen output of 500kg per day

The CFMG stand



The Fronteq stand



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The new 50th anniversary livery



Three and a half year old Ernie Johnson in front of the old Coles EMA truck crane

AINSCOUGH'S 50TH BIRTHDAY CELEBRATIONS

Ainscough Crane Hire in the UK is celebrating its 50th anniversary, quite an achievement in a market where many prominent players have disappeared as owners retired, sold out or closed their doors. Ainscough is an exception. Founder Gerald Ainscough started out in 1976 with an ex RAF truck crane, in Wigan, Northern England. Today, it is the UK's largest mobile crane rental company, with a fleet of more than 400 cranes operating across 30 locations. C&A features editor Nick Johnson volunteered to attend one of the family open days.

To celebrate its five decades in business, Ainscough organised both corporate and Family Days at its Feltham and Leyland depots. Living close to Feltham I decided to attend the Family Day at that location, arriving on a bright sunny morning with my son Michael and my three and a half year old grandson Ernie.

On arrival we were greeted by the sight of a superbly restored Coles EMA crane from the earliest days of the company. This provided a good picture opportunity once Ernie had been issued with a mini hi-vis tabard and a plastic 'hard' hat.

The crane - one of the first in the Ainscough fleet - was an ex-RAF, five ton capacity Coles EMA mounted on a 6x4 Thornycroft Amazon chassis, built in 1943 to lift the Supermarine Spitfire fighter aircraft off the runways. This example was superbly restored under the watchful eye of Martin Ainscough - one of Gerald's three sons - who built up the crane hire company before selling the business in 2007 in a private equity funded management buy-out.

This old Coles is as different as you can get to the company's latest Liebherr All Terrain cranes now joining the fleet. And to celebrate the 50th Anniversary, a number of its new All Terrains carry a special, and very distinctive, livery. These



include two LTM 1060-3.1s, one LTM 1090-4.1, two LTM 1110-5.1s, one LTM 1300-6.3 and one LTM 1230-5.1.

To mark the company's achievement through organic growth and acquisitions - including T W Glover Cranes, Diamond Crane Hire, Coventry

Visitors could 'ride the elevating cabs of both an LTM1050-3.1 and MK140-5.1E



Crane Hire and GWS, a merger of GW Sparrows & Sons, JD White and Graystons - Martin, James and Brendan Ainscough's names have been added to the front of three of the new Liebherr cranes. A 300 tonne LTM1300-6.3 is called Martin, a 110 tonne LTM1110-5.2 call Brendan and James, a 90 tonne LTM1090-4.2.

Another new crane on show with the special livery was a 60 tonne LTM1060-3.1. which was available for visitors to operate, to lift and place



Placing the big duck with the aid of the 60 tonne Liebherr All Terrain



A good selection of the latest Ainscough mobile cranes on display at the company's Feltham Family Day.



Ernie Johnson at the controls of the crane carrying the big duck

a large rubber duck onto a target mat. This task proved very popular with grandson Ernie who was allowed to operate the crane - under close supervision - and 'land' the duck. Considering his age, he achieved a very competent performance!

Much to his obvious delight, Ernie was also allowed to drive - again under close supervision - a 6x4 Scania 660S XT tractor unit, coupled to a six axle Nootboom ballast trailer. Other highlights included going up in the elevating cab of a 50 tonne LTM1050-3.1 Hybrid city type All Terrain and for the teenagers and adults, a ride in the

elevating operator's cab up the mast of a MK140-5.1E Hybrid mobile self-erecting tower crane.

The biggest crane on display at Feltham was a 450 tonne LTM1450-8.1 with its main boom only partially extended due to Feltham's proximity to Heathrow Airport.

Ernie and the other young visitors also enjoyed the bouncy castle, while sustenance was provided by a hog roast, ice creams, popcorn, candy floss, all washed down with range or drinks and slushies.

Another attraction at Feltham was the arrival of an Emergency Rescue Tender from the Heston fire station of the London Fire Brigade. I was told that, at the Leyland Family Day, where more space was available, a crew from the local fire station even carried out a line rescue from the Ainscough yard tower crane.

Before each Family Day Ainscough hosted two Corporate Days for existing and prospective customers. They were shown the features of the latest cranes and the company's technical support. On show was a Wolff Vita Inclinator Load Navigator attachment able to rotate or hold heavy loads without the need for a tag line.

A raffle with a large selection of interesting prizes also raised £1,885 for The Lighthouse Club construction industry charity.

Ainscough chairman Peter Gibbs said: "Reaching our 50th anniversary is a proud moment for everyone at Ainscough. These open days were the perfect way to mark it alongside the families



Ernie Johnson in front of a hook block from Ainscough's 700 tonne Liebherr LR1700 crawler crane

and communities who have supported us over the years."

Ainscough is clearly committed to developing the next generation of people to join the industry. Involving youngsters with cranes through family days like these is a very good way of stimulating interest in this industry and hopefully attracting some of the operators, support staff and managers needed in the future."

Ernie certainly had a great time and was clearly inspired by the big yellow machines. It was also good to allow the children of Ainscough crane operators to see at first hand what Daddy does for a living (and hopefully follow in their footsteps). Well done Ainscough. ■



Martin Ainscough's preserved Coles EMA crane greeted visitors to the Family Days



Visitors could drive a 6x4 Scania 660S XT tractor unit coupled to a six axle Nootboom ballast trailer.

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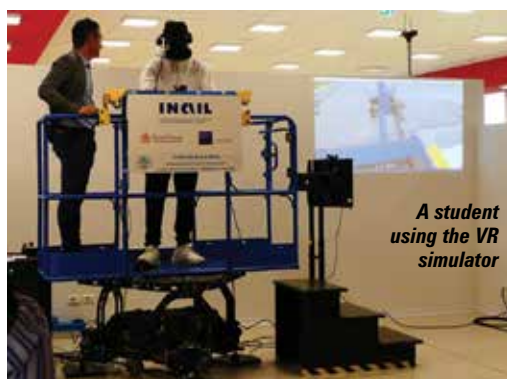


GSR SAFETY EVENT IN RIMINI

Italian truck mounted lift manufacturer GSR held a two day safety & training event in Rimini, Italy, in partnership with health & safety organisation AUSL Emilia-Romagna

Occupational Safety and Plant Engineering Unit and INAIL, the National Institute for Insurance against Accidents at Work.

The initiative involved five final year classes from the Belluzzi - da Vinci Technical Institute, focusing on workplace safety and the safe use of aerial work platforms. The event began with a joint session in which GSR, AUSL and INAIL outlined their roles and the responsible use of powered access platforms. Students then split into three smaller groups to rotate through the following: 1. An interactive quiz to test workplace safety knowledge and encourage discussion on risks. 2. The correct use of PPE which included a walkaround of a 27 metre GSR B270T platform. 3. Time on a virtual reality simulator, allowing students to operate a platform in a specific application.



A student using the VR simulator



A walkaround of the B270T

FATAL BOOM OVERTURN COSTS \$18.2 MILLION

The families of two brothers who died when an articulated boom lift overturned in Bethany Beach, Delaware, in November 2020 have been awarded \$18.2 million in a wrongful death lawsuit.

Jovan Maldonado-Andino, 23, and Bryan Maldonado-Andino, 22, were working on a mobile phone antenna on a water tower, at a height of around 36 metres from the platform of a 135ft Genie Z135/70 from the Sunbelt Rentals fleet. High winds - 35 to 44mph - caused the lift to overturn and become entangled in power lines. The men's employer, Velex, was cited by the U.S. Occupational Safety & Health Administration for three serious violations.

The suit cited general contractor Nexius Solutions, which hired Velex as a subcontractor, training academy Myndco, and Sunbelt Rentals. Velex paid worker's compensation for the deaths and was not part of the lawsuit, which alleged Nexius and Myndoc were negligent in not ensuring the safe use of the lift by allowing it to be operated in high winds and for failing to properly train the men before they operated it. Sunbelt reached a confidential agreement with the family before trial and was dismissed from the case.

The two men had been hired a few weeks earlier and had received new-hire training by Myndco, but began working on the tower without having completed aerial lift training.

£66K FOR TREE SHOCK

Upton Specialised Tree Services in the UK was fined £60,000 plus costs of £6,237 after a tree surgeon suffered an electric shock when the lighting tower he was moving contacted an overhead powerline.

Joshua Pocknell, 26, was part of a team of three clearing vegetation on a road in Wiltshire after dark. The company failed to adequately plan, or risk assess the dangers of overhead power lines or implement control measures such as barriers or training.

Pockell said: "My whole body locked and I felt hot and cramping. I could hear the electricity in my head and thought I was going to die. I hit the floor and passed out, still cramping. I later discovered a hole had burnt through my arm and hip all the way to the bone."



Moments before the incident

NCCCO PILOT PROGRAMME

The US' NCCCO Foundation has launched a pilot programme dubbed 'Crane Career Advisors', aimed at connecting those interested in a career in the crane industry

with professionals already working in the sector. The initiative is intended to help answer common questions from those exploring crane related roles, particularly those without industry connections.

Executive director T.J. Cantwell said: "The creation of the My Crane Career website was the first step in addressing the problem by providing individuals with no personal connections to the industry access to professionals who have built a successful and long term crane career."

Request a connection with an advisor here:

<https://www.mycranecareer.org/career-advisor-request/>.



WHO TRAINED THEM THEN?

Spotted recently at a Lidl store in Dartford, Kent, UK, two men working on a display sign at a height of around four to five metres. Their access equipment included a telehandler with a scissor lift on the forks. The scissor was lifted on its chassis fork pockets that are designed purely for loading or moving the lift over a distance and totally unsafe for such stunts. A more expensive or unsafe platform attachment would be hard to find.



IN THE NEXT ISSUE OF

C&A

Place your products in front of more than 31,300 crane, telehandler and aerial work platform buyers & users who will read the July/August issue of **Cranes & Access**...



THIS ISSUE WILL INCLUDE FEATURES ON:



TOWER CRANES

The tower crane sector continues to evolve with exciting developments across all types. Our roundup will look at the latest new products, including flat tops, low tops, luffers and self-erecting models, as well as highlighting interesting applications. If you have any tower crane news to share, we would love to hear from you.

SCISSOR LIFTS

The scissor lift market sector is alive and kicking with more choice than ever, from compact micro units up to heavy duty beasts, and an ever increasing number of manufacturers. We take a look at the latest innovations and new entrants in an ever changing market. Have you got news to tell?



TECHNOLOGY & SOFTWARE

We delve into the rapidly changing world of technology and software and its impact on the lifting equipment world, including an interview with the director of product strategy at one of the leading access manufacturers. Contact us if you have any new or interesting products.

VERTIKAL DAYS 2026 PREVIEW: EUROPE'S LARGEST SPECIALIST LIFTING EVENT!



Europe's premier lifting equipment event - Vertikal Days - returns to the Newark showground in the UK, on the 9th and 10th September. With many new, first time exhibitors there is a larger pavilion for indoor stands to cope with many displaying new technology along with innovative software solutions and specialist ancillary products.

Crane and aerial lift manufacturers are also promising to show new product developments. The preview will highlight some of the more interesting news on what to expect with full details on attending.

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

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THE CPA CONFERENCE GETS SERIOUS

The Construction Plant-hire Association held its CPA Conference at the Institution of Civil Engineers in Westminster, central London, earlier this month. The theme of the event was 'Unlocking the Nation's Growth Plans'. Around 150 delegates attended, including a wide range of people from rental companies and suppliers along with a few politicians. A key subject was why the UK construction industry has underperformed, along with ideas to get the country building again. The event was hosted by construction industry journalist Peter Haddock.

CPA chief executive Steve Mulholland opened the conference by outlining CPA's recent lobbying work with regulators and legislators on skills, training and rising fuel costs. The organisation has also commissioned Oxford Economics to produce specialist reports, including 'The Economic Impact of the UK Construction Plant-hire Sector', and 'Half-Built Britain: Unlocking the Nation's Infrastructure Growth Plans', with a third report on Net Zero to be published shortly.

Mulholland added that every £1 spent on construction generated £3.30 in the wider economy and made the point that the CPA is now speaking more frequently with members of the UK parliament.



Steve Mulholland

In the first session, Graham Robinson, global infrastructure and construction lead at Oxford Economics, said the consultancy forecast little or no UK growth this year, with inflation rising and interest rates unlikely to fall quickly, adding that its report found governments had underinvested in infrastructure for decades, and policymakers needed to understand the industry's challenges, noting that equipment rental companies reinvested 26 pence of every £1 earned in machinery. He argued that regulation should reflect this capital intensity, while PPP (public-private partnership) funding models could also be explored to improve efficiency.

CPA policy director Chris Cassley, called for greater consistency in government, including a cabinet level infrastructure secretary, noting that construction ministers had changed on average every 10 months over the past 15 years. He also urged fiscal policy that supports growth and

business investment, clearer national planning policy, and a stronger focus on skills training.

In the 'Building Skills for the Workforce' session, Flannery Plant Hire operator Molly Gill described moving from nursery work into construction after completing a government funded Flannery bootcamp. The 2025 CPA Stars of the Future Young Plant Operator of the Year said schools should do more to highlight careers in modern, technology-led construction.



Molly Gill

Aaron Davis, Flannery safety and skills director, said more than 2,500 people had completed the firm's bootcamps over the past three years, but 85 percent went on to find jobs elsewhere in the sector, which he said still boosted industry recruitment but highlighted the need for longterm government support.

In session three, former Downing Street director of communications Lee Cain, the founder of public relations consultancy Charlesbye, said audiences now filter out most messaging noise, so communications should focus on one clear priority, keep it simple, and repeat it consistently, citing the Covid-era slogan 'Stay Home, Protect the NHS, Save Lives' as an example.

The final session focused on 'Decarbonisation and Preparing for the Future', led by Luis Bassett, CPA's decarbonisation and sustainability manager. He warned that climate change is accelerating and damaging infrastructure, but argued for a staged, pragmatic route to net zero.

Chris Sleight, managing director of Off-Highway Research stated that battery electric machines accounted for only 0.4 percent of UK construction



equipment sales last year, but in China the figure has passed 15 percent, in Norway nine percent and in the Netherlands eight percent. These other countries, he said, had subsidies in place to help equipment owners make the transition.



Jerome Mayhew

The Conference was closed by Jerome Mayhew, the Conservative member of parliament for Broadland and Fakenham, and shadow minister for transport. He posed a number of rhetorical questions to sum up the challenges, including:

- How can we respond meaningfully to where the country's infrastructure needs to be?
- Why do projects take so long and cost so much (HS2 being a case in point)?
- What exactly do we need to fix?

He said that he has been tasked with seeking answers this summer, suggesting that instead of 'steady as she goes' we needed 'scruff of the neck' politics.



Peter Gibbs



(L-R) Chris Cassley of CPA, Chris Matthew of Plantforce, Cameron Brown of Charlesbye, Peter Gibbs of Ainscough Crane Hire and Mark Hoad of Sunbelt Rentals



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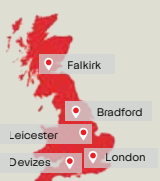
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NEW GUIDANCE – TIMBER HANDLING CRANES

ALLMI has published a new industry guidance note - 'GN036 Timber Handling Cranes'.

The guidance is primarily aimed at those who import, install, thoroughly examine, or own and operate timber handling cranes, although it will also be of interest to anyone deemed a duty holder under LOLER or PUWER.

The guidance stems from the fact that under the Supply of Machinery (Safety) Regulations 2008 (in Great Britain) and the Machinery Directive 2006/42/EC (in the European Union), several exceptions are permitted regarding the design and construction of machinery. European Standard, EN 12999, provides a means of compliance with these regulations and details specific exemptions for timber handling cranes, covering issues such as stability monitoring, rated capacity limiters, permissible sink rates, signage, etc.

ALLMI technical manager and chairman of the ALLMI technical standards committee, Keith Silvester, said: "We are encouraging all relevant personnel to study the contents of the Guidance Note and adopt its recommendations where applicable. We are keen to highlight the various exceptions for this type of equipment, and that because of these, timber cranes should only ever be used for handling untreated timber in the forestry industry, not for general lifting operations."

For a free copy of the Guidance Note, contact ALLMI.



GUIDANCE NOTE SERIES

ALLMI Guidance Note 036 is the latest addition to its series, which covers various aspects of lorry loader use. A full list is published below:

- | | |
|---|---|
| GN001 Life Expectancy of a Lorry Loader | GN023 Protocol for Provisional Overriding of Safety Systems |
| GN002 Second-hand Lorry Loaders | GN024 Handbrake Interlocks |
| GN003 Second Hand Lifting Attachments | GN025 Lorry Loader Technical Files |
| GN004 Regulations and Standards | GN026 Work at Height: Points to Consider |
| GN005 Installation and Operation | GN027 Lone Working: Points to Consider |
| GN006 Hiring Lorry Loaders | GN028 On-Site Hazard Assessment for Mobile Engineers |
| GN008 Bridge Bashing Regulations | GN029 Lifting Team Monitoring - Points to Consider |
| GN009 Trailer Mounted Loader Cranes | GN030 Kerbside Deliveries with Lorry Loaders |
| GN010 Thorough Examination & Testing of Loader Cranes | GN031 Thorough Examination of Loader Cranes on Waterborne Vessels |
| GN011 In-service Structural Inspections | GN033 Swing-Up Stabiliser Safety |
| GN012 Non-Destructive Testing | GN034 Tipper Grab Supplementary Instructions |
| GN013 Stabiliser Forces | GN035 Loader Cranes Under 4tm |
| GN014 Guide for the Purchase of Chassis Suitable for a Loader Crane | GN036 Timber Handling Cranes |
| GN015 Calibrating Reduced Capacity Areas | |
| GN016 The Supply & Use of Remote Controls | |
| GN017 Employee Induction | |
| GN018 Implications of BS 7121 Part 4: 2010 | |
| GN019 Interim Maintenance & Inspection of Lorry Loaders | |
| GN020 Reporting of defects arising from a Thorough Examination of a Loader Crane | |
| GN021 Determining the Sail Effect for Wind | |
| GN022 Correct Identification of Appropriate Types of Stabiliser Beam Locking Device | |

Guidance Notes can be downloaded from www.allmi.com/guidance



ALLMI TO SUPPORT GLAD 2026

ALLMI will support the Global Lifting Awareness Day (GLAD), taking place on 2nd July.

In its seventh year, GLAD is a collaboration between a range of organisations involved with lifting or working at height. Its aim is to promote the lifting industry, generally looking at good practice, compliance, innovation, and recruitment, but with particular emphasis this year on lifting equipment procurement.

See: www.globalliftingawarenessday.com



MEMBERSHIP BOOM

ALLMI's 2025/26 financial year was one of its best ever on the new member front, with a raft of new companies joining the association.

Barnsley based C Soar & Sons UK has joined ALLMI's fleet owner division, the company's senior project manager, Ian Soar said: "Given C Soar & Sons' long standing presence within the lorry loader industry, becoming a member of ALLMI was a logical step. We welcome the opportunity to draw upon ALLMI's expertise and support as we continue to strengthen our capabilities and stay informed of evolving standards and legislation."

A new service company member is L7 Lorry Loaders, a Fassi service partner, which operates several mobile workshops from a base in Leamington Spa.

L7 managing director, Dave Fripp said: "In terms of training our team members, our history with ALLMI goes back many years, so joining the association was a natural progression. Whilst it was a rigorous process to confirm that we met the required standards, it was also extremely constructive, and that positive experience has continued throughout our membership."

ALLMI annual subscriptions start at just £450, for further details visit www.allmi.com/membership.



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



PLATFORM GÜNLERİ 2026

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NEW PRESIDENT FOR IPAF

Kai Schliephake has been confirmed as the new president of IPAF, being formally appointed at the AGM in Maastricht at the start of June. He takes over from Karel Huijser who steps down after completing his full two year term.

Schliephake is currently chief executive of German rental association/Franchise organisation Partnerlift, having joined the organisation in 2012 from JLG where he was managing director of its German, Swiss and Austrian business.

At the same time, industry veteran Pedro Torres, a director of Spanish Cat Rental store Alayan, was appointed as deputy president, while Julie Houston Smyth of Irish distributor Lolex became vice president.



(L-R) Peter Douglas, Julie Houston Smyth, Kai Schliephake and Pedro Torres

13TH ELEVACÃO

IPAF's Brazilian event ElevACÃO was held at the end of May in ItapetERICA da Serra, in São Paulo. The conference included presentations and sessions on safety and legislation, market updates and panel debates.

Speakers included Karen Volpato, director of Agente Educa, and Gianfranco Pampalon, an environment, health and safety consultant and retired labour inspector from the Ministry of Labour. Paulo Esteves, a director of Nest Rental, presented an overview of the Brazilian rental market, while Renato Pereira of IPAF, shared updates on IPAF's growth and key figures in Brazil.

The event also included a discussion panel on technology moderated by IPAF's Romina Vanzi, with Yuri Caldeira of Solutions Rental, Fabiano Fagá of Genie and Marcelo Yamane of Sinoboom, looking at how AI can be used to improve safety and efficiency.

PALAZZANI JOINS IPAF BOARD

Paola Palazzani, chief executive of spider lift manufacturer Palazzani, has been appointed as a director of IPAF. The appointment was confirmed at the Federation's AGM during Apex.

Palazzani said: "Serving on the board will give me the opportunity to help shape strategic decisions, support the ongoing development of safety standards and training, and represent the interests of members."



Paola Palazzani

IPAF'S 'CHECK IT!' CAMPAIGN

IPAF has announced this year's Global Safety Campaign - 'Check it!' The initiative aims to promote the importance of pre-use inspections, adequate maintenance and regular servicing.

The campaign focuses on:

- The hazards associated with technical and mechanical equipment failure
- The risks of inadequate maintenance, inspection and equipment checks
- Practical steps to reduce risks
- Who is responsible for different types of checks
- The importance of reporting incidents and near misses to improve global safety data

As part of the campaign, IPAF has released the following information:

- Guidance on buying a pre-owned platform
- The principles of service, maintenance and inspections of powered access equipment
- Toolbox talk: pre-delivery inspections of aerial work platforms for rental
- Andy Access poster: 'Pre-hire Inspections' and 'Check Your MEWP'

Brian Parker, head of safety and technical, said: "In 2024, IPAF received eight reports of fatal and major injuries relating to mechanical or technical failures, with six fatalities reported. Although this represents a 45 percent reduction in fatalities, every incident and life lost is one too many."



Brian Parker

IMPROVING SAFETY IN THAILAND

IPAF will collaborate with T-OSH, the Thailand Institute of Occupational Safety and Health, to improve safety standards for aerial work platforms across Thailand. To kick off the collaboration, 10 of IPAF's Andy Access safety posters have been translated into Thai.

IPAF Southeast Asia regional manager Raymond Wat said: "Safety is a universal priority, but its implementation must be local. By partnering with T-OSH to provide these resources in Thai, we are ensuring that vital safety information reaches the operators who need it most."

IPAF will highlight the collaboration at Thailand Safe at Work #38, organised by T-OSH, which takes place from the 24th to the 26th of June at the Impact Exhibition and Convention Centre in Bangkok.



SOUTH AMERICAN STANDARDS

The IPAF Latin American Regional Council has adopted the UNE-58921:2017 standard as a regional technical reference for the inspection, periodic review and certification of aerial work platforms in the region.

The agreement - signed by local IPAF members - sets a framework covering installation, operation, maintenance and inspection. It also links to IPAF's Competent Assessed Person programme, supporting a more consistent approach aligned with international best practice, while not replacing national legislation.

GOING UP IN THE WORLD

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

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

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

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

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

- Continental Europe €23 plus €6.50 postage & packing
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Being unloaded



Narrowed forks with a load



Sharp graphics on the boom



Detailed cab

GENIE GTH-1256

The Genie GTH-1256 North American style telehandler has a maximum lift height of 17 metres and a maximum lift capacity of 5,400kg. This model is made by NZG Models and is to the larger 1:32 scale.

It comes in a Genie branded box, and is contained in a pair of trays, and further protected by soft paper. There is no information about the model, however a QR code on the box links to information about the real machine.

The chassis is detailed with plastic driveshafts linking the axles. Both axles steer with a reasonable range of movement. Wheel nuts are highlighted, and nice Rough Terrain tyres are mounted on the wheels. The suspension cylinders are nicely modelled, but non-functional and the front outriggers can be lowered.

The cab is very good. On the outside, there are thin wipers and a good beacon light and a mirror. Inside the control panel and steering wheel are detailed and look realistic.

At the back, the lights are painted, and there is a Genie badge. The engine cover is a nice metal casting with the Genie name indented and painted. Grilles are represented by black paint and

at the front, the lights and mirrors are plastic.

The boom is four section metal with a large telescope cylinder on the top of the base section, which also has large, sharp graphics. The sheaves for the cable telescoping are modelled, but there are no ropes. The boom elevates to a realistic angle, and the sections telescope smoothly with a locking clip at each section's full extension.

The forks and frame are metal. The frame can be angled and is controlled by a smooth cylinder, and the forks can be narrowed.

This is a heavy model with a high metal content, and the graphics and paintwork are very good. It is another robust 1:32 scale model by NZG and functions well, and interesting poses are possible.

It costs €130 at dealers but may be better value when in stock at Genie Merchandise: <https://eushop.genielift.com/>.

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



Fully extended boom

CRANES ETC MODEL RATING

Packaging (max 10)	7
Detail (max 30)	22
Features (max 20)	15
Quality (max 25)	20
Price (max 15)	11
Overall (max 100)	75%

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

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READERS LETTERS

SILVANO BENCINI 1937-2026

We have received the sad news that Silvano Bencini, the president and co-founder of aerial lift and equipment manufacturers Imer, has died.

He passed away on Thursday, April 9th, at the age of 88.

In 1962, at the age of 25, Bencini and his co-founder set up Bencini & Salvadori in the town of Poggibonsi, north of Siena, to manufacture concrete mixers and small equipment. At the same time, another company was established in Certaldo, further north towards Florence, for the same purpose.

In 1973, the founders of the two companies agreed to merge the two businesses and coined the Imer name, standing for Industrie Macchine Edili Riunite. In the 1980s, they began expanding internationally, with Bencini the driving force behind the strategy. They began in France in



Silvano Bencini

1981, adding Spain the following year, and making the brave move into the USA in 1990. In 1999, they acquired batching plant manufacturer Le Officine Riunite - Udine, and in 2006 began producing truck mounted concrete mixers in Turkey.

The big move, as far as we are concerned, came in 2009 when Imer entered the aerial lift market with the launch of a spider lift, followed by the acquisition of Iteco, which was based in Pegognaga, south of Mantua. At the end of 2010, Iteco was rebranded as Imer, and a new Imer Access division was formed. It has been growing at a steady pace ever since.

Bencini had a real passion for the business and its growth on a global basis, he remained dedicated to that dream until the end of his life. In 2017 he received a GIS Lifetime Achievement Award and also collected a number of regional business awards along the way. On top of all this served as a city councillor from 1999 to 2004.

Mayor Susanna Cenni said: "He was an enlightened entrepreneur who gave so much to our region and the entire community, to which he was always deeply connected."



Silvano Bencini

The company added: "Today, a light that illuminated the lives of so many has gone out. He was the man who always dreamed and pursued, especially professionally, ambitious goals, goals we wanted to achieve together. Throughout his long life, he never stopped dedicating himself to his company and the people who were part of it, with a passion and foresight that are hard to match."

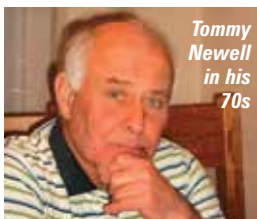
"He has always been and will remain the soul of the company, and at the same time, one of us. The man who, beyond his role, always had a helping hand to everyone, who made personal relationships his life's mission, who knew how to establish genuine relationships with people, without linguistic or cultural barriers."

THOMAS HENRY NEWELL 1938 - 2026

We have received the sad news that UK tower crane and hoist veteran Tommy Newell of Vertical Transportation has died. He passed away on May 30th at the age of 87. He leaves behind his son Alan and daughters Yvette and Lisa, sadly his wife Yvonne died some years ago, following a short illness.

Raised in Muswell Hill, London, Tommy Newell became one of the well known characters in tower crane and hoist rental from the 1960s until 2017 when he sold the business to Trevor Jepson at City Lifting, and retired.

A talented motorcycle racer, he competed in many events including the Isle of Man TT and was still riding a 1,200cc Buell motorbike around London for site meetings well into his 70s. He also



Tommy Newell in his 70s

remained a hands-on tower crane erector.

His crane career began with Climbing Cranes Ltd, the UK dealer for Linden Alimak in the early 1960s. The tallest building in the UK at that time was the GPO Tower, now the Telecom Tower. It is rumoured he performed a handstand on top of the crane jib more than 180 metres in the air, purely for a bet.



He never quite gave up his biker days

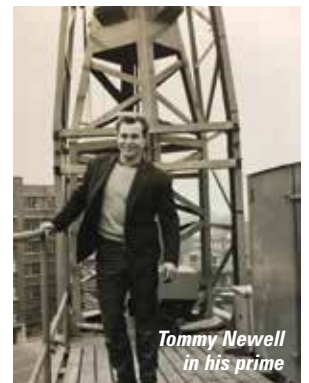


As a young tower crane erector

He then began working for Ferry Works Plant Hire, then a good few years later at Rapid Plant Hire until 1980 when he set up Vertical Transportation with his wife Yvonne, Ray Balach and three Swedish colleagues, Ingmar Pada, Nils Soderlov and Christer Klemets.

Tommy and Ray then took over the company and ran it together for many years. All the cranes

and hoists were of Nordic origin: Linden Alimak hoists, Linden Cranes, Tornborg Cranes from Sweden and Kroll Cranes from Denmark. The most well known cranes in the fleet were the Magni S40 and S46 Folding jib or swan neck tower cranes and the distinctive Kroll 103V 'pipe cranes'.



Tommy Newell in his prime



A Kroll 103V 'pipe crane' on a Skanska job in New Bond Street London



On the racetrack

Tommy Newell's funeral will be held on Tuesday 14th July

Leaving From: The Woodman Inn, 21 Warrengate Road, Hatfield, AL9 7TT, with the Funeral Service starting at 13:00 at Oak Hill Lawn Cemetery and Crematorium, South Way, Hatfield, AL10 8HS. It will be followed by a reception at the Woodman Inn. The family has said that in order to assist with catering could anyone wishing to attend the reception please let them know via mail: michele@citylifting.co.uk or +44 7779 191331



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EUGENE C. 'GENE' GARDENHOUR 1932 - 2026

We have received the sad news that veteran Grove engineering vice president Gene Gardenhour has died.

He passed away at Waynesboro Hospital, Pennsylvania, on May 29th at the age of 94. He is survived by his partner Teresa Papoutsis and his three children: Ray, Jan and Lee Gardenhour, along with four grandchildren and one great granddaughter.

After graduating from Waynesboro Senior High School, Gene Gardenhour began his career with local companies Landis Tool of Waynesboro, and Fairchild Aircraft in Hagerstown, Maryland. In the mid-1960s, when he was in his 20s, he joined Grove Manufacturing, which was beginning to shake up the staid mobile crane industry with its innovative telescopic truck and Rough Terrain cranes.

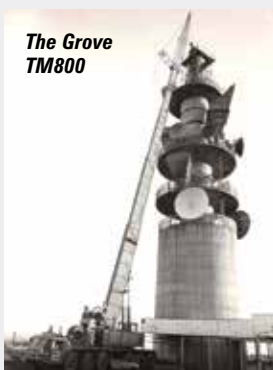
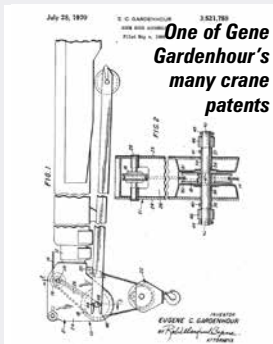
As his career developed, Gene faced the challenge of working alongside John Grove, a brilliant businessman who was not always the easiest person to work with, especially when it came to engineering and development. It has been said, on more than one occasion, that several Grove crane engineering developments credited to John actually came from Gene.

As the company moved into the 1970s, the pace of development gathered speed, and Gene Gardenhour became vice president of engineering at a time when the company made some of its greatest breakthroughs, including the futuristic TM800 with the innovative trapezoidal boom launched in 1971, the 45 tonne RT75s, and in 1978 the 73 tonne RT980, which took the Rough Terrain crane over 45 tonnes for the first time and became a best seller.

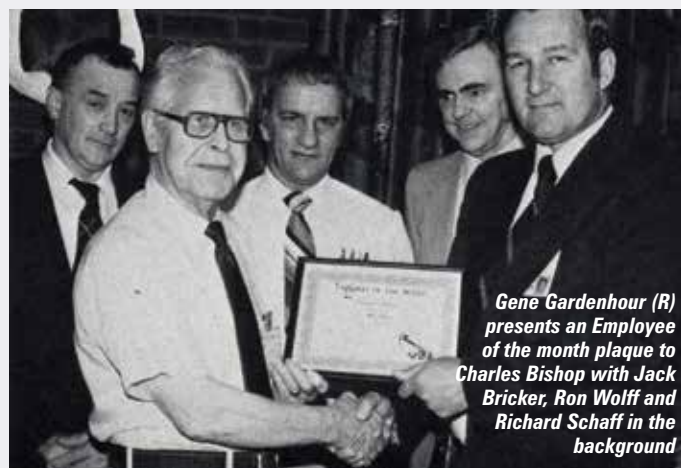
Gene also oversaw some less than successful products, such as the AT180 All Terrain, and in 1981, the world's largest truck crane at the time, the 225 tonne TM2500, which introduced the concept of boom pinning or 'Trap-Lock' as it was called. At



Gene Gardenhour



The Grove TM800



Gene Gardenhour (R) presents an Employee of the month plaque to Charles Bishop with Jack Bricker, Ron Wolff and Richard Schaff in the background

the same time, the team failed to overcome the challenges of developing a successful All Terrain. However, the blame for most of this was down to a corporate fear of selling products that were not totally reliable.

Many of the companies that dipped their toe into the All Terrain market at that time experienced serious reliability issues, mainly due to the lack of suitable componentry. Liebherr only managed to make a go of it due to a dogged determination to plough on in the face of regular customer breakdowns until componentry became 'state of the art'. That led to it taking over the leadership of the mobile crane market, along with a massive deal to supply hundreds of four axle All Terrain cranes to Russia for the new Trans-Siberian gas pipeline.

Gene Gardenhour was a first class crane engineer as well as a quite-mannered, tolerant and patient individual. He proved to be a good all-around manager, never losing his temper and rarely uttering a bad word about anyone, at least in public. He had a wonderful but quiet sense of humour and enjoyed a good joke.

On technical issues or requests, Gene would listen and think about and digest what had been said, discuss it with his team and then either come back with an ingenious solution or quote a huge number of engineering hours in order to dismiss the idea, rather than say no at the outset. He never appeared flustered, but was careful and calculated, although he could react rapidly when needed.

For example, when Grove appeared to be losing its Rough Terrain market leadership to the innovative new P&H Omega models - which made the RT60S look antiquated - Gene and his team worked around the clock to develop the RT500 Series, which went head to head with the Omega while keeping the classic Rough Terrain design. The P&H Omegas began to develop reliability issues, thanks to their unusual and quirky design, while Grove's market share went on to reach new heights.

Altogether, Gene Gardenhour spent around 40 years working for Grove before retiring towards the end of the 1990s.



Gene Gardenhour

The Grove TM 2500 with Traplock boom pinning

**KENNETH LESLIE HUGHES 1952 - 2026**

Construction and rental industry publisher, ARA director and publisher of Rental Management magazine, Ken Hughes has died. He passed away on May 8th at the age of 73 in Corpus Christi, Texas, after losing a battle with Lewy Body Dementia. He is survived by wife Sonia, son Robert and three grandchildren.

Born in London, he began his career as a salesman with building magazine publisher Thompson, and later McLean Hunter, where he was associate publisher for International Construction magazine. Then, in 1996, it was off



Ken Hughes

to Chicago to join Primedia, which published mining-related magazines. Next stop was Scranton Gillette, where he was publisher for a number of construction related magazines, including Roads & Bridges. And finally, he joined the American Rental Association as publisher of its rental magazine - Rental Management. He was also very active at the ARA Show, during build up and the event itself, along with the side events and receptions - particularly the International Reception.

He was always consistent, interested in everyone and how they were doing, always charming and helpful and spotting him walking down the aisle towards you at the show was always a positive sight.

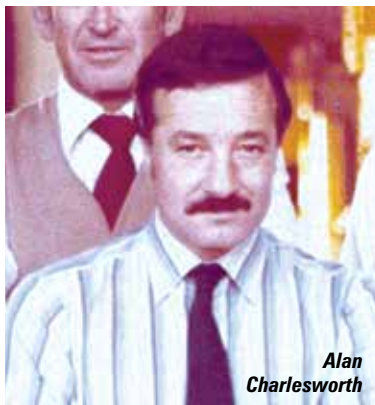
He was already missed by a good few people in the industry at the last couple of ARA Shows.

ALAN CHARLESWORTH 1940 - 2026

Crane veteran Alan Charlesworth, formerly of Grove International, Krupp, Eurocrane Sales and Terex Cranes UK, passed away in mid-April at the age of 85. He leaves behind his wife Beryl and sons Simon and Matthew.

Alan Charlesworth began his crane career, as far as we know, at the end of the 1970s, initially as a member of the Grove sales team in the UK and was later appointed as district manager for southern Africa. During his time in the job, Grove's market share was significant, while he also helped grow sales in Kenya and Malawi by working closely with the local distributors.

Charlesworth remained with the company until the mid-1980s, when he left for Krupp Cranes, which was expanding its All Terrain crane production in Wilhelmshaven at the time. He initially worked with the company at its UK office in Southall, London, before setting up a Krupp mobile crane division in Abingdon.



Alan Charlesworth



With the sales force from Premier Metal South Africa



In the Krupp Days - handing over a new crane to Hannah Crane Hire - under the Tyne bridge

Grove acquired the Krupp mobile crane business in 1995, and around that time, Charlesworth left to set up on his own. In mid 1995 he set up EuroCrane Sales to sell new and used cranes, later changing to European Cranes, selling new PPM cranes as its dealer, and then Terex cranes, when it acquired PPM. Finally, in 2001, the company became Terex Cranes (UK) after Terex decided to take over the UK crane distribution and acquired the business, later rebranding it as Demag Mobile Cranes.

Alan Charlesworth left the business shortly afterwards, but remained involved with the crane industry for several years after that, by helping set up Sunderland based Crane Parts in 2000 with Sam Walker and others, to distribute replacement parts for Krupp, Grove and Coles cranes, and then, as far as we know, he retired and was no longer involved with cranes.

Speaking of Alan, one person who worked alongside him said: "He was hard working, but also lots of fun with amazing events. Fortunately, I did not personally experience the sad closure of the Krupp Crane division in the UK in the mid 1990s. But most of the team joined Alan's new PPM set-up."

"Alan was certainly an unforgettable crane legend and was, what you so nicely call in the UK, a 'character'. I would not want to have missed a minute of the time I spent working with him, something I am sure is true for most of my colleagues at the time and his customers. In terms of my career and business life, I owe him a lot."

Kelvin Prince added:

"Very sad news to read, I met Alan when I worked for Baldwins Industrial

A European Cranes advert from the late 1990s

Services, my stepfather, Clive Ritchie also worked for the same company. Unfortunately, Clive had been diagnosed with cancer, which had become terminal. Alan & Marlis had always stayed close with Clive and my mum during his illness, and towards the end Alan suggested arranging a benevolent dinner to raise some money, which in turn sent Clive, my mum and my two year old sister on, I guess their last holiday."

"With the help of Marlis and, I believe, The Lighthouse Charity, the night was arranged in London with all the crane hire companies and I'm told it was a great success with plenty of wind-ups & dodgy presentations. I understand the money raised also went on to help other people within the industry. Not only was he a great businessman but showed great compassion and will be hugely missed."

"My sincere condolences to the family."

Ex-colleague Paul Richards said: "Alan was some character - we had many good times together at Grove in the UK and travelling in Europe in the 80's - working hard and playing hard ... long time ago, but it seems like only yesterday. Sad news, fond wishes to Beryl and the family from Paul and the 'Taffia'"

LAURIE. E. WILSON 1929 - 2026

We have also received the belated news that Australian crane rental veteran and entrepreneur Laurie Wilson of Wilson Mobile Cranes and Skymaster Plant Hire, passed away on February 6th, having been ill for some time. We plan to do a full tribute to this incredible individual in the next issue of Cranes & Acces magazine.

DIRK VOLKER KELP 1939 - 2026

We have received the sad news that Dirk Kelp, a former chief engineer at Mannesmann Demag, and chief executive of Gottwald Port Technology - now part of Konecranes - and a non-executive director of Demag cranes in the UK in 2001/2002, has died. He passed away on May 6th at the age of 86 and leaves behind his son Tim and daughter Ulla, along with five grandchildren.



Dirk Kelp

Dr Kelp worked with Demag throughout the late 1970s and through the 1980s. In 1988, he was given the challenging job of integrating the Gottwald acquisition into the Demag fold.

In 1994, he moved to Gottwald Port Technology, where he was appointed chief executive. The business was sold to private equity firm KKR in 2002, with Kelp remaining at the helm until his retirement at the end of 2004, some five months after reaching the age of 65. Afterwards, he cared for his wife, who was seriously unwell until she passed away earlier this year.

A past colleague at Mannesmann Demag said: "Dr Dirk Kelp was a polite and approachable chief, always accepting new ideas and interested in future things and developments."

"He had a keen ear for new concepts from Demag customers and headed up the development of iconic lattice boom cranes such as the CC 2800, TC 4000, TC 2800, PC 9600,

1,250 tonne CC 8800 and then there was the 1,600 tonne CC 12600, which was truly a product of the future, initially built in 1996 as a special one off crane for Van Seumeren - now Mammoet, (it followed the CC 12000 built for DevriTras - part of Italian heavy lift group De Vizia).

"He and his team were at the forefront of heavy lift cranes and led the market for many years."

Konecranes, which acquired Gottwald Port Technology issued the following statement:

Dr. Dirk Kelp

Our long-time managing director of Konecranes GmbH, formerly Gottwald Port Technology GmbH, passed away at the age of 86. Until his retirement in 2004, he played a key role in shaping and influencing the development and career of our company.

Dr. Kelp was distinguished by his high level of expertise, his integrity, and his energy, and embodied the image of a leader in the best possible way. He was a role model within the company.

The further development of the Gottwald brand was always close to his heart, which he continued to pursue even after his retirement.

We will cherish his memory and his heart.

The Management and Employees of Konecranes Bright days, don't cry when they are over, Smile that they happened.

More tributes

Former colleague, Barry Barnes, said: "My personal memory was meeting him for the first

time in 1979. I was standing on the outrigger of the TC 4000 that we sold to J D White, while it was on test at the plant in Benrath, Düsseldorf."

"I had just joined the company, and from that day on, we became good friends. He was always there for a chat and willing to share his knowledge. He had a great respect for crane rental companies worldwide and was always interested to hear what the market wanted and often visited customers with me to show our latest developments."

David Morton, who ran Grayston White and Sparrow in the early 1980s, remembers Dirk very well and how they cooperated with Demag to design and deliver the PC 9600, which led to similar cranes since. He remembers him with admiration as "a listener and someone who delivered."

An ex-colleague added: "Unusual for an engineer, he would rarely, if ever, say No. If you asked for a change or new development, he would typically say: 'I think that this is possible.' He was honest as the day and totally reliable, while having a wonderful sense of humour which he never lost."



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www.ipaf.org/elevation

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https://cpa.uk.net/product/stars-of-the-future

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Association's annual convention and expo
Concordia, Kansas, USA
Tel: +1 419-352-5616
https://hcea.net/

**IPAF Congreso Conosur 2026**

September 04, 2026
The fourth IPAF Conosur Congress
Viña del Mar, Chile
www.ipaf.org/ipaf.org/conosur
E-Mail: events@ipaf.org

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showground, Nottingham, UK UK/Ireland
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September 15-20, 2026
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and transport show
Hanover, Germany
Tel: +49 30 897842-202
www.iaa-transportation.com/en

**JDL Expo**

September 16-18, 2026 France's
crane and access event Beaune
Tel: +33 (0)1 45 63 68 22
www.jdlexpo.com/

**Platform Gunleri 26**

September 17-19, 2026
Annual exhibition of Platformer - the
Turkish aerial work platform association
Istanbul, Turkey
Tel: +90 216 466 87 22
www.platformgunleri.org/

**Internationale Schwerlasttage**

September 18-19, 2026
German conference on heavy lifting,
transport, rigging, and installation
Hohenrhoda, Germany
Tel: +49 (0) 6181 9060 705
www.schwerlasttage.de

**SC&RA Crane & Rigging Workshop**

September 22-24, 2026
Hilton Omaha and CHI Health Center,
Omaha, Nebraska
Tel: +1 (703) 698-0291
www.scranet.org/SCRA/Events

**Bauma Conexpo India**

September 28 - October 1, 2026
Exhibition in India Noida,
Delhi, India
Tel: +49 89 949-20255
www.bcindia.com/en/

**Platformer Days 2026**

October 8-9, 2026
German Access and lifting exhibition
Karlsruhe, Germany
Tel: +49 721 3720 5096
www.platformers-days.de/

**IPAF Summit 2026**

October 14-15, 2026
Networking opportunity for the access
industry, Istanbul, Turkey
Tel: +44 (0)15395 66703
https://iapa-summit.info/

**Glasstec 2026**

October 20-23, 2026
The largest event for glass lifting and
installation Düsseldorf, Germany
Tel: +49 211 456001
www.glasstec-online.com/

**CICA Conference 2026**

October 28-30, 2026
The annual conference of
the Crane Industry Council of
Australia Hunter Valley, Lovedale,
NSW, Australia
Tel: +61 03 9501 0078
https://cica.com.au/cica-conference-2026-eoi/

**CPA Gala Dinner**

November 5th 2026
St George's Hall in Liverpool
Tel: +44 (0)2077963366
www.cpa.uk.net
lisa@lisacollinscommunications.co.uk

**Crane Safety 2026**

November 11, 2026
Crane safety conference
organised by the Institution of Mechanical
Engineers. Manchester, UK
Tel: +44 (0)207 973 1251
www.eventsportal.imeche.org/event/
sessions?id=Crane_Safety_2026_New

**Nuclear Lifting 2026 ***

November 11, 2026
This biannual event covers
engineering solutions to the
challenges facing those conducting high-risk
lifting at Nuclear power sites, Manchester, UK
Tel: +44 (0)20 7304 690
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**IPAF Elevando Mexico 2026**

November 20, 2026
Hosted by IPAF conferences and
discussions covering the safe
use and good practice of aerial
work platforms
Hotel Hacienda Jurica, Querétaro, Mexico
Tel: +52 446 120 6111
www.ipaf.org/elevando

**Liftex 2026**

November 24-25, 2026
Annual conference and exhibition of LEEA
the Lifting Equipment Engineers
Association Liverpool, UK
Tel: +44 (0) 203 488 2865
www.events.leeaint.com/liftex-2026

**Bauma China 2026**

November 24-27 2026
Tel: +49(0)89 9 4920251
www.bcindia.com



2027

Baumag

January 21-24, 2027 Swiss construction
equipment show Lucerne,
Switzerland
Tel: +41 56 204 20 20
www.baumaschinen-messe.ch

**Executive Hire Show**

February 10-11, 2027
UK tool and small rental equipment show
Coventry, UK
Tel: 44 (0)207 973 4630
www.executivehireshow.co.uk/

**The ARA Show 2027**

February 15-17, 2027
The American Rental Association's annual
trade show and convention
New Orleans, USA
Tel: +1 800 334 2177
www.arashow.org

**SC&RA Annual Conference**

April 19-23, 2027 Annual
Conference of the US cranes and
heavy transport association / Jobs
of the Year awards
Omni La Costa, Carlsbad, California
Tel: +1 (703) 698-0291
https://www.scranet.org/SCRA/Events/

**Hanover Messe 2027**

May 5-8, 2027
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Tel: +49 511 89-1
www.hannovermesse.de

**CCRA Conference 2027**

June 8-10 2027
The annual Canadian crane rental
association conference
Dakota Dunes Saskatoon
www.ccra-aclg.ca/en

**Hire27**

9-10 June 2027.
The annual convention and exhibition of the
Hire and Rental Association of Australia and
Elevating Work Platform Association
Gold Coast, Queensland
+61 (0) 299982255
www.hriaconvention.com.au

**Maxpo**

September 2-4, 2027
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maintenance machinery
Hyvinkää, Finland
Tel: 040 450 3250
www.maxpo.messukeskus.com/en/

**Matexpo 2027**

September 8-12, 2027
Belgian construction equipment exhibition
Kortrijk, Belgium Tel: +32 56 98 07 60
www.matexpo.com/en/

**GIS 2027**

October 7-9, 2027
Italian crane, access and heavy transport
exhibition Parma, Italy
Tel: +39 010/5704948
www.gisexpo.it

**The Utility Expo**

October 5-7, 2027
The US utility industry's largest
equipment show Louisville, Kentucky, USA
Tel: +1 414-274-0644
www.theutilityexpo.com

**M&T Expo**

November 16-19, 2027
Brazil's construction and mining
equipment exhibition
São Paulo Expo, Brazil
Tel: +49 89 949 20252
www.mtexpo.com.br/en



2028

The ARA Show 2028

February 14-16, 2028
ARA convention and rental show
Anaheim, California, USA
Tel: +1-800 334 2177
www.arashow.org

**Bauma 2028**

April 3-9, 2028
World's largest construction
equipment show Munich,
Germany
Tel: +49 (0)89 51070
www.bauma.de

**Scotplant**

April 2028 dates to be confirmed
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equipment exhibition
www.scotplant.com

**Nordbygg**

April 25-28, 2028
Swedish construction exhibition
Stockholm, Sweden
Tel: +46 8 749 41 00
www://nordbygg.se/en/

**Dansk Liftmesse 2028**

May 2028 - dates to be confirmed
Danish aerial lift and spider crane
exhibition, Odense, Denmark
Tel: +45 4024 1090
www.liftmesse.dk



2029

The ARA Show 2029

February 11 - March 14, 2029
The American Rental
Association's annual trade show
and convention Orlando, USA
Tel: +1 800 334 2177
www.arashow.org

**Conexpo-Con/Agg 2029**

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construction show Las Vegas, Nevada, USA
Tel: +1 414-298-4133
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Potain	www.manitowoccranes.com
Raimondi	www.raimondi.com
Spierings	www.spieringskranen.nl
Tadano	www.tadano.com
Unic Cranes Japan	https://uniccrane-global.com
Unic Cranes Europe	www.unic-cranes.co.uk
Valla	https://www.valla.com/en
Wolffkran	www.wolffkran.com
XCMG Global	www.xcmgglobal.com

XCMG Europe	www.xcmgess.de
Zoomlion	https://en.zoomlion.com

LOADER CRANES

Atlas Cranes	www.atlasgmbh.com
DN Cranes	www.dncrane.com/en
Fassi	https://www.fassi.com/en/
Palfinger	www.palfinger.com
Hiab -	www.hiab.com

MASTCLIMBERS & HOISTS

Alba	www.alba.es
Alimak	www.alimak.com
Electroelsa	www.electroelsa.com
Elevek by CF	elevek.com
Geda	www.geda.de
Saeclimber	www.saeclimber.com

TELEHANDLERS

Dieci	www.dieci-telehandlers.co.uk
Faresin	www.faresindustries.com
Genie	www.genielift.com
JCB	www.jcb.com
JLG	www.jlg.com
Magni	www.magnith.com
Manitou	www.manitou.com
Merlo	www.merlo.com
Skyjack	www.skyjack.com
Snorkel	www.snorkellifts.com

NEW & USED EQUIPMENT SUPPLIERS

AERIAL WORK PLATFORMS

Access Platform Sales (APS)	www.accessplatforms.co.uk
AFI Resale	www.afi-resale.co.uk
A.J. Access Platforms	www.accessplatforms.com
Alfa Access - UK:	www.alfa-access-services.com
CPL	www.cpl-ltd.com
Gantic, Norway	www.gantic.no
Genie	www.genielift.com
GSR Aerial Platforms	http://en.gsrspa.it
Haulotte	www.haulotte.com
Hi-Reach - South Africa	www.hi-reach.co.za
Hird	www.hird.co.uk
Hybeco - Norge:	https://hybeko.no
IASales	www.iasales.co.uk
International Platforms	www.internationalplatforms.co.uk
Inteq UK and UAE	www.inteq.uk
JLG	www.jlg.com
JMS Powered Access	https://jms.co.uk
Kunze	www.kunze-buehnen.com
Mr Plant Hire	www.mrplantire.co.uk
Nacelexpert - France -	https://nacelexpert.com
Rothlehner:	www.rothlehner.de
Platform Sales	www.platformsales.co.uk
Promax Access:	www.promaxaccess.com
Rapid Platforms	www.rapidplatforms.co.uk
TVH	www.tvh.com
Vertimac:	www.vertimac.com
Workplatform:	www.workplatformltd.co.uk
Zip-Up Svenska - Sweden:	https://zipup.se

CRANES

Cotac - Finland:	www.crane.fi
Crane Hire Ltd - Ireland	www.armorum.ie
Crowland Cranes w	www.crowlandcranes.co.uk
Delden Cranes	www.deldencranes.co.uk
GGR	www.unic-cranes.co.uk
Gantic, Norway	www.gantic.no
HighSparks	www.highsparks.co.uk
Hird	www.hird.co.uk
Kranlyft	www.kranlyft.com
Kobelco	www.kobelco-cranes.com

Maeda	www.maedaminicranes.co.uk
Rivertek Services	www.rivertekservices.com
Tadano:	www.tadano.com/businesses/used/index.html
T H White group	www.thwhite.co.uk
Valla	https://valla-cranes.co.uk
TELEHANDLERS	
GGR	www.ggrgroup.com
GT Lifting Solutions:	https://www.gtlift.co.uk
Hi-Reach - South Africa:	www.hi-reach.co.za
Titan Machinery -USA:	https://www.titanmachinery.com
TVH:	www.tvh.com
Vertimac:	www.vertimac.com
RENTAL COMPANIES	
AERIAL PLATFORMS RENTALS	
Access Link- UK:	https://accesslink.biz
Access Hire Nationwide	www.accesshirenationwide.com
Access Platform Sales (APS)	www.accessplatforms.co.uk
AFI – UK:	www.afi-rentals.co.uk
ASR – UK:	www.access-platforms.com
Coates Hire- Australia:	www.coates.com.au
Dragon Access:	www.dragon-access.co.uk
Drammen Liftutleie:	www.drammenlift.no
Eazi Access Rental - S. Africa:	www.eazi.co.za
Elavation- UK:	www.elavation.net/machine-hire
Galmon – Singapore:	https://galmon.com
Hird- UK -	www.hird.co.uk
Hire Safe Solutions:	www.hiresafesolutions.com
HWS – Netherlands:	https://hws.nl
JMS Powered Access:	https://jms.co.uk
Manlift Hire – Ireland:	https://manlift.ie
Mateco – Germany:	www.mateco.de/en
Monitor Lifts - Oz	www.monitor.net.au
Nationwide Platforms	www.nationwideplatforms.co.uk
Omec – Italy:	https://omec.it
Paramount Platforms	www.paramountplatforms.com
Platform Sales & Hire	www.platformsales.co.uk
Power Platform Services	www.pps.co.uk
Roggermaier – Germany:	https://roggermaier.de
Smart Platforms:	www.smartplatforms.co.uk
Statech – CZ –	www.statech.cz
Sunstate Equipment USA:	www.sunstateequip.com
Traknus – Indonesia:	www.traknus.co.id
Viking Access	www.vikingaccess.co.uk
Warren Access	www.warrenaccess.co.uk
CRANE RENTALS	
Ainscough Crane Hire:	www.ainscough.co.uk
BJW Crane Hire - UK	www.bjwcranehire.co.uk
Cadman Cranes - UK	www.cadmancranes.com
Cork Crane Hire - UK	www.corkcranehire.com
Delden Cranes	www.deldencranes.co.uk
Grúas Aguado – Spain-	www.gruasaguado.com
HighSparks	www.highsparks.co.uk
Hovago	www.hovago.com
John Sutth Cranes	www.johnsutthcranes.co.uk
Ladybird Tower Crane Hire	www.ladybirdcranehire.co.uk
Lift Ltd	www.liftminicranehire.co.uk
Sangwin	www.sangwin.co.uk
Schaften Leasing- NL	www.schaftenleasing.nl
Wolffkran	www.wolffkran.com
GGR	www.unic-cranes.co.uk
JT Mini Crane Hire	www.jtminicranes.co.uk
Lift Limited	www.liftminicranehire.co.uk
Hird	www.hird.co.uk
TELEHANDLER RENTALS	
Ardent Hire- UK:	www.ardenthire.com
GT Lifting Solutions – UK:	www.gtlift.co.uk
JMS Powered Access- UK:	https://jms.co.uk
Sunbelt Rentals:	www.sunbeltrentals.co.uk

SPECIALIST SUPPLIERS AND SERVICES	
SPECIAL/BESPOKE ACCESS & LIFTING SOLUTIONS	
Access Platform Sales (APS):	www.accessplatforms.co.uk
GGR	www.ggrgroup.com
GT Lifting Solutions:	www.gtlift.co.uk
JMS Powered Access:	https://jms.co.uk
Platform Sales & Hire:	www.platformsales.co.uk
Warren Access:	www.warrenaccess.co.uk/hire
Working At Height	www.workingatheightltd.com
SPECIAL & NICHE ACCESS	
CPL	www.cpl-ltd.com
Denka Narrow	www.rothlehner.com
JMS Powered Access	https://jms.co.uk
Smart Platform Rentals	www.smartplatforms.co.uk
HEAVY TRANSPORT/ABNORMAL LOADS	
Collett A Sons, UK	www.collett.co.uk
SITE SAFETY AUDITS	
Alfa Access Services	www.alfa-access-services.com
INDUSTRY ASSOCIATIONS	
ALLMI	www.allmi.com
CICA	www.cica.com.au/
CISRS	www.cisrs.org.uk
CPA	www.cpa.uk.net
EWPA	www.ewpa.com.au
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
OSHA	www.osha.gov
PASMA	www.pasma.co.uk
HEAVY LIFT MANAGEMENT	
DWLS	www.dwls.co.uk
Ellevo Group	www.ellevogroup.com
HEAVY LIFT PLANNING & RISK ANALYSIS	
DWLS	www.dwls.com
Ellevo Group	www.ellevogroup.com
AUCTION HOUSES	
Ritchie Brothers	www.rbauktion.com
BATTERY SUPPLIERS & MANUFACTURERS	
BBL Batteries	www.bblbatteries.co.uk
BSLBATT	www.bslbatt.com
C&D Technologies	https://www.cdtrajan.com
Ecobat	www.ecobat.com
Equip Global Supplies	www.equipglobalsupplies.com
Leoch Battery-UK:	www.leochbattery.co.uk
TAB Battery -UK:	www.tabbatteryuk.com
LOAD MONITORING SYSTEMS	
PCE Instruments UK	www.pce-instruments.com
CONTROL SYSTEMS	
MOBA Automation	www.moba.de
OUTRIGGER PADS, MATS & ROADWAYS	
Brilliant Ideas /	https://brilliantideasltd.co.uk/alimats/
Timber Services	www.sarumhardwood.co.uk
Nolim	www.nolim.co.uk
Outtriggerpads	www.outtriggerpads.co.uk
Power-Pad	www.crowlandcranes.co.uk
Timbermat	www.timbermat.co.uk
Universal Crane Mats	www.universal-crane-mats.com
Welex Group	www.welexgroup.com
COMPONENTS	
PCE Instruments UK	www.pce-instruments.com
Tele Radio	www.tele-radio.com
WIRE ROPE	
Rope and Sling	www.ropeandsling.co.uk
LIFTING GEAR MANUFACTURERS	
Britlift	www.britlift.com
PARTS & SERVICE SUPPLIERS	
Gouweleeww	www.gouweleeww.com
Haulotte	www.haulotte.com

IPS	www.ipspartsonline.com
JLG	www.jlg.com
Lift-Manager	www.lift-manager.com
OTR Wheel Engineering Europe	www.otrwheel.co.uk
PCE Instruments UK	www.pce-instruments.com
TVH	www.tvh.com
Vertimac	www.vertimac.com
RECRUITMENT	
Vertikal.Net	www.vertikal.net/en/recruitment
SAFETY EQUIPMENT	
Load Systems UK	www.loadsystems.co.uk
Petzl	www.petzl.com
RENTAL MANAGEMENT SOFTWARE	
HireHop Equipment Rental Software	www.hirehop.co.uk
Infosystem	www.levaplus.ch
inspHire	www.insphire.com
Matusch	www.matusch.de
MCS Rental Software	www.mcsrentalsoftware.com
Point of Rental Software.	www.point-of-rental.com
vWork	www.vworkapp.com
STRUCTURAL REPAIRS	
Crowland Cranes	www.crowlandcranes.co.uk
John Taylor Crane Services	www.jtcranes.co.uk
TRAFFIC MANAGEMENT	
Atlas Traffic Management:	www.atlatm.co.uk
TECHNICAL & SAFETY CONSULTANCY	
Access Safety Management	www.accesssafety.co.uk
TRAINING ASSOCIATIONS & NETWORKS	
ALLMI	www.allmi.com
AWPT	www.awpt.org
IPAF	www.ipaf.org
NASC	www.nasc.org.uk
Pasma	www.pasma.co.uk
TRAINING CENTRES & TRAINERS	
Access Platform Sales (APS)	www.accessplatforms.co.uk
Astra Access	www.astratraining.co.uk
Ainscough	www.ainscoughtraining.co.uk
AJ Access	www.accessplatforms.com
Boss Training	www.bosstraining.co.uk
Certora Training	www.certoratraining.co.uk
Cornerbrook	www.cornerbrooklifting.co.uk
Haulotte	www.haulotte.com
IAPS	www.iapsgroup.com
JLG Training	www.jlg.com
Liebherr Training (UK)	www.liebherr.co.uk
Lift-Manager	www.lift-manager.com
Smart Platform Rentals	www.smartplatforms.com
UTN	www.utntraining.co.uk
Versalift Training Direct	www.versalift.co.uk/training
Warren	www.warrenaccesstraining.co.uk/courses/
Lifting Equipment Training	www.lettd.co.uk
TH White	www.thwhite.co.uk
TVH	www.tvh.com
LOGISTICS	
Big Apple Logistics	www.bigapplelogistics.com



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